

Dean A Shepherd

List of Publications by Year in descending order

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Version: 2024-02-01

106
papers

21,240
citations

23544

58
h-index

31818

101
g-index

114
all docs

114
docs citations

114
times ranked

8525
citing authors

#	ARTICLE	IF	CITATIONS
1	Entrepreneurial orientation and small business performance: a configurational approach. <i>Journal of Business Venturing</i> , 2005, 20, 71-91.	4.0	2,086
2	Entrepreneurial Action And The Role Of Uncertainty In The Theory Of The Entrepreneur. <i>Academy of Management Review</i> , 2006, 31, 132-152.	7.4	2,043
3	Knowledge-based resources, entrepreneurial orientation, and the performance of small and medium-sized businesses. <i>Strategic Management Journal</i> , 2003, 24, 1307-1314.	4.7	1,880
4	Organizational Response to Adversity: Fusing Crisis Management and Resilience Research Streams. <i>Academy of Management Annals</i> , 2017, 11, 733-769.	5.8	838
5	A Hubris Theory of Entrepreneurship. <i>Management Science</i> , 2006, 52, 160-172.	2.4	618
6	Learning from Business Failure: Propositions of Grief Recovery for the Self-Employed. <i>Academy of Management Review</i> , 2003, 28, 318-328.	7.4	605
7	Aspiring for, and Achieving Growth: The Moderating Role of Resources and Opportunities*. <i>Journal of Management Studies</i> , 2003, 40, 1919-1941.	6.0	534
8	New venture survival. <i>Journal of Business Venturing</i> , 2000, 15, 393-410.	4.0	495
9	Building an integrative model of small business growth. <i>Small Business Economics</i> , 2009, 32, 351-374.	4.4	479
10	Life After Business Failure. <i>Journal of Management</i> , 2013, 39, 163-202.	6.3	472
11	Thinking About Entrepreneurial Decision Making. <i>Journal of Management</i> , 2015, 41, 11-46.	6.3	453
12	Entrepreneurs'™ Decisions to Exploit Opportunities. <i>Journal of Management</i> , 2004, 30, 377-395.	6.3	452
13	Exploring the Heart: Entrepreneurial Emotion is a Hot Topic. <i>Entrepreneurship Theory and Practice</i> , 2012, 36, 1-10.	7.1	426
14	Cognitive Processes of Opportunity Recognition: The Role of Structural Alignment. <i>Organization Science</i> , 2010, 21, 413-431.	3.0	385
15	An Opportunity for Me? The Role of Resources in Opportunity Evaluation Decisions. <i>Journal of Management Studies</i> , 2009, 46, 337-361.	6.0	361
16	Building Resilience or Providing Sustenance: Different Paths of Emergent Ventures in the Aftermath of the Haiti Earthquake. <i>Academy of Management Journal</i> , 2016, 59, 2069-2102.	4.3	326
17	The formation of opportunity beliefs: overcoming ignorance and reducing doubt. <i>Strategic Entrepreneurship Journal</i> , 2007, 1, 75-95.	2.6	315
18	Managers' corporate entrepreneurial actions: Examining perception and position. <i>Journal of Business Venturing</i> , 2009, 24, 236-247.	4.0	314

