

PUBLICATIONS

https://www.alexandria.unisg.ch/Personen/Dietmar_Grichnik

A. PEER REVIEWED ARTICLES

Antretter, T., Blohm, I., Sirén, C., Grichnik, D., Malmstrom, M., & Wincent, J. (2020). Do Algorithms Make Better – and Fairer – Investments Than Angel Investors? In: *Harvard Business Review*.

Antretter, T., Sirén, C., Grichnik, D., & Wincent, J. (2020). Should business angels diversify their investment portfolios to achieve higher performance? The role of knowledge access through co-investment networks. In: *Journal of Business Venturing*, 35(5). doi: 10.1016/j.jbusvent.2020.106043

Blohm, I., Antretter, T., Sirén, C., Wincent, J., & Grichnik, D. (2020). It's a Peoples Game, Isn't It?! A Comparison between the Investment Returns of Business Angels and Machine Learning Algorithms. In: *Entrepreneurship: Theory and Practice*. doi: 10.1177/1042258720945206

Hudecheck, M., Sirén, C., Grichnik, D., & Wincent, J. (2020). Monitoring the COVID-19 Crisis From Space. In: *MIT Sloan Management Review*.

Hudecheck, M., Sirén, C., Grichnik, D., & Wincent, J. (2020). How companies can respond to the Coronavirus. In: *MIT Sloan Management Review*.

Sirén, C., Fang HE, V., Wesemann, C. H., Jonassen, Z., Grichnik, D., & von Krogh, G. (2020). Leader Emergence in Nascent Venture Teams: The Critical Roles of Individual Emotion Regulation and Team Emotions. In: *Journal of Management Studies*, 57(5): 931-961. doi:10.1111/joms.12563

Antretter, T., Blohm, I., Grichnik, D., & Wincent, J. (2019): Predicting new venture survival: A Twitter-based machine learning approach to measuring online legitimacy. In: *Journal of Business Venturing Insights*, 11. doi: 10.1016/j.jbvi.2018.e00109

Brinckmann, J., Villanueva, J., Grichnik, D., & Singh, L. (2019): Sources of strategic flexibility in new ventures: An analysis of the role of resource leveraging practices. In: *Strategic Entrepreneurship Journal*, 13: 154-178. doi: 10.1002/sej.1313

Brinckmann, J., Dew, N., Read, S., Mayer-Haug, K., & Grichnik, D. (2019): Of those who plan: A meta-analysis of the relationship between human capital and business planning. In: *Long Range Planning*, 52(2): 173-188. doi: 10.1016/j.lrp.2018.01.003

Hess, M., Sirén, C., Wincent, J., & Grichnik, D. (2019): Venture Capital and the Effects of Gender Diversity in New Venture Board Interlocks. In: *Best Paper Proceedings of the 79th annual meeting of the Academy of Management (AOM)*. doi: 10.5465/AMBPP.2019.234

Palmié, M., Huerzeler, P., Grichnik, D., Keupp, M. M., & Gassmann, O. (2019): Some principles are more equal than others: Promotion-versus prevention-focused effectuation principles and their disparate relationships with entrepreneurial orientation. In: *Strategic Entrepreneurship Journal*, 13(1): 93-117. doi: 10.1002/sej.1305

Burkhard, B., Sirén, C., van Essen, M., & Grichnik, D. (2018): CEO overconfidence and firm outcomes. In: *Best Paper Proceedings of the 78th annual meeting of the Academy of Management (AOM)*.

Antretter, T., Sirén, C., Grichnik, D., & Wincent, J. (2018): Business Angels and Their Co-Investment Networks: A Longitudinal Analysis of Angel Group Members' Portfolio Returns. In: *Frontiers of Entrepreneurship Research (FER)*, 39(1).

Markowska, M., Grichnik, D., Brinckmann, J., & Kapsa, D. (2018): Strategic Orientations of Nascent Entrepreneurs: Antecedents of Prediction and Risk Orientation. In: *Small Business Economics (SBE)*, 53: 859-878. doi: 10.1007/s11187-018-0107-4.

Thiess, D., Sieger, P., & Grichnik, D. (2016): Love Hurts – How Social Relations in Venture Teams Impede the Performance Benefits of Human Capital. In: *Frontiers of Entrepreneurship Research (FER)*, 36: 168-173.

Sirén, C., Hakala, H., Wincent, J., & Grichnik, D. (2016): Breaking the Routines: Entrepreneurial Orientation, Strategic Learning, Firm Size, and Age. In: *Long Range Planning (LRP)*, 50(2): 145-167. doi: 10.1016/j.lrp.2016.09.005.

Thiess, D., Sirén, C., & Grichnik, D. (2016): How does Heterogeneity in Experience influence the Performance of Nascent Venture Teams?: Insights from the US PSED II study. In: *Journal of Business Venturing Insights (JBVI)*, 5: 55-62. doi: 10.1016/j.jbvi.2016.04.001.

Baierl, R., Anokhin, S., & Grichnik, D. (2016): Coopetition in Corporate Venture Capital: The Relationship between Network Attributes, Corporate Innovativeness, and Financial Performance. In: *International Journal of Technology Management (IJTM)*, 71: 1/2, 58-80.

Dew, N., Grichnik, D., Haug, K., Read, S., & Brinckmann, J. (2015): Situated Entrepreneurial Cognition. In: *International Journal of Management Reviews (IJMR)*, 17: 143-164. doi: 10.1111/ijmr.12051.

Grichnik, D. & Schwens, C. (2015): Editorial Entrepreneurship, Technology, and Innovation – Overcoming Research Silos. In: *Die Betriebswirtschaft/Business Administration Review (DBW/BARev)*, 75(4): 205-207.

Koropp, C., Kellermanns, F., Grichnik, D., & Stanley, L. (2014): Financial Decision Making in Family Firms: An Adaptation of the Theory of Planned Behavior. In: *Family Business Review (FBR)*, 27(4): 307-327. doi: 10.1177/089448651/4522483.

Grichnik, D., Brinckmann, J., Singh, L., & Manigart, S. (2014): Beyond Environmental Scarcity: Human and Social Capital as Driving Forces of Bootstrapping Activities. In: *Journal of Business Venturing (JBV)*, 29(2): 310–326. doi: 10.1016/j.jbusvent.2013.02.006.

Baierl, R., Grichnik, D., Spörrle, M., & Welpel, I. (2014): Antecedents of Social Entrepreneurial Intentions: The Role of an Individual's General Social Appraisal. In: *The Journal of Social Entrepreneurship*, 5(2), 123–145. doi: 10.1080/19420676.2013.871324.

Mayer-Haug, K., Read, S., Brinckmann, J., Dew, N. & Grichnik, D. (2013): Entrepreneurial Talent and Venture Performance. A Meta-analytic investigation in SMEs. In: *Research Policy (RP)*, 42(6-7): 1251–1273. doi: 10.1111/j.respol.2013.03.001.

Forster, F. & Grichnik, D. (2013): Social Entrepreneurial Intention Formation of Corporate Volunteers. In: *Journal of Social Entrepreneurship*, 4(2): 153–181. doi: 10.1080/19420676.2013.777358.

