Cognitive Perspective in Entrepreneurship Research
Past, Present, and Future

Final Program

IPAG Business School,
184 boulevard Saint-Germain 75006 Paris

23th, 24th and 25th September, 2018

Partners
# Final Program

## September 23th, 2018

- **19h00-21h00**: Registration  
  Welcome reception & Conference dinner, At "Le Prétexte"  
  (111, rue de Tolbiac, 75013 Paris)

## September 24th, 2018

- **08h00-08h30**: Registration, Coffee and breakfast
- **08h30-08h45**: Opening  
  Adnane Maalaoui (IPAG Business School), Erno TORNIKOSKI  
  (Grenoble Ecole de Management), Veronica Scuotto and  
  Francesco Paolo Appio (École de Management Léonard de Vinci)  
  AEI Président Catherine Léger Jarniou  
  ECSB President, Silke Tegtmeier  
  ICSB Executive Director, Ayman El Tarabishy
- **08h45-10h15**: Keynote Speaker, Icek Ajzen (Part1)
- **10h15-10h30**: Break
- **10h30-12h00**: Keynote speaker, Icek Ajzen (Part2)
- **12h00-13h30**: Lunch, Café Louise, (155 Boulevard Saint-Germain, 75006 Paris)
- **13h30-15h10**: Session 1 (Room 1), Intention-Action gap  
  **Session Chairs**: Marco Van Gelderen
  **Paper 1**: "Bridging Intention-Action Gap through Commitment and Action Orientation: A differentiated approach of implementation intention"

Georgios P. Chalkos, Helen Salavou, Athens University of Economics and Business, Greece.
**Paper 2**: "Is wanting to be an entrepreneur enough to move forward—how behavioral engagement leads to entrepreneurial startup"
Étienne St-Jean, Cécile Fonrouge, Paul Simard, University du Québec à Trois-Rivières, Canada.

**Paper 3**: "From intention to action: The role of commitment in student's entrepreneurial process"
Gabay-Mariani L., Boissin J.-P, IAE Grenoble, University Grenoble Alpes, France.

**Paper 4**: "Do intentions ever die—A longitudinal study of entrepreneurial intentions"
Sanna Joensuu-Salo, Elina Varamäki, Anmari Viljamaa, Seinäjoki, University of Applied Sciences, Finland.

- **13h30-15h10**: Session 2 (Room 2), Exploring intention model
  - **Session Chair**: Francisco Linan

**Paper 1**: "The entrepreneurial intention of the French and Tunisian PhD students—Likelihood of the hypothesis of causal intendance between the attitude, the subjective norm and the perceived behavioral control in a TCP approach".
Alexandre Cabagnols, University Clermont-Auvergne, France, Ali Maalej, University Sfax, Tunisia, Pierre Mauchand, University Jean Monnet de Saint-Etienne, France, Olfa Kammoun, University Tunis, Tunisia.

**Paper 2**: "Can we make a difference in finding the path towards entrepreneurship—A cross-cultural study of entrepreneurial intentions".
Stojan Debarliev, Aleksandra Janeska-Iliev, Ss. Cyril and Methodius University in Skopje, Faculty of Economics – Skopje, Blaž Zupan, University of Ljubljana, Faculty of Economics, Osvaldas Stripeikis, Vytautas Magnus university, Faculty of Economics and Management in Kaunas, Slovenia.

**Paper 3**: "Does passion boost social entrepreneurial intention?"
Sarah Türk, University of Cologne, Germany; Florian B. Zapkau, the Vrije Universiteit Amsterdam, Netherlands; Christian Schwens, University of Cologne, Germany.

**Paper 4**: "The Theory of Planned Behavior and the Academic Entrepreneurial Intention: the mediating role of the Triple Helix Components"
Botti A., Crudele C., Feola R., Parente R., Vesci M, University Salerno, Italy.
• 15h10-15h25 : Break

• 15h25-17h05 : Session 3 (Room 1), Alternative perspectives
  ✤ Session Chair : Norris Krueger
  ▴ Paper 1 : “Recursive and discursive theory of entrepreneurial action”
    Dimo Dimov, University of Bath, UK; Joseph Pistrui, IE Business School, Spain.

  ▴ Paper 2 : “Beyond intention, a theory of entrepreneurial modalities”
    Didier Grandclaude, Thierry Nobre, University Strasbourg, EM Strasbourg Business School, France.

  ▴ Paper 3 : “A critical realist research on entrepreneur’s relational motivation and perception in relationship with private equity investor”
    Le Trang, IAE Pau-Bayonne, France.

  ▴ Paper 4 : “Bright and Dark Sides of the Dark Triad: Managers Personality Traits and Organizational Commitment”
    Beate Cesinger, NDU, Austria, Katherine Gundolf, MBS, LabEx, France, Mat Hughes, SBE, Loughborough University, UK; Anis Khedhaouira, MBS, LabEx, France.

• 15h25-17h05 : Session 4 (Room 2), Inductive exploration
  ✤ Session Chair : Fréderic Delmar
  ▴ Paper 1 : “Constructing social entrepreneurial intentions through changing belief systems: a behavioural theory approach”
    Frederik Claeyé, Yosra Boughattas, University Catholique de Lille and Université d’Artois, France.