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19	Moving Forward from Project Failure: Negative Emotions, Affective Commitment, and Learning from the Experience. <i>Academy of Management Journal</i> , 2011, 54, 1229-1259.	4.3	307
20	The fallacy of "only the strong survive": The effects of extrinsic motivation on the persistence decisions for under-performing firms. <i>Journal of Business Venturing</i> , 2008, 23, 528-546.	4.0	261
21	Theory Building. <i>Journal of Management</i> , 2017, 43, 59-86.	6.3	239
22	Entrepreneurship Research in Emergence: Past Trends and Future Directions. <i>Journal of Management</i> , 2003, 29, 285-308.	6.3	232
23	Technology-Market Combinations and the Identification of Entrepreneurial Opportunities: An Investigation of the Opportunity-Individual Nexus. <i>Academy of Management Journal</i> , 2012, 55, 753-785.	4.3	229
24	Family Business, Identity Conflict, and an Expedited Entrepreneurial Process: A Process of Resolving Identity Conflict. <i>Entrepreneurship Theory and Practice</i> , 2009, 33, 1245-1264.	7.1	227
25	Negative Emotional Reactions to Project Failure and the Self-Compassion to Learn from the Experience. <i>Journal of Management Studies</i> , 2009, 46, 923-949.	6.0	226
26	Learning from Business Failure: Propositions of Grief Recovery for the Self-Employed. <i>Academy of Management Review</i> , 2003, 28, 318.	7.4	224
27	"I Care about Nature, but I Don't": Disengaging Values in Assessing Opportunities that Cause Harm. <i>Academy of Management Journal</i> , 2013, 56, 1251-1273.	4.3	215
28	Project failure from corporate entrepreneurship: Managing the grief process. <i>Journal of Business Venturing</i> , 2009, 24, 588-600.	4.0	200
29	The age-effect of financial indicators as buffers against the liability of newness. <i>Journal of Business Venturing</i> , 2010, 25, 423-437.	4.0	197
30	Deciding to Persist: Adversity, Values, and Entrepreneurs'™ Decision Policies. <i>Entrepreneurship Theory and Practice</i> , 2013, 37, 331-358.	7.1	196
31	Is that an opportunity? An attention model of top managers' opportunity beliefs for strategic action. <i>Strategic Management Journal</i> , 2017, 38, 626-644.	4.7	192
32	Erratic strategic decisions: when and why managers are inconsistent in strategic decision making. <i>Strategic Management Journal</i> , 2011, 32, 683-704.	4.7	190
33	Toward a theory of discontinuous career transition: Investigating career transitions necessitated by traumatic life events.. <i>Journal of Applied Psychology</i> , 2011, 96, 501-524.	4.2	187
34	International entrepreneurship: leveraging internal and external knowledge sources. <i>Strategic Entrepreneurship Journal</i> , 2009, 3, 297-320.	2.6	185
35	Local Venturing as Compassion Organizing in the Aftermath of a Natural Disaster: The Role of Localness and Community in Reducing Suffering. <i>Journal of Management Studies</i> , 2014, 51, 952-994.	6.0	176
36	Different Strokes for Different Folks: Entrepreneurial Narratives of Emotion, Cognition, and Making Sense of Business Failure. <i>Entrepreneurship Theory and Practice</i> , 2015, 39, 375-405.	7.1	175

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37	Grief recovery from the loss of a family business: A multi- and meso-level theory. <i>Journal of Business Venturing</i> , 2009, 24, 81-97.	4.0	172
38	What Are We Explaining? A Review and Agenda on Initiating, Engaging, Performing, and Contextualizing Entrepreneurship. <i>Journal of Management</i> , 2019, 45, 159-196.	6.3	164
39	Cognitive Adaptability and an Entrepreneurial Task: The Role of Metacognitive Ability and Feedback. <i>Entrepreneurship Theory and Practice</i> , 2012, 36, 237-265.	7.1	157
40	Venture capitalists' decision policies across three countries: an institutional theory perspective. <i>Journal of International Business Studies</i> , 2007, 38, 691-708.	4.6	155
41	Portfolio Entrepreneurship: Habitual and Novice Founders, New Entry, and Mode of Organizing. <i>Entrepreneurship Theory and Practice</i> , 2008, 32, 701-725.	7.1	145
42	Entrepreneurial motivation: A review of the literature and an agenda for future research. <i>Journal of Organizational Behavior</i> , 2020, 41, 115-143.	2.9	145
43	The Lean Startup Framework: Closing the Academic-Practitioner Divide. <i>Entrepreneurship Theory and Practice</i> , 2021, 45, 967-998.	7.1	142
44	Victim entrepreneurs doing well by doing good: Venture creation and well-being in the aftermath of a resource shock. <i>Journal of Business Venturing</i> , 2016, 31, 365-387.	4.0	137
45	Inductive Top-Down Theorizing: A Source of New Theories of Organization. <i>Academy of Management Review</i> , 2011, 36, 361-380.	7.4	132
46	Resources, environmental change, and survival: asymmetric paths of young independent and subsidiary organizations. <i>Strategic Management Journal</i> , 2011, 32, 486-509.	4.7	132
47	A Person-Organization Fit Model of Owner-Managers' Cognitive Style and Organizational Demands. <i>Entrepreneurship Theory and Practice</i> , 2007, 31, 29-51.	7.1	128
48	Venture failure, stigma, and impression management: A self-verification, self-determination view. <i>Strategic Entrepreneurship Journal</i> , 2011, 5, 178-197.	2.6	123
49	Country familiarity in the initial stage of foreign market selection. <i>Journal of International Business Studies</i> , 2018, 49, 442-472.	4.6	117
50	How to circumvent adversity? Refugee-entrepreneurs' resilience in the face of substantial and persistent adversity. <i>Journal of Business Venturing</i> , 2020, 35, 105940.	4.0	104
51	Pull the Plug or Take the Plunge: Multiple Opportunities and the Speed of Venturing Decisions in the Australian Mining Industry. <i>Academy of Management Journal</i> , 2017, 60, 130-155.	4.3	92
52	How Does Project Termination Impact Project Team Members? Rapid Termination, "Creeping Death", and Learning from Failure. <i>Journal of Management Studies</i> , 2014, 51, 513-546.	6.0	90
53	The importance of the first relationship: The ongoing influence of initial network on future status. <i>Strategic Management Journal</i> , 2013, 34, 727-750.	4.7	81
54	Researching the Dark Side, Downside, and Destructive Side of Entrepreneurship: It is the Compassionate Thing to Do!. <i>Academy of Management Discoveries</i> , 2019, 5, 217-220.	1.7	81