Freiburg, M. & Grichnik, D. (2013): Institutional Reinvestments in Private Equity Funds as a Double-Edged Sword: The Role of the Status Quo Bias. In: *Journal of Behavioral Finance*, 12(2): 134–148. doi: 10.1080/15427560.2013.791295

- Koropp, C., Grichnik, D. & Kellermanns, F. (2013): Financial Attitudes in Family Firms: The Moderating Role of Family Commitment. In: *Journal of Small Business Management (JSBM)*, 51(1): 114–137. doi: 10.1111/j.1540-627X.2012.00380.x
- Freiburg, M. & Grichnik, D. (2012): Institutional Investments in Private Equity Funds: Social Ties and the Reduction of Information Asymmetry. In: *Venture Capital. An International Journal of Entrepreneurial Finance*, 14(1): 1–26. doi: 10.1080/13691066.2011.642147
- Koropp, C., Grichnik, D. & Gyax, A. F. (2012): Succession Financing in Family Firms. In: *Small Business Economics: An Entrepreneurship Journal (SBE)*, 41: 315–334. doi: 10.1007/s11187-012-9442-z
- Michl, T., Spörrle, M., Welp, I. M., Grichnik, D. & Picot, A. (2012): Der Einfluss von Kognition und Affekt auf Unternehmensgründungsentscheidungen: Eine vergleichende Analyse von Angestellten und Unternehmern. In: *Zeitschrift für Betriebswirtschaft/Journal of Business Economics (ZfB/JBE)*, 82(3): 275–304. doi: 10.1007/s11573-012-0549-0.
- Welp, I. M., Spörrle, M., Grichnik, D., Michl, T. & Audretsch, D. (2012): Emotions and Opportunities: The Interplay of Opportunity Evaluation, Fear, Joy, and Anger as Antecedent of Entrepreneurial Exploitation. In: *Entrepreneurship Theory & Practice (ET&P)*, 36(1): 69–96. doi: 10.1111/j.1540-6520.2011.00481.x
- Grichnik, D. & Singh, L. (2011): Resource Bootstrapping of Nascent Entrepreneurs: Conscious Entrepreneurial Decision or Forced Reaction? In: *Frontiers of Entrepreneurship Research 2010 (FER)*, 500–514.
- Grichnik, D. & Witt, P. (2011): Editorial, In: *Zeitschrift für Betriebswirtschaft/Journal of Business Economics (ZfB/JBE)*, Special Issue on Entrepreneurial Marketing, 6: 1–3.
- Mauer, R. & Grichnik, D. (2011): Dein Markt, das unbekannte Wesen: Zum Umgang mit Marktunsicherheit als Kern des Entrepreneurial Marketing, In: *Zeitschrift für Betriebswirtschaft/Journal of Business Economics (ZfB/JBE)*, 81: 59–82. doi: 10.1007/s11573-011-0510-7
- Börner, C.J., Grichnik, D. & Reize, F. (2010): Finanzierungsentscheidungen mittelständischer Unternehmer — Einflussfaktoren der Fremdfinanzierung deutscher KMU. In: *Zeitschrift für betriebswirtschaftliche Forschung (zfbf)*, 62(3): 227–250.
- Brinckmann, J., Grichnik, D. & Kapsa, D. (2010): Should entrepreneurs plan or just storm the castle? A meta-analysis on contextual factors impacting the business planning-performance relationship in small firms. In: *Journal of Business Venturing (JBV)*, 25(1): 24–40. doi: 10.1016/j.jbusvent.2008.10.007
- Grichnik, D., Smeja, A. & Welp, I. (2010): The Importance of Being Emotional: How do emotions affect entrepreneurial opportunity evaluation and exploitation? In: *Journal of Economic Behavior & Organization (JEBO)*, 76(1): 15–29. Corrigendum 80(2011): 680.
- Grichnik, D., Brinckmann, J. & Kapsa, D. (2009): First-time strategy formation of nascent entrepreneurs. In: *Best Paper Proceedings of the 2009 Academy of Management (AOM) Meeting*, Chicago, Illinois (USA), 1–7.
- Grichnik, D., Schiereck, D. & Wenzel, A. (2009): Venture Capital Financing and Capital Structure Choice: A Panel Study of German Growth Companies. In: *Zeitschrift für Betriebswirtschaft/Journal of Business Economics (ZfB/JBE)*, 5: 1–23.

Anokhin, S., Grichnik, D. & Hisrich, R.D. (2008): The Journey from Novice to Serial Entrepreneurship in China and Germany: Are the drivers the same? In: *Managing Global Transitions. An International Research Journal*, 6(2): 117–142.

Grichnik, D. (2008): Risky Choices in New Venture Decisions – Experimental Evidence from Germany and the United States. In: *Journal of International Entrepreneurship (JIEN)*, 6(1): 22–47. doi: 10.1007/s10843-008-0019-5

Grichnik, D. & Harms, R. (2008): Avenir de la recherche scientifique en entrepreneuriat en Allemagne – Stratégies et principaux points thématiques. In: *Revue Internationale PME*, 21(3–4): 43–65 (reprint in French).

Harms, R. & Grichnik, D. (2007): Zur Zukunft der deutschsprachigen Entrepreneurshipforschung – Strategien und thematische Schwerpunkte. In: *Zeitschrift für KMU und Entrepreneurship (ZfKE)*, 46(4): 266–276.

Grichnik, D. (2006): Die Opportunity Map der internationalen Entrepreneurshipforschung: Zum Kern des interdisziplinären Forschungsprogramms. In: *Zeitschrift für Betriebswirtschaft/Journal of Business Economics (ZfB/JBE)*, 76(12): 1303–1333. doi: 10.1007/s11573-006-0063-3

Grichnik, D. & Hisrich, R.D., (2006): Strategy and Investment Criteria in the German and Israeli Venture Capital Industry compared to the US. In: *International Journal of Technology Management (IJTM)*, 34(1/2): 88–104.

Welpel, I. & Grichnik, D., (2006): Das Wissenschaftsgebiet der Entrepreneurial Finance – eine Bestandsaufnahme in Forschung und Lehre. In: *Zeitschrift für KMU und Entrepreneurship (ZfKE)*, 54(2): 141–165.

Grichnik, D. & Hisrich, R.D. (2005): Entrepreneurial Profiles: Competencies and Educational Needs in East and West Germany. In: *International Journal of Entrepreneurship Education (IJEE)*, 3(3): 207–228.

Grichnik, D. & Immerthal, L. (2005): Rationalität und Risiko der Gründungsentscheidung — Eine Erweiterung der Perspektive von der individuellen Handlung zum sozialen Phänomen. In: *Die Betriebswirtschaft (DBW)*, 65(6): 561–581.

Grichnik, D. (2002): Interessenvertretung in der Bankwirtschaft. Eine institutionenökonomische Netzwerkanalyse. In: *Zeitschrift für Betriebswirtschaft/Journal of Business Economics (ZfB/JBE)*, 72(4): 337–358.

B. ARTICLES WITH EDITORIAL REVIEW

Gross, U., Fantetti, M., Grichnik, D. (2013): Gründertypologie: Person statt Produkt. In: *Harvard Business Manager*, 7: 46–47.

Baierl, R. & Grichnik, D. (2011): Cause you're hot and you're cold: what distinguishes social entrepreneurs from business entrepreneurs? In: Excellence in Neuroeconomics – Striving for Impact in Economics, Management, and Marketing Research, *NeuroPsychoEconomics Conference Proceedings*, Munich, Germany: Association for NeuroPsychoEconomics, 20.

Faschingbauer, M. & Grichnik, D. (2011): Effectuation: Das Unternehmerische im Unternehmen wecken. In: *Zeitschrift Führung + Organisation (zfo)*, 80 (5): 337–344.

