

Designing Entrepreneurship Experiments

Organizational Research Methods

20, 379-412

DOI: [10.1177/1094428116685613](https://doi.org/10.1177/1094428116685613)

Citation Report

#	ARTICLE	IF	CITATIONS
1	Intentions to reenter venture creation: The effect of entrepreneurial experience and organizational climate. <i>International Small Business Journal</i> , 2017, 35, 928-948.	2.9	26
2	Intuitive Versus Contemplative: Do Entrepreneurs Differ in Their Decision-Making Style from Managers and Employees?. <i>SSRN Electronic Journal</i> , 2017, . .	0.4	0
3	Gender differences in entrepreneurial propensity: Evidence from matrilineal and patriarchal societies. <i>Journal of Business Venturing</i> , 2018, 33, 762-779.	4.0	50
4	An Investigation of Entrepreneurs' Venture Persistence Decision: The Contingency Effect of Psychological Ownership and Adversity. <i>Applied Psychology</i> , 2018, 67, 136-170.	4.4	26
5	One foot in Babylon, the other in a startup. <i>International Journal of Entrepreneurial Behaviour and Research</i> , 2018, 24, 1036-1060.	2.3	5
6	Entrepreneurial cognition and the quality of new venture ideas: An experimental approach to comparing future-oriented cognitive processes. <i>Journal of Business Venturing</i> , 2019, 34, 327-347.	4.0	60
7	The technology bias in entrepreneur-investor negotiations. <i>Journal of Business Research</i> , 2019, 105, 258-269.	5.8	6
8	Entrepreneurial Intentions of Teams: Sub-Dimensions of Machiavellianism Interact With Team Resilience. <i>Frontiers in Psychology</i> , 2019, 10, 2607.	1.1	8
9	Entrepreneurs: intuitive or contemplative decision-makers?. <i>Small Business Economics</i> , 2019, 53, 901-920.	4.4	10
10	Not All Entrepreneurs are Viewed Equally: A Social Dominance Theory Perspective on Access to Capital. <i>Entrepreneurship Research Journal</i> , 2020, 10, .	0.8	4
11	Entrepreneurial response to interstate regulatory competition: evidence from a behavioral discrete choice experiment. <i>Journal of Regulatory Economics</i> , 2019, 55, 172-192.	0.8	10
12	Editorial: Enhancing quantitative theory-testing entrepreneurship research. <i>Journal of Business Venturing</i> , 2019, 34, 105928.	4.0	94
13	Professional identity neutralizes charismatic leadership tactics in a crisis. <i>Journal of Indian Business Research</i> , 2019, 12, 411-425.	1.2	0
14	“œI know I can, but I don't fit” Perceived fit, self-efficacy, and entrepreneurial intention. <i>Journal of Business Venturing</i> , 2019, 34, 311-326.	4.0	170
15	Applying experimental methods to advance entrepreneurship research: On the need for and publication of experiments. <i>Journal of Business Venturing</i> , 2019, 34, 215-223.	4.0	62
16	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
17	Navigating the validity tradeoffs of entrepreneurship research experiments: A systematic review and best-practice suggestions. <i>Journal of Business Venturing</i> , 2019, 34, 284-310.	4.0	70
18	Gendered cognitions: a socio-cognitive model of how gender affects entrepreneurial preferences. <i>Entrepreneurship and Regional Development</i> , 2019, 31, 178-197.	2.0	32