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55	COVID 19 and Entrepreneurship: Time to Pivot?. Journal of Management Studies, 2020, 57, 1750-1753.	6.0	81
56	Creating New Ventures: A Review and Research Agenda. Journal of Management, 2021, 47, 11-42.	6.3	80
57	Measuring the values that underlie sustainable development: The development of a valid scale. Journal of Economic Psychology, 2009, 30, 246-256.	1.1	73
58	Hitting Rock Bottom After Job Loss: Bouncing Back to Create a New Positive Work Identity. Academy of Management Review, 2018, 43, 28-49.	7.4	69
59	To the Rescue!? Brokering a Rapid, Scaled and Customized Compassionate Response to Suffering after Disaster. Journal of Management Studies, 2018, 55, 910-942.	6.0	68
60	“Bouncing Back” from a Loss: Entrepreneurial Orientation, Emotions, and Failure Narratives. Entrepreneurship Theory and Practice, 2015, 39, 675-700.	7.1	66
61	Value proposition evolution and the performance of internal corporate ventures. Journal of Business Venturing, 2015, 30, 749-774.	4.0	65
62	The “heart” of entrepreneurship: The impact of entrepreneurial action on health and health on entrepreneurial action. Journal of Business Venturing Insights, 2015, 4, 22-29.	2.0	61
63	Confirmatory search as a useful heuristic? testing the veracity of entrepreneurial conjectures. Journal of Business Venturing, 2012, 27, 637-651.	4.0	58
64	Trailblazing in Entrepreneurship. , 2017, , .		58
65	Mixed Method Social Network Analysis. Organizational Research Methods, 2017, 20, 268-298.	5.6	56
66	Entrepreneurship and Poverty Alleviation: The Importance of Health and Children’s Education for Slum Entrepreneurs. Entrepreneurship Theory and Practice, 2021, 45, 350-385.	7.1	55
67	A Framework for Exploring the Degree of Hybridity in Entrepreneurship. Academy of Management Perspectives, 2019, 33, 491-512.	4.3	54
68	Project Failures Arising from Corporate Entrepreneurship: Impact of Multiple Project Failures on Employees’ Accumulated Emotions, Learning, and Motivation. Journal of Product Innovation Management, 2013, 30, 880-895.	5.2	53
69	Encouraging Consensus-Challenging Research in Universities. Journal of Management Studies, 2006, 43, 1643-1669.	6.0	44
70	Entrepreneurship responding to adversity: Equilibrating Adverse Events and Disequilibrating Persistent Adversity. Organization Theory, 2020, 1, 263178772096767.	2.7	41
71	Bounding and Binding: Trajectories of Community-Organization Emergence Following a Major Disruption. Organization Science, 2021, 32, 824-855.	3.0	41
72	Should I Stay or Should I Go? Founder Power and Exit via Initial Public Offering. Academy of Management Journal, 2020, 63, 64-95.	4.3	34