Grichnik, D. (2009): Policy Issues in Financing Entrepreneurship. In: *OECD Report Strengthening Entrepreneurship and Economic Development in East Germany: Lessons from Local Approaches*, 109–132.

- Baierl, R. & Grichnik, D. (2008): Interpreneurship – Inflationäre Erweiterung der Entrepreneurshipforschung oder wertorientierte Managementkonzeption? In: *Finanz Betrieb*, 9(6): 453–456.
- Welpel, I. M., Spörrle, M., Grichnik, D., & Audretsch, D. B. (2008). Cognitions and affect in decision-making [Abstract]. In: M. Reimann & O. Schilke (Eds.), *NeuroPsychoEconomics Conference Proceedings*, Munich, Germany: Association for NeuroPsychoEconomics, 18.
- Koropp, C. & Grichnik, D. (2007): Nachfolgeentscheidung im Familienunternehmen. In: *WiSt — Wirtschaftswissenschaftliches Studium*, 36(6): 295–303.
- Welpel, I. & Grichnik, D. (2006): Entrepreneurial Finance, Omnibus book review in *Zeitschrift für KMU und Entrepreneurship (ZfKE, vormals IGA - Zeitschrift für Klein- und Mittelunternehmen)*, 54(2): 141–165.
- Grichnik, D. & Schwärtzel, F. (2005): Gründungsfinanzierung und Transaktionskostentheorie. In: *WiSt — Wirtschaftswissenschaftliches Studium*, 34(11): 492–497.
- Grichnik, D. (2005): Book Review: Schneider-Maessen, J. & Weiß, B. (2005) (Eds.): Credit Management in a European Context, Verein für Credit Management e.V., Heidelberg 2003. In: *Kredit und Kapital*, 38 (4): 1–7.
- Grichnik, D. (2004): Social Entrepreneurship in Verbänden. In: *Verbändereport. Fachinformationen für Führungskräfte der Verbände, Nachrichten des Seminars für Vereins- und Verbandsforschung an der Technischen Universität München*, 6: 46–51.
- Börner, C.J. & Grichnik, D. (2003): Von der Pecking Order zur strategischen Mittelstandsfinanzierung — Ergebnisse einer Kombinationsstudie. In: *Finanz Betrieb*, 4(11): 681–689.
- Grichnik, D. (2002): Strategisches Netzwerkmanagement deutscher Bankenverbände. In: *Verbands-Management (VM) - Fachzeitschrift für Verbands- und Nonprofit-Management des Verbandsmanagement-Instituts (VMI) der Universität Fribourg (Schweiz)*, 1: 24–37.
- Grichnik, D. (2002): Der Entrepreneur bei Heinrich Böll. Ein neues Paradigma für Unternehmer und Manager. In: *Zeitschrift für Management*, 5: 10–11.
- Grichnik, D. & Vortmeyer, K. (2002): Spot- und Terminmarkt an der European Energy Exchange – eine Erfolgsbilanz? In: *Finanz Betrieb*, 3(6): 384–394.
- Grichnik, D. (1999): Einlagensicherung der deutschen Bankwirtschaft — Institutionenökonomische Analysezugänge. In: Büschgen, H. & Hartmann-Wendels, T. (Eds.): *Mitteilungen und Berichte des Instituts für Bankwirtschaft und Bankrecht, Abt. Bankwirtschaft*, 82: 51–83.
- Grichnik, D. & Börner, C.J. (1999): Bankwirtschaftliche Verbundsysteme als strategische Netzwerke zwischen Markt und Hierarchie — Verbände als fokale Organisationen im Finanz-Verbund. In: Büschgen, H. (Ed.): *Mitteilungen und Berichte des Instituts für Bankwirtschaft und Bankrecht, Abt. Bankwirtschaft*, 81: 72–103.
- Grichnik, D. (1998): Bankenverbände als Nonprofit-Organisationen — Besonderheiten des Systemwandels. In: Büschgen, H. (Ed.): *Mitteilungen und Berichte des Instituts für Bankwirtschaft und Bankrecht, Abt. Bankwirtschaft*, 80: 54–77.

C. MONOGRAPHS

Grichnik, D., Hess, M., Probst, D., Antretter, T., & Pukall, B. (2020): *Startup Navigator – Guiding Your Entrepreneurial Journey*. London: Red Globe Press.

Grichnik, D. (2019): *Entrepreneurial Living – 7 Steps to Entrepreneurial Happiness*. London: Union Bridge Books.

Grichnik, D., Hess, M., Probst, D., Antretter, T., & Pukall, B. (2018): *Startup Navigator – Das Handbuch*, Frankfurter Allgemeine Buch Verlag, Frankfurt am Main.

Grichnik, D., Brettel, M., Koropp, C., & Mauer R. (2017), 2. Auflage: *Entrepreneurship. Unternehmerisches Denken, Entscheiden und Handeln in innovativen und technologieorientierten Unternehmungen*, Schäffer-Poeschel-Verlag, Stuttgart.

Grichnik, D. (2016): *Entrepreneurial Living – Unternimm dein Leben. In 7 Zügen zur Selbständigkeit*, Carl Hanser Verlag, München.

Grichnik, D., Brettel, M., Koropp, C. & Mauer R. (2010): *Entrepreneurship. Unternehmerisches Denken, Entscheiden und Handeln in innovativen und technologieorientierten Unternehmungen*, Schäffer-Poeschel-Verlag, Stuttgart.

Grichnik, D. (2006): *International Entrepreneurship: Entscheidungs- und Risikoverhalten von Unternehmensgründern und Venture-Finanziers in kulturellen Kontexten – Theoriebildung und empirische Analysen*. In: Schade, C. (Ed.): *Reihe Entrepreneurship, Marketing & Innovation*, Duncker & Humblot-Verlag, Berlin.

Grichnik, D. (2000): *Bankenverbände. Strategisches Netzwerkmanagement in der Bankwirtschaft*. In: *Schriftenreihe NPO-Management*, Gabler Edition Wissenschaft, Wiesbaden.

D. EDITED VOLUMES

Grichnik, D. & Schwens, C. (2015): *Entrepreneurship, Technology, and Innovation, Die Betriebswirtschaft/Business Administration Review (DBW/BARev), Sonderheft*. Schäffer-Poeschel-Verlag, Stuttgart.

Grichnik, D. & Gassmann, O. (2013): *Das unternehmerische Unternehmen – Revitalisieren und Gestalten der Zukunft mit Effectuation: Navigieren und Kurshalten in stürmischen Zeiten*. Springer-Verlag, Berlin Heidelberg.

Grichnik, D. & Witt, P. (2011): *Entrepreneurial Marketing, Zeitschrift für Betriebswirtschaft/ Journal of Business Economics (ZfB/JBE), Sonderheft*. Springer Gabler-Verlag, Wiesbaden.

Börner, C.J. & Grichnik, D. (2005): *Entrepreneurial Finance – Kompendium der Gründungs- und Wachstumsfinanzierung*, Physica-Verlag, Berlin Heidelberg.

E. BOOK SERIES EDITORSHIP

Block, J., Kuckertz, A., Grichnik, D., Welter, F. & Witt, P. (Eds.): *FGF Studies in Small Business and Entrepreneurship*, Springer Verlag, Berlin-Heidelberg.