#	ARTICLE	IF	CITATIONS
19	Small and large firmsâ€™ trade-off between benefits and risks when choosing a coopetitor for innovation. <i>Long Range Planning</i> , 2020, 53, 101876.	2.9	50
20	Contemporary Developments in Entrepreneurial Finance. <i>FGF Studies in Small Business and Entrepreneurship</i> , 2020, , .	0.5	3
21	Founder passion, neural engagement and informal investor interest in startup pitches: An fMRI study. <i>Journal of Business Venturing</i> , 2020, 35, 105949.	4.0	57
22	Psychiatric symptoms and entrepreneurial intention: The role of the behavioral activation system. <i>Journal of Business Venturing Insights</i> , 2020, 13, e00153.	2.0	21
23	Identifying business opportunities for sustainable development: Longitudinal and experimental evidence contributing to the field of sustainable entrepreneurship. <i>Business Strategy and the Environment</i> , 2020, 29, 1387-1403.	8.5	42
24	Enhancing Rigor in Quantitative Entrepreneurship Research. <i>Entrepreneurship Theory and Practice</i> , 2020, 44, 1059-1090.	7.1	80
25	Unpacking the emergence of born global founders: A careers perspective. <i>Journal of Small Business Management</i> , 2022, 60, 1247-1287.	2.8	24
27	Improving entrepreneurial competencies in the classroom: an extension and in-study replication. <i>New England Journal of Entrepreneurship</i> , 2020, 23, 79-96.	0.6	3
28	Identifying innovative opportunities in the entrepreneurship classroom: a new approach and empirical test. <i>Small Business Economics</i> , 2021, 57, 1931-1955.	4.4	13
29	In the Centre of Attention: How Social Entrepreneurs Influence Organisational Reputation. <i>Journal of Social Entrepreneurship</i> , 2023, 14, 50-72.	1.7	3
30	Missing the Forest for the Trees: Prior Entrepreneurial Experience, Role Identity, and Entrepreneurial Creativity. <i>Entrepreneurship Theory and Practice</i> , 2022, 46, 1469-1499.	7.1	14
31	Deep-level diversity in entrepreneurial teams and the mediating role of conflicts on team efficacy and satisfaction. <i>International Entrepreneurship and Management Journal</i> , 2022, 18, 1173-1203.	2.9	5
32	Organizational and Management Theorizing Using Experiment-Based Entrepreneurship Research: Covered Terrain and New Frontiers. <i>Academy of Management Annals</i> , 2020, 14, 759-796.	5.8	29
33	Pursuing Impactful Entrepreneurship Research Using Artificial Intelligence. <i>Entrepreneurship Theory and Practice</i> , 2022, 46, 803-832.	7.1	31
34	What explains managersâ€™ escalating behaviors in a failing NPD project? The impact of managerial perceptions of opportunities and threats in a stage-gate process. <i>Journal of Small Business Management</i> , 2022, 60, 541-579.	2.8	5
35	Employeesâ€™ decision to participate in corporate venturing: A conjoint experiment of financial and non-financial motivations. <i>Journal of Business Venturing Insights</i> , 2020, 13, e00161.	2.0	8
36	The Effects of Making Public Service Employees Aware of Their Prosocial and Societal Impact: A Microintervention. <i>Journal of Public Administration Research and Theory</i> , 2020, 30, 485-503.	2.2	26
37	Rethinking the Gold Standard With Multi-armed Bandits: Machine Learning Allocation Algorithms for Experiments. <i>Organizational Research Methods</i> , 2021, 24, 78-103.	5.6	7

#	ARTICLE	IF	CITATIONS
38	Experimental studies in family business research. <i>Journal of Family Business Strategy</i> , 2021, 12, 100361.	3.7	17
39	Using Electronic Confederates for Experimental Research in Organizational Science. <i>Organizational Research Methods</i> , 2021, 24, 3-25.	5.6	7
40	Making a Contribution to Entrepreneurship Research by Studying Crowd-Funded Entrepreneurial Opportunities. <i>Entrepreneurship Theory and Practice</i> , 2021, 45, 247-262.	7.1	38
41	Gender and entrepreneurial propensity: risk-taking and prosocial preferences in labour market entry decisions. <i>Social Enterprise Journal</i> , 2021, 17, 111-139.	0.9	9
42	“Yes and. . ., but wait. . ., heck no!” A socially situated cognitive approach towards understanding how startup entrepreneurs process critical feedback. <i>Journal of Small Business Management</i> , 2021, 59, 1050-1080.	2.8	12
43	Air passengers’ willingness to pay for ancillary services on long-haul flights. <i>Transportation Research, Part E: Logistics and Transportation Review</i> , 2021, 147, 102234.	3.7	15
44	Toward an Entrepreneurial Ecosystem Research Program. <i>Entrepreneurship Theory and Practice</i> , 2022, 46, 729-778.	7.1	186
45	Access Denied: How Equity Crowdfunding Platforms Use Quality Signals to Select New Ventures. <i>Entrepreneurship Theory and Practice</i> , 2022, 46, 1626-1657.	7.1	29
46	Does it pay to act feminine? A cross-cultural study of gender stereotype endorsement and cognitive legitimacy in the evaluation of new ventures. <i>International Journal of Gender and Entrepreneurship</i> , 2021, 13, 330-352.	2.0	4
47	The Resource-Based View, Resourcefulness, and Resource Management in Startup Firms: A Proposed Research Agenda. <i>Journal of Management</i> , 2021, 47, 1841-1860.	6.3	83
48	On founders and dictators: Does it pay to pay for signals in crowdfunding?. <i>Journal of Business Venturing Insights</i> , 2021, 15, e00247.	2.0	4
49	Competências Empreendedoras nos Contextos de Ensino-Aprendizagem: Revisão Sistemática da Literatura (2009-2020). <i>Revista Gestão & Conexões</i> , 2021, 10, 57-79.	0.1	0
50	Single Cell Analysis of Stored Red Blood Cells Using Ultra-High Throughput Holographic Cytometry. <i>Cells</i> , 2021, 10, 2455.	1.8	22
51	Research on Venture Capitalists’ and Business Angels’ Investment Criteria: A Systematic Literature Review. <i>FGF Studies in Small Business and Entrepreneurship</i> , 2020, , 105-136.	0.5	4
52	DESAFIOS ATUAIS E CAMINHOS PROMISSORES PARA A PESQUISA EM EMPREENDEDORISMO. <i>RAE Revista De Administracao De Empresas</i> , 2019, 59, 284-292.	0.1	15
53	Spreading entrepreneurial news—investigating media influence on social entrepreneurial antecedents. <i>Green Finance</i> , 2020, 2, 284-301.	3.6	7
54	How Venture Team Recommendations Influence Undue Entrepreneurial Persistence: The Impact of Self-Regulation and Experience. <i>Entrepreneurship Theory and Practice</i> , 2022, 46, 1812-1842.	7.1	11
55	Trust, fast and slow: A comparison study of the trust behaviors of entrepreneurs and non-entrepreneurs. <i>Journal of Business Venturing</i> , 2021, 36, 106160.	4.0	6