  ▴ Paper 2 : “Formalization Decisions - The interplay between micro and macro social environment in forming registration intentions among women entrepreneurs in Nepal”
    Shova Thapa Karki, University of Sussex, UK, Mirela Xheneti, University of Sussex, UK; Adrian Madden University of Greenwich, Old Royal Naval College, UK.
**Paper 3:** “George Kellys repertory grids as tool for investigating entrepreneurial cognition within the context of sustainability”

Rita G. Klapper, Copernicus Institute of Sustainable Development, Utrecht University, Utrecht, Netherland, Paul Upham, Leuphana University, Germany & Copernicus Institute of Sustainable Development, Utrecht University, Utrecht, Netherland.

**Paper 4:** “Is Gender the right criteria to analyze and understand the Cognition of Women Entrepreneurs? Lessons from processstudies”

Séverine Le Loarne – Lemaire, Grenoble École de Management, France.

- **17h10-18h00** : Meet the editors
  - ISBJ (Robert Blackburn)
  - JBV Insights (Dimo Dimov)
  - EMR (Yochanan Altman)
  - Strategic Entrepreneurship Journal (Frédéric Delmar)
  - Revue de l'Entrepreneuriat (Didier Chabaud)

- **19h15-22h00** : Gala Dinner and Awards, Maison de l’Amérique Latine, 217 Boulevard Saint-Germain, 75007 Paris

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**September 25th, 2018**

- **08h00-08h30** : Coffee and breakfast

- **08h30-10h10** : Session 5 (Room 1): Individual and “collective” Intention

  - **Session Chair:** Francisco Linan

  - **Paper 1:** “From the individual intention to the entrepreneurial team”

    Bernard Simon, University Bretagne Occidental, Brest, France.

  - **Paper 2:** “Succession intentions in family firms’ female offspings: the interplay of cultural and cognitive antecedents”

    Daniela Gimenez, Technische Universität München, Germany; Linda F. Edelman, Bentley University, USA; Andrea Calabrò, IPAG Business School, France; Tommaso Minola, University of Bergamo, Italy; Lucio Cassia, University of Bergamo, Italy.
Paper 3: “Beyond methodological individualism and the myth of entrepreneur: The systemic thinking model of entrepreneurship”
Gaëlle Vallée-Tourangeau, Frédéric Vallée-Tourangeau, Kingston Business School, London UK.

Paper 4: “It doesn’t belong to me - Non-family employees as participants of family business succession in small family firms”
Sari Savolainen, Jyväskylä University, Finland.

- 08h30-10h10 Session 6 (Room 2): Passion, well-being & Entrepreneur
  Session Chair: Norris Krueger

Paper 1: “How the value created by student entrepreneurs affects their psychological well-being: a social identity perspective”
Davide Hahn, University of Bergamo, Italy.

Paper 2: “Entrepreneurial passion and job-seekers attraction in new ventures an experimental study”
Silvia Stroe, Evila Piva, Politecnico di Milano, School of Management, Milan, Italy.

Paper 3: “The impact of education on students’ entrepreneurial intentions. Much ado about nothing or true chance?”
Rosanna Spanò, Luca Ferri, University of Naples Federico II, Italy, Grigoris Theodosopoulos, Brunel University, UK, Nicholas Tsitsianis, Queen Mary University of London, UK.

Paper 4: “Passion of the entrepreneur as a signal of value and commitment”
Silvia Stroe, Massimo Colombo, Politecnico di Milano, School of Management, Milan, Italy.

- 10h10-10h20 Break
- 10h20-11h05 Round Table
  Cognitive Perspective in entrepreneurship Research
  Participants: Frédéric Delmar, Marco Van Gelderen, Francesco Linan, Norris Krueger & Icek Ajzen
  Animator: Erno Tornikoski
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<td>✿ Paper 1: “First and second order creative problem solving”</td>
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<td>Frédéric Vallée-Tourangeau, Gaëlle Vallée-Tourangeau, Kingston Business School, London UK.</td>
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<td>✿ Paper 2: “Predicting potential successful entrepreneurs by developing a biodata questionnaire”</td>
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<td>Dan Wang, School of Management, Zhejiang University, Hangzhou, China; Jim Combs, School of Business Administration University of Central Florida, Orlando, USA</td>
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<td>✿ Paper 1: “Funding social entrepreneurs through Shariah compliant crowdfunding”</td>
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<td>Berrachid Dounia, ENCG, Ibn Zohr University, Agadir, Morocco.</td>
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<td>✿ Paper 2: “Startups Financing: an Analysis within the Entrepreneur's Choice”</td>
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<td>Widad Ahl-Maatallah, Sidi Mohamed Rigar, Cadi Ayyad University, Morocco.</td>
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<td>13h30-14h00</td>
<td>(Room 1) Icek Ajzen Presentation, Doctoral program</td>
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<td>Icek Ajzen Presentation “Ideas for entrepreneurship research using the theory of planned behavior&quot; and discussion with ErnoTornikoski, Norris Krueger, Francesco Linan, Frédéric Delmar and Marco van Gelderen</td>
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<td>Group 1: (Room 1) Animators: Icek Ajzen, Erno Tornikoski &amp; Frédéric Delmar</td>
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<td>Paper 1: &quot;Using app-based experience sampling methodology to investigate the progression between entrepreneurial intentions and entrepreneurial effort intensity&quot;</td>
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<td>AmirSardari Anahita, La Trobe University, Australia.</td>
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IPAG Business School

IPAG, Paris

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