Grichnik, D. (Ed.): *Entrepreneurship*, Peter Lang Verlag, Frankfurt a. Main.

F. CONTRIBUTIONS IN EDITED VOLUMES

Grichnik, D. & Hess, M. (2020). The St.Galler Navigator as a Governance Tool. In: M. Hilb (Hrsg.), Governance of ventures: The role of venture boards, entrepreneurs and investors in entrepreneurial value creation (pp. 24–35). Bern: Haupt.

Grichnik, D., Antretter, T., & Stoeckel, A. (2018): Deal Sourcing and Screening, In: Entrepreneurial Finance: The Art & Science of Growing Ventures, Alemany, J., Andreoli, J. (Hrsg.), Cambridge University, Cambridge, UK.

Block, J., Kuckertz, A., Grichnik, D., Welter, F., & Witt, P. (Eds.): FGF Studies in Small Business and Entrepreneurship, Springer Verlag, Berlin-Heidelberg.

Grichnik, D., Baierl, R., & Faschingbauer, M. (2016): Effectuation: Die unternehmerische Methode, In: Faltin, G. (Hrsg.): Handbuch Entrepreneurship, Springer Gabler, Berlin Heidelberg.

Grichnik, D., Baierl, R., & Faschingbauer, M. (2016): Effectuation: The entrepreneurial method, In: Brenner et al. (Eds.): Design Thinking for Innovation, Springer International Publishing AG, 115-129 (reprint in English).

Grichnik, D. & Schwens, C. (2015): Entrepreneurship, Technology, and Innovation, Die Betriebswirtschaft/Business Administration Review (DBW/BAREv), Sonderheft, Schäffer-Poeschel-Verlag, Stuttgart, 75(4), 205-288.

Grichnik, D. (2015): Unternehmertum lernen, In: Edition Liberales Institut (Ed.): Befreit die Unternehmer! Der (einzige) Weg zum Wohlstand, Zürich.

Grichnik, D., Baierl, R., & Faschingbauer, M. (2014): Entrepreneurship: Gestalten der unsicheren Zukunft mit der unternehmerischen Methode. Elemente und Zusammenspiel unternehmerischen Denkens und Handelns, In: Stölzle, W. et al. (Eds.): Business Innovation, Berlin Heidelberg.

Brinckmann, J., Grichnik, D. & Kapsa, D. (2013): Should entrepreneurs plan or just storm the castle? A meta-analysis on contextual factors impacting the business planning-performance relationship in small firms. In: Kuratko, D. & Morris, M. (Eds.): Entrepreneurship and Leadership, Cheltenham, Northampton, 515–531 (reprint).

Grichnik, D. & Gassmann, O. (2013): Die zehn Gebote unternehmerischen Handelns, In: Grichnik, D. & Gassmann, O. (Eds.): Das unternehmerische Unternehmen, Berlin Heidelberg, IX–XIII.

Faschingbauer, M., Baierl, R. & Grichnik, D. (2013): Effectuation: Gestalten statt Vorhersagen – Elemente und Zusammenspiel des unternehmerischen Handlungsmusters, In: Grichnik, D. & Gassmann, O. (Eds.): Das unternehmerische Unternehmen, Berlin Heidelberg, 3–21.

Baierl, R. & Grichnik, D. (2013): Effectuation in etablierten Unternehmen – Die Handlungsprinzipien in der unternehmerischen Praxis, In: Grichnik, D. & Gassmann, O. (Eds.): Das unternehmerische Unternehmen, Berlin Heidelberg, 67–81.

Baierl, R. & Grichnik, D. (2012): Richard Branson – Robin Hood, Hans im Glück oder einfach "nur" ein erfolgreicher Entrepreneur? In Reinecke, S. (Ed.): Marketeers: Macher, Manager und Magnaten. Wie erfolgreiche Persönlichkeiten Märkte und Marketing entwickeln und gestalten., St. Gallen, 35–43.

Grichnik, D. & Koropp, C. (2011): Business Angels and Energy Investing: Insights from a German Panel Study, In: Wuebker, R. & Wüstenhagen, R. (Eds.): Handbook of Research on Energy Entrepreneurship, Cheltenham Lyme, 197–213.

Koropp, C. & Grichnik, D. (2009): Sedo.com – The Founder’s Dilemma: When Is The Right Time For Exiting? In: Hisrich, R.D. (Ed.): International Entrepreneurship: Starting, Developing, and Managing a Global Venture, London, 416–426.

Grichnik, D., von Kortzfleisch, H. & Magin, P. (2008): Open Scientific Entrepreneurship Engineering – Ein offener, ganzheitlicher und systematischer Ansatz zur Unterstützung von Existenzgründern aus Hochschulen. In: Walter, A. & M. Auer (Eds.): Academic Entrepreneurship: Unternehmertum in der Forschung, Wiesbaden, 1–23.

Harms, R. & Grichnik, D. (2008): Entrepreneurship als eigenständige Disziplin – Trendwende im Selbstverständnis der deutschsprachigen Forschungsszene? In: Kraus, S. & Gundolf, K. (Eds.): Stand und Perspektiven der deutschsprachigen Entrepreneurship- und KMU-Forschung, Stuttgart, 29–47.

Börner, C.J. & Grichnik, D. (2005): Grenzen für das Kreditgeschäft der Banken – Perspektiven für die Kreditfinanzierung des Mittelstands. In: Everling, O. & Schmidt-Bürgel, J. (Eds.): Kapitalmarktrating. Perspektiven für die Unternehmensfinanzierung, Wiesbaden, 3–29.

Grichnik, D. (2005): Entscheidungs- und Risikoverhalten von innovativen Unternehmensgründern in kulturellen Kontexten. In: Achleitner, A.-K., Klandt, H., Koch, L.T., Voigt, K.-I. (Eds.): Jahrbuch Entrepreneurship 2005/2006. Gründungsforschung und Gründungsmanagement, Springer, Berlin Heidelberg, 239–258.

Grichnik, D. (2005): Finanzentscheidungen. In: Kollmann, T. (Ed.): Gabler-Lexikon „Unternehmensgründung“, Wiesbaden, 123–125.

Grichnik, D. (2005): Gründungskalkül. In: Kollmann, T. (Ed.): Gabler Lexikon „Unternehmensgründung“, Wiesbaden, 179–180.

Grichnik, D. (2005): Pecking Order. In: Kollmann, T. (Ed.): Gabler Lexikon „Unternehmensgründung“, Wiesbaden, 317–318.

Grichnik, D. & Hisrich, R.D. (2005): Entrepreneurial Finance: Strategic Governance of German and US Venture Capital Firms. In: Anderseck, K. & Walterscheid, K. (Eds.): Gründungsforschung und Gründungslehre zwischen Identitätssuche und „normalwissenschaftlichem“ Arbeiten, Wiesbaden, 137–157.

Grichnik, D. & Schwärzel, F. (2005): Chancen und Risiken der Gründungsfinanzierung aus informationsökonomischer Sicht. In: Börner, C.J. & Grichnik, D. (Eds.): Entrepreneurial Finance – Kompendium der Gründungs- und Wachstumsfinanzierung, Berlin, Heidelberg, 25–45.

Börner, C.J. & Grichnik, D. (2004): Beurteilung der Eigenkapitalqualität von Banken. In: Everling, O. & Goedeckemeyer, K.-ISSUE (Eds.): Bankenrating, Wiesbaden, 429–448.