#	ARTICLE	IF	CITATIONS
57	Experi�ncia Emocional na Educa�o Empreendedora: Emo�o como Din�mica de Aprendizagem. Administra�o: Ensino E Pesquisa, 2020, 21, 89-115.	0.1	1
58	Entrepreneurial sensing capabilities: the stimulating role of cross-cultural experience. International Journal of Entrepreneurial Behaviour and Research, 2022, 28, 203-230.	2.3	15
59	Online and Face-to-Face Social Networks and Dispositional Affectivity. How to Promote Entrepreneurial Intention in Higher Education Environments to Achieve Disruptive Innovations?. Frontiers in Psychology, 2020, 11, 588634.	1.1	4
60	Explorative and exploitative choices in response to initiative failure: Study of entrepreneurs and managers. Entrepreneurial Business and Economics Review, 2020, 8, 83-99.	1.2	6
61	Kal�p yarg�lar�n giri�imcilik niyetine etkisi. Journal of Human and Work, 0, , 105-118.	0.1	0
62	Owls, larks, or investment sharks? The role of circadian process in early-stage investment decisions. Journal of Business Venturing, 2022, 37, 106165.	4.0	7
63	Scout or coach? Value-added services as selection criteria in entrepreneurs' venture capitalist selection. Venture Capital, 2021, 23, 5-40.	1.1	7
64	What Bounds Entrepreneurial Business Modelling? The Impacts of Visual Framing Effects and Cognitive Dispositions. New Horizons in Managerial and Organizational Cognition, 2020, , 95-133.	0.1	1
65	Experiments in Strategy Research: A Critical Review and Future Research Opportunities. Journal of Management, 2022, 48, 77-113.	6.3	23
66	Motives, Supporting Activities, and Selection Criteria of Social Impact Incubators: An Experimental Conjoint Study. Nonprofit and Voluntary Sector Quarterly, 2022, 51, 1095-1133.	1.3	8
67	Revitalizing the "International" in International Entrepreneurship: The Promise of Culture and Cognition. Contributions To Management Science, 2022, , 11-35.	0.4	12
68	The malleability of international entrepreneurial cognitions: a natural quasi-experimental study on voluntary and involuntary shocks. International Journal of Entrepreneurial Behaviour and Research, 2022, 28, 741-766.	2.3	11
69	Public service motivation in the Chinese context: Theory construction and workplace consequences. Advances in Psychological Science, 2022, 30, 239-254.	0.2	1
70	Failed but validated? The effect of market validation on persistence and performance after a crowdfunding failure. Journal of Business Venturing, 2022, 37, 106175.	4.0	10
71	Social impact models, legitimacy perceptions, and consumer responses to social ventures. Journal of Business Research, 2022, 144, 312-321.	5.8	3
72	Examining the outcomes of entrepreneur pitch training: an exploratory field study. Small Business Economics, 0, , 1.	4.4	5
73	Decide to Take Entrepreneurial Action: Role of Entrepreneurial Cognitive Schema on Cognitive Process of Exploiting Entrepreneurial Opportunity. Sustainability, 2022, 14, 4709.	1.6	1
74	The Word on the Street: Science Is Not Advocacy, but Publishing Research Is. Group and Organization Management, 0, , 105960112210978.	2.7	2

