

# Lakshmi Balachandra

## List of Publications by Year in descending order

Source: <https://exaly.com/author-pdf/414710/publications.pdf>

Version: 2024-02-01

16  
papers

703  
citations

933447

10  
h-index

1058476

14  
g-index

17  
all docs

17  
docs citations

17  
times ranked

435  
citing authors

#	ARTICLE	IF	CITATIONS
1	Do you See what I See? Signaling Effects of Gender and Firm Characteristics on Financing Entrepreneurial Ventures. <i>Entrepreneurship Theory and Practice</i> , 2016, 40, 489-514.	10.2	237
2	Don't Pitch Like a Girl!: How Gender Stereotypes Influence Investor Decisions. <i>Entrepreneurship Theory and Practice</i> , 2019, 43, 116-137.	10.2	191
3	The gender gap in venture capital- progress, problems, and perspectives. <i>Venture Capital</i> , 2018, 20, 115-136.	1.6	99
4	Improvisation and Negotiation: Expecting the Unexpected. <i>Negotiation Journal</i> , 2005, 21, 415-423.	0.5	33
5	The Improvisational Entrepreneur: Improvisation Training in Entrepreneurship Education. <i>Journal of Small Business Management</i> , 2019, 57, 60-77.	4.8	31
6	Gender Gymnastics in CEO succession: Masculinities, Femininities and Legitimacy. <i>Organization Studies</i> , 2021, 42, 129-159.	5.3	27
7	Do (women's) words matter? The influence of gendered language in entrepreneurial pitching. <i>Journal of Business Venturing Insights</i> , 2021, 15, e00224.	3.4	23
8	Improvisation and Teaching Negotiation: Developing Three Essential Skills. <i>Negotiation Journal</i> , 2005, 21, 435-441.	0.5	18
9	How gender biases drive venture capital decision-making: exploring the gender funding gap. <i>Gender in Management</i> , 2020, 35, 261-273.	1.9	17
10	Improvisation and Mediation: Balancing Acts. <i>Negotiation Journal</i> , 2005, 21, 425-434.	0.5	13
11	Women for Women in Entrepreneurship: Understanding the Role of Other Women for Women's Entrepreneurship. , 2019, , 239-260.		4
12	Negotiating the Pandemic Like an Entrepreneur: Lessons from the Turbulent World of Start-up Ventures. <i>Negotiation Journal</i> , 2021, 37, 193-202.	0.5	3
13	Rahama Wright and Shea Yeleen. <i>Entrepreneurship Education and Pedagogy</i> , 2019, 2, 43-57.	2.3	2
14	Investor Mentor: Evaluating the Entrepreneur as Protege. <i>Proceedings - Academy of Management</i> , 2015, 2015, 17605.	0.1	1
15	Intra-team conflict in the nascent venture crucible. <i>Proceedings - Academy of Management</i> , 2021, 2021, 14937.	0.1	0
16	Introduction to Special Section on Entrepreneurial Negotiation. <i>Negotiation Journal</i> , 2022, 38, 7-10.	0.5	0