

Managing the Unknowable

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Citation Report

#	ARTICLE	IF	CITATIONS
1	Making Space for Intuition in Decision-Making: The Case of Project Prioritization. <i>New Horizons in Managerial and Organizational Cognition</i> , 2016, , 147-169.	0.1	3
2	Do Accelerators Accelerate? If So, How? The Impact of Intensive Learning from Others on New Venture Development. <i>SSRN Electronic Journal</i> , 0, , .	0.4	14
3	Entrepreneurship and psychological disorders: How ADHD can be productively harnessed. <i>Journal of Business Venturing Insights</i> , 2016, 6, 14-20.	2.0	121
4	Communicating Entrepreneurial Passion: Personal Passion vs. Perceived Passion in Venture Pitches. <i>IEEE Transactions on Professional Communication</i> , 2016, 59, 363-378.	0.6	33
5	â€˜What happens when you intuit?â€™: Understanding human resource practitionersâ€™ subjective experience of intuition through a novel linguistic method. <i>Human Relations</i> , 2016, 69, 1069-1093.	3.8	32
6	Resources and Relationships in Entrepreneurship: An Exchange Theory of the Development and Effects of the Entrepreneur-Investor Relationship. <i>Academy of Management Review</i> , 2017, 42, 80-102.	7.4	174
7	Linguistic style and crowdfunding success among social and commercial entrepreneurs. <i>Journal of Business Venturing</i> , 2017, 32, 215-236.	4.0	401
8	A Review and Road Map of Entrepreneurial Equity Financing Research: Venture Capital, Corporate Venture Capital, Angel Investment, Crowdfunding, and Accelerators. <i>Journal of Management</i> , 2017, 43, 1820-1853.	6.3	347
9	Designing Entrepreneurship Experiments. <i>Organizational Research Methods</i> , 2017, 20, 379-412.	5.6	114
10	Creativity: Intuitive processing outperforms deliberative processing in creative idea selection. <i>Journal of Experimental Social Psychology</i> , 2017, 73, 180-188.	1.3	39
12	Toward a dynamic process model of entrepreneurial networking under uncertainty. <i>Journal of Business Venturing</i> , 2017, 32, 35-51.	4.0	167
13	A Review of Cognitive Dissonance Theory in Management Research. <i>Journal of Management</i> , 2017, 43, 170-199.	6.3	152
15	Finding the Unicorn: Predicting Early Stage Startup Success Through a Hybrid Intelligence Method. <i>SSRN Electronic Journal</i> , 0, , .	0.4	36
16	Can Practicing Mindfulness Improve Lawyer Decision-Making, Ethics, and Leadership?. <i>SSRN Electronic Journal</i> , 2017, , .	0.4	2
17	Extending the Economic Foundations of Entrepreneurship Research. <i>European Management Review</i> , 2018, 15, 191-199.	2.2	13
18	Gender Bias, Social Impact Framing, and Evaluation of Entrepreneurial Ventures. <i>Organization Science</i> , 2018, 29, 1-16.	3.0	152
19	The Dynamics of Intuition and Analysis in Managerial and Organizational Decision Making. <i>Academy of Management Perspectives</i> , 2018, 32, 473-492.	4.3	101
20	The Role of Investor Gut Feel in Managing Complexity and Extreme Risk. <i>Academy of Management Journal</i> , 2018, 61, 1821-1847.	4.3	76

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21	Signaling for more money: The roles of founders' human capital and investor prominence in resource acquisition across different stages of firm development. <i>Journal of Business Venturing</i> , 2018, 33, 438-454.	4.0	137
22	Using the business model canvas to improve investment processes. <i>Journal of Research in Marketing and Entrepreneurship</i> , 2018, 20, 10-33.	0.7	24
23	Mapping the Terrain. <i>Organizational Research Methods</i> , 2018, 21, 261-287.	5.6	59
24	Reframing the Decision-Makers'™ Dilemma: Towards a Social Context Model of Creative Idea Recognition. <i>Academy of Management Journal</i> , 2018, 61, 94-110.	4.3	96
25	The effect of company name fluency on venture investment decisions and IPO underpricing. <i>Venture Capital</i> , 2018, 20, 1-26.	1.1	21
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27	Impulsivity and Entrepreneurial Action. <i>Academy of Management Perspectives</i> , 2018, 32, 379-403.	4.3	56
28	Dynamic Networking by Entrepreneurs: Collaborative Efforts in Developing Opportunities and Mobilizing Resources. <i>SSRN Electronic Journal</i> , 2018, , .	0.4	1
29	Turning Lead into Gold: How do Entrepreneurs Mobilize Resources to Exploit Opportunities?. <i>SSRN Electronic Journal</i> , 2018, , .	0.4	0
30	Mind the Gap: Gender Stereotypes and Entrepreneur Financing. <i>SSRN Electronic Journal</i> , 0, , .	0.4	14
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32	The effect of moral foundations in prosocial crowdfunding. <i>International Small Business Journal</i> , 2018, 36, 932-951.	2.9	22
33	Extending Signaling Theory to Rhetorical Signals: Evidence from Crowdfunding. <i>Organization Science</i> , 2018, 29, 529-546.	3.0	162
34	Uncertainty, Knowledge Problems, and Entrepreneurial Action. <i>Academy of Management Annals</i> , 2018, 12, 659-687.	5.8	217
35	Training Aspiring Entrepreneurs to Pitch Experienced Investors: Evidence from a Field Experiment in the United States. <i>Management Science</i> , 2018, 64, 5164-5179.	2.4	33
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41	Design principles for a hybrid intelligence decision support system for business model validation. <i>Electronic Markets</i> , 2019, 29, 423-441.	4.4	45
42	Do Disruptive Visions Pay Off? The Impact of Disruptive Entrepreneurial Visions on Venture Funding. <i>Journal of Management Studies</i> , 2019, 56, 303-342.	6.0	42
43	The Anatomy of Entrepreneurial Decisions. <i>Contributions To Management Science</i> , 2019, , .	0.4	8
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54	Knocking at the gate: The path to publication for entrepreneurship experiments through the lens of gatekeeping theory. <i>Journal of Business Venturing</i> , 2019, 34, 242-260.	4.0	24
55	Strategic decisions in turbulent times: Lessons from the energy industry. <i>Business Horizons</i> , 2019, 62, 215-225.	3.4	25
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66	The promise of social signal processing for research on decision-making in entrepreneurial contexts. <i>Small Business Economics</i> , 2020, 55, 589-605.	4.4	19
67	Muddling through Akerlofian and Knightian uncertainty: The role of sociobehavioral integration, positive affective tone, and polychronicity. <i>Journal of International Entrepreneurship</i> , 2020, 18, 145-164.	1.8	4
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76	The entrepreneurial propensity for market analysis and the intention-action gap. <i>International Journal of Entrepreneurial Venturing</i> , 2020, 12, 303.	0.3	8
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90	Even winners need to learn: How government entrepreneurship programs can support innovative ventures. <i>Research Policy</i> , 2020, 49, 104052.	3.3	26
91	Do Accelerators Work? If So, How?. <i>Organization Science</i> , 2020, 31, 378-414.	3.0	113
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