#	ARTICLE	IF	CITATIONS
75	Are interactions between need for achievement and social networks the driving force behind entrepreneurial Intention? A trait activation story. <i>Journal of Business Research</i> , 2022, 149, 65-76.	5.8	16
76	Perceived gain or loss? How digital affordances influence employee corporate entrepreneurship participation likelihood. <i>European Management Review</i> , 2023, 20, 188-209.	2.2	4
77	Getting to the one: Prioritizing an idea set using preference-based decision-specific heuristics. <i>Journal of Small Business Management</i> , 2023, 61, 2261-2301.	2.8	1
78	Communicating social value: An experimental study on credible communication and social enterprises. <i>Nonprofit Management and Leadership</i> , 2023, 33, 511-533.	1.7	1
79	Attention to Detail and Entrepreneurial Success. <i>SSRN Electronic Journal</i> , 0, , .	0.4	0
80	Can support by digital technologies stimulate intrapreneurial behaviour? The moderating role of management support for innovation and intrapreneurial self-efficacy. <i>Information Systems Journal</i> , 2023, 33, 567-597.	4.1	3
81	Founder affiliations: jobseeker reactions and impact on employee recruitment by start-up ventures. <i>Small Business Economics</i> , 2023, 61, 259-283.	4.4	6
82	The dark and bright side of networking behavior: Three studies on short-term processes of networking behavior. <i>Journal of Vocational Behavior</i> , 2023, 140, 103811.	1.9	1
83	Socioeconomic status and entrepreneurial networking responses to the COVID-19 crisis. <i>Journal of Business Economics</i> , 2023, 93, 111-147.	1.3	2
84	New ventures fighting the war for talents: the impact of product innovativeness and entrepreneurs' passion on applicant attraction. <i>Small Business Economics</i> , 0, , .	4.4	1
85	Nonresponse bias in survey-based entrepreneurship research: A review, investigation, and recommendations. <i>Strategic Entrepreneurship Journal</i> , 2023, 17, 291-321.	2.6	4
86	Examining Psychological Mediators in Entrepreneurship: Experimental Designs, Remedies, and Recommendations. <i>Entrepreneurship Theory and Practice</i> , 2024, 48, 418-445.	7.1	2
87	More Bang for Your Buck: Best-Practice Recommendations for Designing, Implementing, and Evaluating Job Creation Studies. <i>Journal of the Knowledge Economy</i> , 0, , .	2.7	1
88	Using Experimental Designs to Study Entrepreneurship Education: A Historical Overview, Critical Evaluation of Current Practices in the Field, and Directions for Future Research. <i>Entrepreneurship Education and Pedagogy</i> , 0, , 251512742311611.	1.4	0
89	Subsidiary managers' initiative pursuit: A behavioral agency model. <i>Journal of International Management</i> , 2023, 29, 101026.	2.4	4
90	An Experimental Investigation of Perceived Differences in Personality and Leadership Attributes of Social Entrepreneurs Compared to for Profit Entrepreneurs and Non-Profit Organisations Leaders. <i>Journal of Entrepreneurship</i> , 2023, 32, 75-110.	1.3	3
91	The Promise of New Ventures' Growth Ambitions in Early-Stage Funding: On the Crossroads between Cheap Talk and Credible Signals. <i>Entrepreneurship Theory and Practice</i> , 2024, 48, 274-309.	7.1	5
92	Network to passion or passion to network? Disentangling entrepreneurial passion selection and contagion effects among peers and teams in a startup accelerator. <i>Journal of Business Venturing</i> , 2023, 38, 106299.	4.0	2

#	ARTICLE	IF	CITATIONS
93	Stretch Goals, Factual/Counterfactual Reflection Strategies, and Firm Performance. Journal of Management Studies, 2024, 61, 141-177.	6.0	2
105	A Neuroscience Approach to Women Entrepreneurs' Pitch Performance: Impact of Inter-Brain Synchrony on Investment Decisions. Understanding Innovation, 2023, , 213-225.	0.9	0
108	Asking Better Questions: The Effect of Changing Investment Organizations' Evaluation Practices on Gender Disparities in Funding Innovation. , 2023, , .		0