



## **SIG 03 - ENT - Entrepreneurship**

We invite you to submit your research to explore the theme of  
**FOSTERING INNOVATION TO ADDRESS GRAND CHALLENGES**  
for the EURAM 24<sup>th</sup> Conference.

We look forward to receiving your submissions.

### **ST03\_03 - Entrepreneurial Decision Making and Behaviour**

#### **Proponents:**

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#### **Short description:**

The vitality and endurance of entrepreneurial ventures intimately hinge on the efficacy of intra- and inter-organizational decision-making. Entrepreneurs and intrapreneurs, guided by their emotions, values, beliefs, and cognitive processes, shape their organizations and supporting systems, which in turn govern future decisions. The scholarly exploration of these facets of entrepreneurial decision-making—including trust, rationality, intuition, negotiation, conflicts, and spirituality—offers ample opportunities for advancement. This track thus invites pioneering research approaches and innovative methodologies, both conceptual and empirical, to illuminate understudied aspects of entrepreneurial behaviour and decision-making.

#### **Long description:**

There is a broad agreement that entrepreneurial decision-making is affected by cognitive aspects (Caputo et al., 2022; Mitchell et al., 2014), such as rationality-intuition (Baldacchino et al., 2022; Sasseti et al., 2022), biases (Caputo, 2013), values-beliefs and perspicacity (Fayolle, Liñán & Moriano, 2014; Pellegrini & Ciappei, 2015), intentions, metacognition (Bastian & Zucchella, 2022) as well as by well-being, emotions and passion (Cardon et al., 2012; Williamson et al., 2021). Specifically, entrepreneurs face conditions of high uncertainty, ambiguity, time pressure, and fluctuating levels of emotional intensity when making decisions. Similar circumstances apply when entrepreneurs negotiate to mobilize stakeholders and manage conflicts (Caputo et al., 2018). As a successful answer to today's business environment, it is crucial to understand how entrepreneurs make decisions for their businesses and their careers (Dabić et al., 2021). This track welcomes multidisciplinary investigations that are theoretical, experimental, qualitative, or quantitative. Within the field of entrepreneurial decision-making and behaviour, we propose (but do not limit to)

the following topics: What are the underlying cognitive mechanisms of entrepreneurial decisions and their effectiveness? How do rationality and intuition influence entrepreneurial decisions and behaviours? How do cognitive aspects influence (or are influenced by) the environmental context? How do heuristics impact collective decisions? What are cognitive strategies to cope with different degrees of uncertainty? What are critical perspectives on our current decision-making models, and how can these perspectives be problematized to provide new theoretical insights? What are the links between entrepreneurship and negotiation? What is the role of conflict management in fostering creativity and innovation in SMEs, family businesses, and start-ups? How do cognitive biases impact entrepreneurial decisions, and which strategies are there to overcome these? What are new perspectives on entrepreneurial intention models? How do emotional aspects and passion impact the success/failure? What is the role of well-being, emotions, trust, and fairness in entrepreneurial decision-making? What is the impact of sense-making, effectuation, metacognition, scientific thinking and experimentation on cognition and decisions? What are the antecedents to sustainable entrepreneurial decisions? What are the reasons for starting a firm in different contexts and by different sub-groups of entrepreneurs (e.g., seniors or persons with disability)? How does spirituality or perspicacity impact on entrepreneurs' behaviours? What is the impact of diversity, alignment values and team cognition in group decision-making? The track is supported by the journal Strategic Change and J of Enterprising Communities and the book series "Entrepreneurial Behaviour". Stay updated at: <https://www.linkedin.com/groups/12681095/>

#### Keywords:

- Entrepreneurial Decision-making
- Entrepreneurial Behaviours
- Entrepreneurial Cognition
- Intrapreneurial Behaviours
- Emotions
- Passion

#### UN Sustainable Development Goals (SDG):

Goal 5: Gender equality; Goal 8: Decent work and economic growth; Goal 9: Industry, Innovation, and Infrastructure; Goal 10: Reducing inequalities

#### Publication Outlet:

- Emerald Book Series "Entrepreneurial Behaviour"
- Strategic Change
- Journal of Enterprising Communities

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