Hisrich, R.D. & Grichnik, D. (2004): International Entrepreneurship: The Case of the Unified Germany. In: Achleitner, A.-K., Klandt, H., Koch, L. T., Voigt, K.-I. (Eds.): Jahrbuch Entrepreneurship 2004/2005. Gründungsforschung und Gründungsmanagement, Berlin Heidelberg, 77–100.

Ahrweiler, S., Börner, C.J. & Grichnik, D. (2003): Angebot und Nachfrage nach neuen Finanzierungswegen für den Mittelstand. In: Kienbaum, J. & Börner, C.J. (Eds.): Neue Finanzierungswege für den Mittelstand, Wiesbaden, 374–412.

Grichnik, D. (2003): Finanzierungsverhalten mittelständischer Unternehmen im internationalen Vergleich. In: Kienbaum, J. & Börner, C.J. (Eds.): Neue Finanzierungswege für den Mittelstand, Wiesbaden, 75–112.

Grichnik, D. (1998): Besonderheiten der Wirtschaftsfachverbände als Nonprofit-Organisationen — Analyse am Fallbeispiel der Bankenverbände. In: Arbeitskreis Nonprofit-Organisationen (Ed.), *Nonprofit-Organisationen im Wandel. Ende der Besonderheiten oder Besonderheiten ohne Ende?* Stuttgart, 101–127.

G. REPORTS

Hofer, S., Fricker, L., Schmidt, B., Burkhard, B., Brahme, H., Grichnik, D., Bonaccio, S., & Kraak, M. (2020): The Performance of Spin-Off Companies at the Swiss Federal Institute of Technology Zurich, *ETH transfer, ETH Zurich*.

Grichnik, D., Knape, D. & Hess, M. (2020): Amazon Watch Dominance Index, Deep Dive Amazon Business. In: digital kompakt (Ed.): *E-Commerce Germany Report*. Marktreport für Amazon & Co. 2020, Berlin.

Grichnik, D., Knape, D. & Hess, M. (2019): Amazon Watch Dominance Index, Deep Dive Fashion. In: digital kompakt (Ed.): *E-Commerce Germany Report*. Marktreport für Amazon & Co. 2019, Berlin.

Antretter, T., Sirén, C., Grichnik, D., & Wincent, J. (2018): Insights on Angel Portfolio Returns. In: Kassmann, B. (Ed.) *Go Beyond Investor Report 2018*.

Grichnik, D., Knape, D., & Hess, M. (2018): Amazon Watch Dominance Index. In: Kaczmarek, J. (Ed.): *Amazon Watch Report 2018*.

Grichnik, D., Vogel, P., & Burkhard, B. (2016): The Swiss Startup Report 2015: The Swiss Ecosystem in a Global Perspective, *Global Center for Entrepreneurship and Innovation (GCEI-HSG), University of St. Gallen*.

Vogel, P. & Grichnik, D. (2014): Essay. The Swiss Entrepreneurship Ecosystem. From Innovation to Market, *Institute of Technology Management, University of St. Gallen*.

Grichnik, D., Fantetti, M., Gross, U. (2013): The Start-up Landscape of Switzerland: First Insights from the Swiss Start-up Monitor, *Swiss Start-up Monitor, University of St. Gallen*.

H. CONFERENCE PUBLICATIONS

Hess, M., Sirén, C., Wincent, J., & Grichnik, D. (2020): Dispersion Of Entrepreneurs' Power And Venture Performance After Initial VC Investment. In: *80th annual meeting of the Academy of Management (AOM)*, Vancouver (Canada).

Sirén, C., He, F., Wesemann, H., Jonassen, Z., Grichnik, D., & von Krogh, G. (2020): The Impact of Emotion Regulation and Team Emotions on Leader Emergence in Nascent Venture Teams. In: *80th annual meeting of the Academy of Management (AOM)*, Vancouver (Canada).

Hess, M., Sirén, C., Wincent, J., & Grichnik, D. (2019): Venture Capital and the Effects of Gender Diversity in New Venture Board Interlocks. In: *79th annual meeting of the Academy of Management (AOM)*, Boston (USA).

Burkhard, B., Sirén, C., Treffers, T., & Grichnik, D. (2019): A Laboratory Study on the Interplay of Team Emotions and Team Learning. In: *79th annual meeting of the Academy of Management (AOM)*, Boston (USA).

- Sirén, C., He, F., Wesemann, H., Jonassen, Z., Grichnik, D., & von Krogh, G. (2018): Leader emergence in nascent venture teams: The critical role of individual emotion regulation and team emotions. In: AOM Specialized Conference: From Start-up to Scale-up, Tel Aviv (Israel).
- Antretter, T., Blohm, I., & Grichnik, D. (2018): Predicting Startup Survival from Digital Traces: Towards a Procedure for Early Stage Investors. In: International Conference on Information Systems (ICIS), San Francisco (USA).
- Burkhard, B., Sirén, C., van Essen, M., & Grichnik, D. (2018): CEO overconfidence and firm outcomes. In: 78th annual meeting of the Academy of Management (AOM), Chicago (USA).
- Wesemann, H., Sirén, C., He Fang, V., & Grichnik, D. (2018): Learn, Learn, but Not the Same Way: How does TMT Learning Influence Radical Innovation in SME? In: 78th annual meeting of the Academy of Management (AoM), Chicago (USA).
- Antretter, T., Sirén, C., Grichnik, D., & Wincent, J. (2018): Business Angels and Their Co-Investment Networks: A Longitudinal Analysis of Angel Group Members' Portfolio Returns. In: Babson College Entrepreneurship Research Conference (BCERC), Waterford (Ireland).
- Antretter, T., Sirén, C., Grichnik, D., & Wincent, J. (2018). How Individual Business Angels Increase Investment Returns Through Angel Networks: The Impact of Diversification and Network Centrality on Portfolio Performance. In: Babson Conference, Waterford (Ireland).
- Heß, M., Sirén, C., Wincent, J., & Grichnik, D. (2018): Board gender diversity in new venture interlock networks. In: VHB TIE Conference, Hamburg (Germany).
- Siren, C., Wesemann, H., Grichnik, D., Fang He, V., Jonassen, Z., & von Krogh, G. (2018): Leader Emergence in Nascent Venture Teams: The Critical Role of Individual Emotion Regulation and Team Emotions. In: Rencontres de St-Gall, St. Gallen (Switzerland).
- Burkhard, B., Sirén, C., Van Essen, M., & Grichnik, D. (2018): The rationality of the irrational manager: How does CEO overconfidence influence firm performance. In: 80. Wissenschaftlichen Jahrestagung des Verbandes der Hochschullehrer für Betriebswirtschaft, Magdeburg (Germany).
- Burkhard, B., Sirén, C., Van Essen, M., & Grichnik, D. (2017): A Meta-Analytic Approach to Understanding the Effects of CEO Overconfidence on Firm Performance – The Moderating Role of Managerial Discretion. In: 77th Academy of Management Annual Meeting (AOM), Atlanta (USA).
- Brinckmann, J., Grichnik, D., Eichinger, F., & Burkhard, B. (2016): The Diversity of Diversity: A Meta-Analysis on the Top Management Team-Diversity Relationship in Small and Medium Sized Firms. In: G-Forum 20th Annual Interdisciplinary Conference on Entrepreneurship, Innovation and SMEs, Leipzig (Germany).
- Hess, M., Sirén, C., & Grichnik, D. (2016): The Effects of Initial Venture Capital Investments on Strategic Leadership, Strategic Risk Taking and New Venture Performance. In: G-Forum 20th Annual Interdisciplinary Conference on Entrepreneurship, Innovation and SMEs, Leipzig (Germany).
- Grichnik, D. (2016): Situated Cognition and the Mediating Role of Boundary Objects in Entrepreneurship Research, Keynote, In: VHB TIE Conference, Copenhagen (Denmark).
- Grichnik, D., Dew, N., Read, S., & Siren, C. (2016): Towards an Interaction-Learning Nexus in Entrepreneurship: The Mediating Role of Boundary Objects. In: Rencontres de St-Gall, St. Gallen (Switzerland).

