

PUBLICATIONS

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

A. PEER REVIEWED ARTICLES

Burkhard, B., Sirén, C., van Essen, M., Grichnik, D., Shepherd, D. (2022): Nothing ventured, nothing gained: A meta-analysis of CEO overconfidence, strategic risk taking, and performance. In: *Journal of Management (JOM)*, doi:10.1177/01492063221110203.

Christen, T., Hess, M., Grichnik, D., Wincent, J. (2022): Value-based pricing in digital platforms: A machine learning approach to signaling beyond core product attributes in cross-platform settings. In: *Journal of Business Research (JOBRE)*, JOBRE-D-21-03876R2.

Hudecheck, M., Siren, C., Grichnik, D., & George, G. (2021): *Adversity and Venture Performance: Is Adverse Media Coverage Really That Bad for Entrepreneurial Ventures?* In: *Frontiers of Entrepreneurship Research (FER), BCERC Conference*. Best Paper Proceedings.

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 (HBR)*.

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 (JBV)*, 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 (ETP)*. doi: 10.1177/1042258720945206

Hudecheck, M., Sirén, C., Grichnik, D., & Wincent, J. (2020): COVID-19 at Night: What Leaders Can Learn from Near Real Time Disaster Monitoring Data. 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 (JMS)*, 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 (JBVI)*, 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 (SEJ)*, 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 (LRP)*, 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 (SEJ)*, 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: 10.1177/0894486514522483.

- 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. & Gygas, 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., Welpel, 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.
- Welpel, 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. & Welpel, 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

Mattmann, M., Trinkner, U., Grichnik, D., Greger, M. (2022), *Ein öffentlicher Innovationsfonds für die Schweiz*, Die Volkswirtschaft, Bern, online 23.06.2022.

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., Reuther, J., Stöckel, A., (2022): *Corporate Venturing Navigator: Conceptual development*, Working Paper.

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

Mattmann, M., Trinkner, U., Grichnik, D., Greger, M. (2022), *Ein öffentlicher Innovationsfonds für die Schweiz*, Staatssekretariat für Wirtschaft SECO, Die Volkswirtschaft, Bern

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. (2020): Finanzentscheidungen. In: Kollmann, T. (Ed.), 3. Auflage: *Gabler-Lexikon „Unternehmensgründung“*, Wiesbaden, 133–134.

Grichnik, D. (2020): Gründungskalkül. In Kollmann, T. (Ed.), 3. Auflage: *Gabler Lexikon „Unternehmensgründung“*, Wiesbaden, 179–180.

Grichnik, D. (2020): Pecking Order. In: Kollmann, T. (Ed.), 3. Auflage: *Gabler Lexikon „Unternehmensgründung“*, Wiesbaden, 310–311.

Grichnik, D. & Hess, M. (2020). The St.Galler Navigator as a Governance Tool. In: M. Hilb (Eds.), *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. (Eds.), 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. (Eds.): *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 (Eds.): *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.): *Kapitalmarkttrating. 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. & 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 Finanzierungsweegen 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

Trinkner, U., Mattmann, M., Grichnik, D., Greger, M. (2022), Grundlagen zur Einführung eines Schweizer Innovationsfonds, Staatssekretariat für Wirtschaft SECO, Direktion für Standortförderung, Ressort KMU-Politik, Bern

Grichnik, D., Müller, E., Schreiber, R. (2021): (Can) Alternative proteins take over – one way out of the grand food challenges?: HSG FoodTech Lab; Institute of Technology Management, University of St.Gallen.

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

Hudecheck, M., Sirén, C., George, G. & Grichnik, D. (2021): Adversity and Venture Performance: Is Adverse Media Coverage Really That Bad For Entrepreneurial Ventures? In: Babson College Entrepreneurship Research Conference (BCERC), online.

Wolff, Y., Hess, M., Wincent, J., & Grichnik, D. (2021): It's A Process, Isn't It? Venture Capital Decision-Making Along The Well-Defined Investment Funnel Stages. In: Babson College Entrepreneurship Research Conference (BCERC), online.

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. & Welp, 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 Nascent Entrepreneurs: Conscious Entrepreneurial Decision or Forced Reaction, In: Proceedings of the 2010 Babson College Entrepreneurship Research Conference (BCERC), Lausanne (Switzerland).

Grichnik, D.; Smeja, A. & Welpel, 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. & Gyga, 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).