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73	The Decision to Exploit an R&D Project: Divergent Thinking across Middle and Senior Managers. <i>Journal of Product Innovation Management</i> , 2014, 31, 144-158.	5.2	31
74	Simple Rules, Templates, and Heuristics! An Attempt to Deconstruct the Craft of Writing an Entrepreneurship Paper. <i>Entrepreneurship Theory and Practice</i> , 2020, 44, 371-390.	7.1	30
75	Violence against women and new venture initiation with microcredit: Self-efficacy, fear of failure, and disaster experiences. <i>Journal of Business Venturing</i> , 2019, 34, 105945.	4.0	28
76	Images of Entrepreneurship: Exploring Root Metaphors and Expanding Upon Them. <i>Entrepreneurship Theory and Practice</i> , 2019, 43, 138-170.	7.1	24
77	A social model of opportunity development: Building and engaging communities of inquiry. <i>Journal of Business Venturing</i> , 2022, 37, 106033.	4.0	24
78	Managing negative emotions from entrepreneurial project failure: When and how does supportive leadership help employees?. <i>Journal of Business Venturing</i> , 2021, 36, 106129.	4.0	23
79	Exoskeletons, entrepreneurs, and communities: A model of co-constructing a potential opportunity. <i>Journal of Business Venturing</i> , 2019, 34, 105947.	4.0	22
80	Machines augmenting entrepreneurs: Opportunities (and threats) at the Nexus of artificial intelligence and entrepreneurship. <i>Journal of Business Venturing</i> , 2022, 37, 106227.	4.0	22
81	Operational Entrepreneurship: How Operations Management Research Can Advance Entrepreneurship. <i>Production and Operations Management</i> , 2013, 22, 1416-1422.	2.1	20
82	The Use of Anthropomorphizing as a Tool for Generating Organizational Theories. <i>Academy of Management Annals</i> , 2015, 9, 97-142.	5.8	20
83	The Interdependence of Planning and Learning among Internal Corporate Ventures. <i>Entrepreneurship Theory and Practice</i> , 2018, 42, 537-570.	7.1	18
84	Capability Development and Decision Incongruence in Strategic Opportunity Pursuit. <i>Strategic Entrepreneurship Journal</i> , 2012, 6, 355-381.	2.6	17
85	We Cannot Direct the Wind, but We Can Adjust the Sails: Prosocial Ventures' Responses to Potential Resource Threats. <i>Organization Science</i> , 2022, 33, 1116-1141.	3.0	17
86	Envisioning Entrepreneurship's Future: Introducing Me-Search and Research Agendas. <i>Entrepreneurship Theory and Practice</i> , 2021, 45, 955-966.	7.1	17
87	Intersectionality in Intractable Dirty Work: How Mumbai Ragpickers Make Meaning of Their Work and Lives. <i>Academy of Management Journal</i> , 2022, 65, 1680-1708.	4.3	17
88	Women's entrepreneurship and well-being at the base of the pyramid. <i>Journal of Business Venturing</i> , 2022, 37, 106222.	4.0	17
89	We're All in the Same Boat: A Collective Model of Preserving and Accessing Nature-Based Opportunities. <i>Entrepreneurship Theory and Practice</i> , 2020, 44, 587-617.	7.1	16
90	Motivating Prosocial Venturing in Response to a Humanitarian Crisis: Building Theory From the Refugee Crisis in Germany. <i>Entrepreneurship Theory and Practice</i> , 2023, 47, 924-963.	7.1	14

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91	Short leash or long leash? Parenting style, initial strategic clarity, and the development of venture learning proficiency. <i>Journal of Business Venturing</i> , 2020, 35, 105951.	4.0	10
92	The Dark Side of Entrepreneurs'™ Creativity: Investigating How and When Entrepreneurs'™ Creativity Increases the Favorability of Potential Opportunities That Harm Nature. <i>Entrepreneurship Theory and Practice</i> , 2022, 46, 857-883.	7.1	10
93	Bribery from a micro, demand-side perspective. <i>Small Business Economics</i> , 2021, 57, 1661-1680.	4.4	9
94	The Use of Anthropomorphizing as a Tool for Generating Organizational Theories. <i>Academy of Management Annals</i> , 2015, 9, 97-142.	5.8	8
95	Information reliability and team reflection as contingencies of the relationship between information elaboration and team decision quality. <i>Journal of Organizational Behavior</i> , 2018, 39, 1314-1329.	2.9	7
96	Rallying the Troops and Defending against Sanctions: A Government Body Breaking Decision-Making Rules to Fund Entrepreneurial Ventures. <i>Journal of Management Studies</i> , 2021, 58, 321-358.	6.0	6
97	Perceived project transition support and employees' assessments of entrepreneurial project performance. <i>Journal of Business Venturing</i> , 2020, 35, 105887.	4.0	5
98	A personal adversity model of justifying the costs of entrepreneurial action: The case of oil thieves in the Niger DELTA. <i>Journal of Business Venturing</i> , 2022, 37, 106163.	4.0	5
99	Specialists, Generalists, or Both? Founders'™ Multidimensional Breadth of Experience and Entrepreneurial Ventures'™ Fundraising at IPO. <i>Organization Science</i> , 0, , .	3.0	3
100	Organizing the Exploitation of Vulnerable People: A Qualitative Assessment of Human Trafficking. <i>Journal of Management</i> , 2022, 48, 2421-2457.	6.3	3
101	Does It Need to be Broader or Deeper? Trade-Offs in Entrepreneurship Theorizing. <i>Entrepreneurship Theory and Practice</i> , 2023, 47, 1003-1030.	7.1	3
102	When in Doubt, Act! How Entrepreneurs'™ Perceived Uncertainty Promotes Community Engagement. <i>Proceedings - Academy of Management</i> , 2019, 2019, 14237.	0.0	2
103	A Lean Framework for Starting a New Venture. , 2021, , 51-71.		1
104	Lean scholarship. <i>Small Business Economics</i> , 0, , .	4.4	1
105	BEYOND FUNDS RAISED: HOW PUBLIC DISPLAYS OF COMPASSION MANIFEST IN CROWDFUNDING CAMPAIGNS. <i>Academy of Management Discoveries</i> , 0, , .	1.7	0
106	Income Disparity and Entrepreneurship. , 0, , 809-829.		0