Sirén, C., Chang, YY, & Grichnik, D. (2016): How to Foster Corporate Entrepreneurship in Multidivisional Firms? In: 76th Annual Meeting of the Academy of Management (AOM), Anaheim, CA (USA).

Grichnik, D., Dew, N., Read, S., & Sirén, C. (2016): The Role of Boundary Objects in Entrepreneurship: Moving Towards an Interaction-Learning Nexus. In: 76th Annual Meeting of the Academy of Management (AOM), Anaheim, CA (USA).

Thiess, D., Sieger, P., & Grichnik, D. (2016): Human Capital and New Venture Performance: Moving Towards an Interaction-Learning Nexus. In: 76th Annual Meeting of the Academy of Management (AOM), Anaheim, CA (USA).

Fantetti, M., Brinckmann, J., & Grichnik, D. (2016). How Configurations of Novelty, Team Structure, and the Decision-Making Style influence Team Collaboration Quality. In: 36th Babson College Entrepreneurship Research Conference (BCERC), Bodø (Norway).

Thiess, D., Sieger, P., & Grichnik, D. (2016). Love hurts – How Social Relations in Venture Teams Impede the Performance Benefits of Human Capital. In: 36th Babson College Entrepreneurship Research Conference (BCERC), Bodø (Norway).

Grichnik, D., Dew, N., Read, S., & Sirén, C. (2016): Towards an Interaction-Learning Nexus in Entrepreneurship: The Mediating Role of Boundary Objects. In: 35th SMS Strategic Management Society Conference (SMS), Rome (Italy).

Grichnik, D., Dew, N., Read, S., & Sirén, C. (2016): Mediating Entrepreneurial Interactions with Boundary Objects. In: 16th European Academy of Management (EURAM) Conference, Paris (France).

Thiess, D., Vogel, P., Grichnik, D., & Brinckmann, J. (2015): Is More Always Better? Re-Assessing the Role of Human Capital in Entrepreneurship. In: 15th European Academy of Management Annual Conference (EURAM), Warsaw (Poland).

Thiess, D., Vogel, P., Grichnik, D., & Brinckmann, J. (2015): Is More Always Better? Re-Assessing the Role of Human Capital in Entrepreneurship. In: 75th Annual Meeting of the Academy of Management (AOM), Vancouver (Canada).

Brinckmann, J., Dew, N., Mayer-Haug, K., Read, S., & Grichnik, D. (2015): Of Those Who Plan: A Meta-analysis of the Relationship between Human Capital and Business Planning. In: Babson College Entrepreneurship Research Conference (BCERC), Boston (USA).

Fantetti, M., Grichnik, D., Gross, U., & Brinckmann, J. (2014): Antecedents of Nascent's Entrepreneurial Appraisal – Why objectively the same is subjectively something else, In: Leadership and Entrepreneurship, Rencontres de St-Gall, St. Gallen (Switzerland).

Palmié, M., Hürzeler, P., Keupp, M. M., Grichnik, D., & Gassmann, O. (2014): The Effect of Owners' Prediction and Control Behaviors on the Entrepreneurial Orientation of SMEs. In: Micro-Foundations for Strategic Management Research: Embracing Individuals. SMS Strategic Management Society - SMS Strategic Management Special Conference, Copenhagen (Denmark).

Baierl, R., Grichnik, D., Herrmann, A., & Schlager, T. (2014): Psychographic Variables in Entrepreneurial and Managerial Decision Persistence: The Role of Achievement Motivation and Entrepreneurial Self-Efficacy, In: 76. Wissenschaftlichen Jahrestagung des Verbandes der Hochschullehrer für Betriebswirtschaft, Leipzig (Germany).

Baierl, R.; Grichnik, D.; Herrmann, A. & Schlager, T. (2013): Psychographic Variables in Entrepreneurial and Managerial Decision-Making: The Dark Side of Achievement Motivation and its Rescuer Entrepreneurial Self-Efficacy for Overcoming Decision Persistence, In: TIE 2013 – 15th Annual Conference of the Scientific Committee of Technology, Innovation, and Entrepreneurship, VHB – Verband der Hochschullehrer für Betriebswirtschaft, St. Gallen (Switzerland).

Brinckmann, J.; Read, S.; Mayer-Haug, K.; Dew, N. & Grichnik, D. (2013): How does Human Capital drive Performance? Evidence on a Missing Link in SMEs, In: Annual Meeting of the Academy of Management (AOM), Orlando (USA).

Forster, F.; Hockerts, K. & Grichnik, D. (2013): Do they reason the same? Comparing Intention and Behavior of For-profit and Social Entrepreneurs, In: Capitalism in Question. New York: Academy of Management - 73rd Annual Meeting of the Academy of Management (AOM) - Lake Buena Vista (Orlando), Florida, USA.

Grichnik, D.; Dew, N.; Mayer-Haug, K.; Read, S. & Brinckmann, J. (2013): Extended Mind: Uncovering Entrepreneurial Interactions and Cognitive Dynamics with Boundary Objects, In: Annual Meeting of the Academy of Management (AOM), Orlando (USA).

Baierl, R.; Grichnik, D. & Herrmann, A. (2013): Overcoming Path-Dependency with Entrepreneurial Self-Efficacy, In: 2013 Babson College Entrepreneurship Research Conference (BCERC), Ecully (France).

Hürzeler, P.; Keupp, M. M.; Palmié, M.; Grichnik, D. & Gassmann, O. (2013): Behavioral Antecedents of Entrepreneurial Orientation in Owner-Centric Firms. In: Strategizing Practices from the Outliers - Enabling "Big Bang" Innovations. Chicago: SMS Strategic Management Society - SMS Strategic Management Special Conference, Geneva (Switzerland).

Baierl, R.; Grichnik, D.; Spörrle, M. & Welp, I. (2012): Origins of Social Entrepreneurial Intentions: The Role of an Individual's General Social Appraisal, In: G-Forum 2012 – 16. Interdisziplinäre Jahreskonferenz zur Gründungsforschung, Potsdam (Germany).

Baierl, R.; Grichnik, D.; Spörrle, M. & Welp, I. (2012): Formation of Social Entrepreneurial Intentions – The Role of an Individual's General Social Appraisal, In: TIE 2012 – 14th Annual Conference of the Scientific Committee of Technology, Innovation, and Entrepreneurship, VHB – Verband der Hochschullehrer für Betriebswirtschaft, Hamburg-Harburg (Germany).

Brinckmann, J.; Dew, N.; Grichnik, D.; Haug, K. & Read, S. (2012): Does Human Capital Drive Performance? In Search of Missing Links, In: 2012 Babson College Entrepreneurship Research Conference (BCERC), Fort Worth (USA).

