

**Call for Papers
IN FRENCH AND ENGLISH**

**WORKSHOP
ENTREPRENEURSHIP AND DECISION MAKING:
THEORY, EMPIRICAL EVIDENCE AND EXPERIMENTS**

CEDAG - SORBONNE PARIS CITE - PARIS DESCARTES UNIVERSITY

WITH THE PARTNERSHIP OF ACADEMIE DE L'ENTREPRENEURIAT ET DE
L'INNOVATION (AEI)

JUNE 13TH, 2016

The Workshop “Entrepreneurship and decision making”, to be held in Paris at Paris Descartes University on June 13th 2016, aims to gather academics and practitioners interested in entrepreneurship and decision making.

Decision making plays a central role in entrepreneurship. Being an entrepreneur is not possible without taking decisions, which are inherent to starting and developing a business. The entrepreneur is an individual that decides to invest in a “business idea” instead of taking an employment position. Entering entrepreneurship can be seen as a decision making process under uncertainty and over time, where the entrepreneur accepts to incur sure future costs betting on uncertain future benefits. Typical entrepreneurial decisions related to business creation concern legal form of operations, choice of associates, level of investment, capital split, etc. Entrepreneurial decisions cover all aspects of business activity, including financial decisions, organizational decisions, employment decisions, commercial decisions, communication and marketing decisions, etc.

Despite the importance of decision making in entrepreneurship a lot of aspects of entrepreneurial decision making are not yet completely understood. Questions arise concerning the differences in decision making profiles between entrepreneurs and non-entrepreneurs, men and women, and the way they treat business opportunities, process information and deal with uncertainty and future perspective. Decision making can be studied in relation to gender, culture, and intentionality. Numerous researchers studied the entrepreneurial intention, but very few of them investigated the link with decision making. Decision making can also be seen as a skill of an entrepreneur, that can be learned and in which entrepreneurs can develop a level of expertise.

Thus, we are encouraging a broad range of research in entrepreneurship, including theoretical and empirical papers. We also encourage a board range of research methods, including qualitative, quantitative and critic approaches based on case-studies, interviews, field studies, lab studies and experimental studies. Work in progress, non-academic contributions and presentations of work in progress by PhD students are highly encouraged.

The non-exhaustive list of topics of interest for the conference are the following:

- The decision to become an entrepreneur
- Decision making processes of entrepreneurs
- Entrepreneurial behavior
- Motivations and decision making
- Experiments on entrepreneurial decision making
- Cognitive biases in decision making of entrepreneurs
- Gender, entrepreneurship and decision making
- Risk propensity of entrepreneurs
- Intentionality and decision making
- Time preferences of entrepreneurs
- Culture and entrepreneurial decision making
- Decision making of entrepreneurial team members
- Entrepreneurial experience and decision making
- Social entrepreneurship and decision process

Submission procedure

Submission can be done in French or in English.

An extended abstract/short paper of 5 pages, explaining the originality of the research, the methodology adopted and the key results is to be sent to Laurice ALEXANDRE and Corina PARASCHIV:

laurice.alexandre-leclair@parisdescartes.fr

corina.paraschiv@parisdescartes.fr.

The 5-page contributions should be in Times 12, single spaced, including references, tables, figures, etc.

Important dates

Submission deadline: March 1, 2016

Acceptance notification: April 1, 2016

Registration opening: April 1, 2016

Registration deadline: May 30, 2016

Conference Date: 13 June, 2016

Registration

Registration to the conference is mandatory.

The conference fee is 100 euros for non-academics, 50 euros for academics, 20 euros for PhD students.

Publication opportunity

Papers accepted at the conference will be considered for publication in a special issue of La Revue de l'Entrepreneuriat.

Scientific Committee

Laurice Alexandre, Maître de Conférences HDR, Université Paris Descartes

Thomas Astebro, Professeur HEC Paris

Laurent Bertrandias, Professeur des Universités, Université de Toulouse III Paul Sabatier

Sophie Boutillier, Maître de Conférences HDR Université du Littoral

Janice Byrne, Professeur, IESEG Business School

Olivier Germain, Professeur ESG UQAM

Emmanuel Kemel, Chercheur CNRS, GREGHEC

Catherine Léger-Jarniou, Maître de Conférences HDR, Université Paris Dauphine

Adnane Maaloui, Professeur, Paris Business School

Luc Martin, Professeur, Université de Laval Québec

Noreen O'Shea, Professeur, Novancia Business School, Paris

Corina Paraschiv, Professeur des Universités, Université Paris Descartes

Renaud Redien-Collot, Professeur, Novancia Business School, Paris

Anisa Shyti, Professeur, IE Business School, Madrid