

PUBLICATIONS

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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-21-03876R3.

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

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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

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- 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)*.
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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

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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.

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

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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.

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D. EDITED VOLUMES

Adams, R., Grichnik, D., Pundziene, A., Volkmann, Ch., (Eds.) (2022): *Artificiality and Sustainability in Entrepreneurship*. Springer Verlag, Berlin Heidelberg.

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

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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

Pundziene, A., Adams, R., Grichnik, D., Volkmann, Ch. (2022): Artificiality and Sustainability in Entrepreneurship. Exploring the Unforeseen and Paving the Way to a Sustainable Future [Editorial]. In: Adams, R., Grichnik, D., Pundziene, A., Volkmann, Ch. (Eds.), Artificiality and Sustainability in Entrepreneurship. Springer Verlag, Berlin Heidelberg, 3-16.

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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).

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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.

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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).