Brinckmann, J.; Grichnik, D. & Eichinger, F. (2012): An Information Processing Perspective: TMT Diversity and SME Performance, In: Annual Meeting of the Academy of Management (AOM), Boston (USA).

Forster, F. & Grichnik, D. (2012): Social Entrepreneurial Intention Formation Of Corporate Volunteers, In: European Academy of Management (EURAM), Rotterdam (The Netherlands).

Grichnik, D.; Dew, N.; Haug, K., Brinckmann, J. & Read, S. (2012): The extended mind at work: From bounded rationality to unleashed cognition, In: Rencontres de St-Gall, St. Gallen (Switzerland).

Grichnik, D.; Dew, N.; Haug, K.; Brinckmann, J. & Read, S. (2012): The Extended Mind at Work: From Bounded Rationality to Unleashed Cognition, In: Annual Meeting of the Academy of Management (AOM), Boston (USA).

Grichnik, D.; Forster, F & Hockerts, K. (2012): Do good intentions matter? A comparative study of what triggers for-profit and social entrepreneurship, In: G-Forum 2012 – 16. Interdisziplinäre Jahreskonferenz zur Gründungsforschung, Potsdam (Germany).

Grichnik, D. & Forster, F. (2012): Why social entrepreneurs act – the intention formation of corporate volunteers, In: G-Forum 2012 – 16. Interdisziplinäre Jahreskonferenz zur Gründungsforschung, Potsdam (Germany).

Grichnik, D. & Haug, K. (2012): Which Social Capital Dimensions do Entrepreneurs Need to Overcome their Liabilities: A Meta-analysis of Contextual Effects, In: 2012 Babson College Entrepreneurship Research Conference (BCERC), Fort Worth (USA).

Baierl, R. & Grichnik, D. (2011). Cause you're hot and you're cold: what distinguishes social entrepreneurs from business entrepreneurs? In: Proceedings of the 2011 NeuroPsychoEconomics Conference, Munich (Germany).

Brinckmann, J.; Grichnik, D. & Singh, L. (2011): Sources of Strategic Flexibility in Emergent Organizations: A Matter of Resource Endowments or Resource Management? 13. Jahrestagung der Wissenschaftlichen Kommission Technologie, Innovation und Entrepreneurship - TIE 2011, Berlin (Germany).

Brinckmann, J.; Grichnik, D. & Singh, L. (2011): Sources of Strategic Flexibility in Emergent Organizations: A Matter of Resource Endowments or Resource Management? Strategic Management Society (SMS) Conference, Miami (USA).

Brinckmann, J.; Grichnik, D. & Singh, L. (2011): Sources of strategic flexibility in emergent organizations, In: Proceedings of the Annual Meeting of the Academy of Management (AOM), San Antonio (USA).

Forster, F. & Grichnik, D. (2011): Intention Formation in Social Entrepreneurship: An Empirical Application of the Theory of Planned Behavior. 15. G Forum - Interdisziplinäre Jahreskonferenz zur Gründungsforschung, St. Gallen/Zurich (Switzerland).

Grichnik, D. (2010): Kapitalstrukturentscheidungen von mittelständischen Unternehmern und bei innovativen Wachstumsunternehmen in Deutschland, ZEW Zentrum für Europäische Wirtschaftsförderung, Mannheim (Germany).

Grichnik, D., Brinckmann, J. & Kapsa, D. (2011): Strategic Orientations and Strategy Archetypes Of Nascent Entrepreneurs, In: Proceedings of the 2011 Babson College Entrepreneurship Research Conference (BCERC), Syracuse (USA).

Grichnik, D.; Kellermanns, F.W. & Koropp, C. (2011): Financial Choices in Family Firms: The Influence of Family Norms, In: Proceedings of the Annual Meeting of the Academy of Management (AOM), San Antonio (USA).

Koropp, C.; Grichnik, D. & Fryges, H. (2011): Financial Bootstrapping and Performance in High-tech Start-ups. 15. G Forum - Interdisziplinäre Jahreskonferenz zur Gründungsforschung, Zurich (Switzerland).

Baierl, R. & Grichnik, D. (2010): Metricised limit conjoint analysis as method to elicit corporate entrepreneurship decisions, In: Proceedings of the 8th Interdisciplinary European Conference on Entrepreneurship Research (IECER), Regensburg (Germany).

Baierl, R.; Grichnik, D. & Welppe, I. (2010): Hot and Cold Cognitions: Differences between Social and Business Entrepreneurs, 14. Gründungsforschung - Interdisziplinäre Jahreskonferenz für die Gründungsforschung - G Forum, Köln (Germany).

Brinckmann, J.; Eichinger, F.J. & Grichnik, D. (2010): Experience Dimensions of Nascent Entrepreneurs: The Influence of Cognition, In: Proceedings of the Annual Meeting of the Academy of Management (AOM), Montreal (Canada).

Brinckmann, J.; Eichinger, F.J. & Grichnik, D. (2010): A Meta-Analysis on Organizational and Environmental Factors Impacting the Top Management Team Diversity-Performance Relationship, In: Proceedings of the 30th Annual International Conference of the Strategic Management Society, Rome (Italy).

Grichnik, D.; Baierl, R. & Anokhin, S. (2010): Interpreneurial networks, corporate entrepreneurship, and corporate performance: Unpacking the connections, 12. Jahrestagung der Wissenschaftlichen Kommission Technologie, Innovation and Entrepreneurship - TIE 2010, VHB – Verband der Hochschullehrer für Betriebswirtschaft, Kiel (Germany).

Grichnik, D. & Singh, L. (2010): Ressource Bootstrapping of Nacent Entrepreneurs: Conscious Entrepreneurial Decision or Forced Reaction, In: Proceedings of the 2010 Babson College Entrepreneurship Research Conference (BCERC), Lausanne (Switzerland).

Grichnik, D.; Smeja, A. & Welppe, I. (2010): The Role of Positive and Negative Emotions in Opportunity Evaluation and Exploitation, Advances in Business-Related Scientific Research Conference (ABSRC), Olbia (Italy).

Koropp, C.; Grichnik, D. & Gygax, A. (2010): Succession Financing in Family Firms, In: Proceedings of the 2010 Babson College Entrepreneurship Research Conference (BCERC), Lausanne (Switzerland).

Koropp, C. & Grichnik, D., Kellermanns, F.W. (2010): Financial Attitudes in Family Firms: Disclosing the Black Box, In: Proceedings of the Annual Meeting of the Academy of Management (AOM), Montreal (Canada).

Weber, C.; Grichnik, D. & Forster, F. (2010): Exploring Typologies of Social Enterprises - A Quantitative Analysis, In: Proceedings of the 7th Annual Satter Conference on Social Entrepreneurs, New York (USA).

Weber, C., Grichnik, D. & Forster, F. (2010): Social Ventures: Driven By Numbers or Ideas? - A Quantitative Cluster Analysis, Oikos Research Brown Bag, St. Gallen (Switzerland).

Weber, C., Grichnik, D. & Forster, F. (2010): Empirical Evidence of 'Typologies of Social Enterprises' - A Quantitative Analysis, 4th International Conference on Corporate Social Responsibility, Berlin (Germany).

Weber, C., Grichnik, D. & Forster, F. (2010): Empirical Evidence of 'Typologies of Social Enterprises' - A quantitative Analysis: 14. Gründungsforschung - Interdisziplinäre Jahreskonferenz für die Gründungsforschung - G Forum, Köln (Germany).

