

*CALL FOR PAPERS*

**ENTREPRENEURIAL ORIENTATION**

***Epistemological, Theoretical, & Empirical Perspectives***

Volume 22 of *Advances in Entrepreneurship, Firm Emergence and Growth*

Manuscripts Due: October 15, 2019

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What does it mean for a firm to be entrepreneurial? While there has been significant academic activity around this question, much of our research has coalesced around exploring this question through the concept of entrepreneurial orientation (Covin & Lumpkin, 2011; Wales, 2016). Indeed, there have been over 150 studies addressing the EO-firm performance relationship (Markin, Gupta, Pierce & Covin, 2018) and a generally positive relationship between EO and firm performance has been established (Rauch, Wiklund, Lumpkin, & Frese, 2009).

Despite this abundance of research, there remain several key debates regarding important conceptual and methodological aspects of the entrepreneurial orientation concept and numerous unexplored research opportunities relating to the antecedents and consequences of EO. As articulated within a recent editorial in *Entrepreneurship Theory and Practice*, many challenges and opportunities related to the conceptualization, measurement, and nomological network of EO still exist (Covin & Wales, 2018). In this volume of *Advances in Entrepreneurship, Firm Emergence, and Growth* (AEFEG) we provide an opportunity for scholars to address both under-researched areas and unresolved issues related to a shared understanding of EO.

We welcome manuscripts on a broad variety of topics, especially those that broaden our knowledge of the epistemology of EO, enhance our understanding of the role of EO in the nomological network of organizational research, and expand our appreciation of the methodological operationalizations and construct representations associated with EO.

*Advances in Entrepreneurship, Firm Emergence and Growth* provides an annual examination of the most compelling current research, theoretical, and methodological efforts in the field of entrepreneurship, and its related disciplines. The *Advances* series additionally publishes papers from other fields, such as strategy, organizational behavior, psychology, or sociology that contribute to the advancement of important conversations within entrepreneurship theory and research.

Volume 22 of *AEFEG* will focus on expanding our knowledge about EO. Studies that provide unique insights into the epistemology of EO, the historical evolution of EO research, as well as the antecedents and consequences of EO in novel contexts and/or with innovative methodologies are especially encouraged. Both theoretical and empirical manuscripts that consider important aspects of EO will be considered. We also encourage practice-based research and manuscripts that tie concepts to cutting-edge industry approaches. A representative, but by no means exhaustive, listing of relevant topics includes:

* New and novel advancement related to the measurement of EO, especially using secondary data that opens up EO research to broader research areas and questions
* Comparative research into how EO is manifest, and with what effects, within lesser studied contexts such as service firms, family firms, and not-for-profit organizations
* The identification and incorporation of specific institutions, institutional theories, and institutional considerations which influence the manifestation and consequences of EO
* The linkage between EO, firm survival, and firm growth under various environmental contexts.
* Temporal examinations of EO’s impact on firm growth and new entry over time, as well as mediating influences which help explain EO’s influence on firm outcomes
* The methodological and operational challenges of studying EO in novel contexts
* Hitherto unnoticed antecedents and consequences of EO, as well as contextual moderating influences including important organizational factors and considerations
* Time compression diseconomies when implementing or increasing firms’ EO, resource allocation decisions, and curvilinear effects associated with EO
* Understanding risk-taking in the manifestation of EO and its impact on firm performance
* Conceptualizing new approaches to assessing EO (i.e., George and Marino, 2011) and the challenges in rigorously developing new measurements within these approaches
* Qualitative studies examining, for instance, the micro foundations of EO

The papers in *Advances* reflect many state-of-the-art topics and approaches, and are written by leading researchers in the field, making each volume an important source of information for virtually all entrepreneurship researchers. **One of the distinctive competencies of research volumes such as *Advances* is that the chapters can be published without page restrictions allowing for greater detail in the background, development, and implementation of ideas than is possible in journal articles.** This provides authors with the opportunity to fully express their key ideas, provide much more complete support, and include relevant multi-page appendices. In effect, the *Advances* series provides authors the opportunity to publish an "article of record" of their major theoretical or empirical ideas, and see it disseminated to a wide audience. We hope you will identify a contribution to submit for consideration.

Today, the series is in the libraries of virtually all of the schools with active Ph.D. programs in entrepreneurship, as well as the majority of AACSB accredited schools with MBA concentrations in entrepreneurship and related fields.  
  
We welcome the opportunity to discuss paper ideas with interested researchers. Please contact the editors for more information: Andrew Corbett, [acorbett@babson.edu](mailto:acorbett@babson.edu), Patrick Kreiser, [pkreiser@uwyo.edu](mailto:pkreiser@uwyo.edu), Lou Marino, [lmarino@cba.ua.edu](mailto:lmarino@cba.ua.edu), or William Wales, [wwales@albany.edu](mailto:wwales@albany.edu).

Papers should be submitted to Lou Marino and Andrew Corbett ([lmarino@cba.ua.edu](mailto:lmarino@cba.ua.edu); [acorbett@babson.edu](mailto:acorbett@babson.edu)) no later than October 15, 2019. Authors of papers that are invited to continue past the first review stage will be invited to a developmental conference that will be hosted by the University of Wyoming in Spring 2020. Attendance at the conference is encouraged but is not mandatory for your paper to be included in the volume.