Krueger, N., Grichnik, D. & Welpel, I. (2009): Anticipated Outcome Emotions and Cognitive Appraisal: Assessing Social & Economic Dimensions of Social Entrepreneurial Opportunities. In: *Proceedings of the 2009 Babson College Entrepreneurship Research Conference (BCERC)*, Boston, Mass. (USA).

Grichnik, D., Brinckmann, J. & Kapsa, D. (2009): Strategy Formation of Entrepreneurial Teams: A Longitudinal Study in Nascent Ventures. In: *Proceedings of the 2009 Babson College Entrepreneurship Research Conference (BCERC)*, Boston, Mass. (USA).

Grichnik, D. et al. (2009): Presenter in the Professional Development Workshop: A Well-Planned Workshop on "Unplanned Behavior". *Academy of Management (AOM) Meeting*, Chicago, Illinois (USA).

Grichnik, D., Brinckmann, J. & Kapsa, D. (2009): First-time strategy formation of nascent entrepreneurs. In: *Best Paper Proceedings of the 2009 Academy of Management (AOM) Meeting*, Chicago, Illinois (USA).

Börner, C.J., Grichnik, D., Rätke, S. & Reize, F. (2008): Finanzierungsentscheidungen im deutschen Mittelstand – Eine empirische Analyse des Pecking-Order-Modells. In: *Die Betriebswirtschaftslehre und ihre Nachbardisziplinen – Identität, Integration und Interdisziplinarität, Konferenzband der 70. Wissenschaftlichen Jahrestagung des Verbandes der Hochschullehrer für Betriebswirtschaft 2008*, Berlin (Germany).

Brinckmann, J., Grichnik, D. & Kapsa, D. (2008): Does strategic planning increase the performance of new and established small firms? A meta-analysis. In: *Proceedings of the 2008 Annual Meeting of the Academy of Management (AOM)*, Philadelphia, Pennsylvania (USA).

Küchle, G.R.M., Grichnik, D., Menon, A. & Sarasvathy, S. (2008): The Bi-modal Landscape of Habitual Entrepreneurship. In: *Proceedings of the 2008 Wharton Technology Conference*, Wharton School, University of Pennsylvania in Philadelphia, Pennsylvania (USA).

Welpel, I., Spörrle, M. & Grichnik, D. (2008): The Role of Positive and Negative Emotions in Opportunity Evaluation and Exploitation. In: *Proceedings of the ESA –Experimental Economics, 2008 International Economic Science Association Conference*, California Institute of Technology, Pasadena, California (USA).

Welpel, I., Spörrle, M., Grichnik, D. & Audretsch, D. (2008): Cognitions and affect in decision-making. In: *Proceedings of the 2008 NeuroPsychoEconomics Conference*, Munich (Germany).

Welpel, I., Spörrle, M., Grichnik, D. & Audretsch, D. (2008): The Role of Positive and Negative Emotions in Opportunity Evaluation and Exploitation. In: *Proceedings of the 2008 Babson College Entrepreneurship Research Conference (BCERC)*, Chapel Hill, North Carolina (USA).

Welpel, I., Spörrle, M., Grichnik, D. & Audretsch, D. (2008): The Role of Primary Appraisal and Uncertainty in Opportunity Evaluation and Exploitation. In: *Interdisciplinary European Conference on Entrepreneurship Research (IECER) 2008*, Regensburg (Germany).

Grichnik, D., Schiereck, D. & Wenzel, A. (2007): The Relationship between VC-Financing and Capital Structure Choice – An Empirical Investigation of German Growth Companies. In: *Proceedings of the 2007 Annual Meeting of the Academy of Management (AOM)*, Philadelphia, Pennsylvania (USA).

Küchle, G.R.M., Sarasvathy, S., Grichnik, D. & Menon, A. (2007): Simulating Serial Entrepreneurship as a Temporal Portfolio. In: *Rigour versus Relevance, Konferenzband der 69. Wissenschaftlichen Jahrestagung des Verbandes der Hochschullehrer für Betriebswirtschaft 2007*, Paderborn (Germany).

Küchle, G.R.M., Sarasvathy, S., Grichnik, D. & Menon, A. (2007): Simulating Serial Entrepreneurship as a Temporal Portfolio. In: Proceedings of the 2007 Annual Meeting of the Academy of Management (AOM), Philadelphia, Pennsylvania (USA).

Grichnik, D. (2006): Entrepreneurial and Financial Risk-Taking: Construct Refinement and Cross-Cultural Validation. In: Proceedings of the 17th Annual Conference of the Academy of Entrepreneurial Finance (AEF) 2006, Los Angeles, California (USA).

Grichnik, D. & Hisrich, R.D. (2006): Serial Entrepreneurship, What keeps them pushing for more? In: Proceedings of the Twenty-Sixth Annual Babson College Entrepreneurship Conference (BCERC) 2006, Bloomington, Indianapolis (USA).

Küchle, G.R.M., Sarasvathy, S., Grichnik, D. & Menon, A. (2006): Towards a Dynamic Approach to Entrepreneurship: A Simulation to Measure Effects of Learning in Entrepreneurial Decision Making. In: Proceedings of the Lally-Darden-Humboldt Young Entrepreneurship Scholars' Retreat 2006, Berlin (Germany).

Grichnik, D. (2005): Cultural Impact on Risk-Taking Behavior of Entrepreneurs. In: Proceedings of the 2005 Annual Meeting of the Academy of Management (AOM), Honolulu, Hawaii (USA).

Grichnik, D. (2005): Risk-Taking Behavior of Entrepreneurs in different Cultural Contexts. In: Golden Opportunities for Entrepreneurship, Proceedings of the 50th World Conference of the International Council for Small Business (ICSB) 2005, Washington DC (USA).

Grichnik, D. (2005): Risikoverhalten von Unternehmern bei der Gründungsentscheidung — Ergebnisse einer experimentellen Studie in verschiedenen kulturellen Kontexten. In: Innovation und Institution, Konferenzband der 67. Wissenschaftlichen Jahrestagung des Verbandes der Hochschullehrer für Betriebswirtschaft 2005, Kiel (Germany).

Grichnik, D. (2005): Innovation, Entrepreneurship and National Cultures. In: Responsible Management in an Uncertain World, Proceedings of the Annual Conference of the European Academy of Management (EURAM) 2005, München (Germany).

Börner, C.J. & Grichnik, D. (2004): From Pecking Order towards Strategic Financial Management in SMEs. In: Managing Complexity and Change in SMEs, Proceedings of the Rent XVIII 2004 Conference, Copenhagen (Denmark).

Hisrich, R.D. & Grichnik, D. (2004): Venture Capital Governance in Germany compared to the United States — A Case Study Approach. In: Schneider, U. & Steiner, P. (Eds.): Betriebswirtschaftslehre und gesellschaftliche Verantwortung, Konferenzband der 66. Wissenschaftlichen Jahrestagung des Verbandes der Hochschullehrer für Betriebswirtschaft 2004, Graz (Austria).

I. HOSTED CONFERENCES

TIE 2013 – 15th Annual Conference of the Scientific Committee of Technology, Innovation, and Entrepreneurship, VHB – Verband der Hochschullehrer für Betriebswirtschaft, St. Gallen (Switzerland) (together with Oliver Gassmann).

2011 G Forum – 15. Interdisziplinäre Jahreskonferenz zur Gründungsforschung, St. Gallen/ Zurich (Switzerland) (together with Christoph Müller).