



## EBCA 2017

# Workshop on Entrepreneurship: behavioral and cognitive approaches

University of Strasbourg, LaRGE Research Center

*Villa Knopf, 10 rue Schiller, Strasbourg, France*

November 9<sup>th</sup>

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*Registration and Coffee (8.45 – 9.15)*

**Welcome speech (9.15-9.30)**

**Session 1: (9.30-10.15)**

**When to hire the first employee? Behavioral evidence and insights**

*Béatrice Boulu-Reshef, Anton Ovchinnikov, Charles Corbett*

Université Paris 1 Panthéon-Sorbonne, France

*Discutant : Marie Pfiffelmann, LaRGE, Université de Strasbourg*

*Coffee Break (10.15-10.45)*

**Session 2: (10.45-12.15)**

**A development bank's choice of private equity partner: a behavioral game-theoretic approach**

*Richard Fairchild, Ian Crawford*

University of Bath, United-Kingdom

*Discutant : Jocelyn Donze, BETA, Université de Strasbourg*

### **Hybridity in equity crowdfunding: the external audience categorization perspective**

Zineb Aouni, Marek Hudon, Anaïs Perilleux

Université Libre de Bruxelles, Belgium

Discutant : Joël Petey, LaRGE, Université de Strasbourg

Lunch (12.15-14.00)

### **Session 3: (14.00-15.30)**

#### **The trust-to-investment game: an experimental framework for entrepreneurship research**

Beatrice Boulu-Reshef, Adrian Calmettes, Klodiana Istrefi, Sofiiia Mun, Romain Pfau, Luise Rohland

Université Paris 1 Panthéon-Sorbonne, France

Discutant : Hélène Rainelli, LaRGE, Université de Strasbourg

#### **Entrepreneurial talent and trust behavior: the interplay of emotions, risk and trust: an experimental study**

Hayet Saadaoui, Sana El Harbi, Lisette Ibanez

Montpellier SupAgro, France

Discutant : Julien Pénin, BETA, Université de Strasbourg

Coffee Break (15.30-16.00)

### **PHD Workshop: (16.00- 17.30)**

#### **Behavioural economics and decision theory application in entrepreneurship promotion**

Natalia Dobryagina

Sapienza Università di Roma, Italy

Discutant : Anne-Gaëlle Figureau, LaRGE, Université de Strasbourg

#### **The impact of foresight methods on entrepreneurial expertise**

Ksenija Djuricic

EM Strasbourg Business School, France

Discutant : Anaïs Hamelin, LaRGE, Université de Strasbourg

Diner (19.30-23.00)

November 10<sup>th</sup>

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Coffee (9.00 – 9.30)

**Session 4 : (9.30 – 11.00)**

**The motivational drivers of entrepreneurship unlocked**

Nele Cannaearts, Wim Coreynen, Ellen Loots, Hendrik Slabbinck, Johanna Vanderstraeten, Arjen Van Witteloostuijn.

Erasmus University, Rotterdam, Netherlands

Discussant : [Thierry Burger, BETA, Université de Strasbourg](#)

**Entrepreneurial self-efficacy vs. confidence in opportunity outcomes: what type of entrepreneurial confidence fosters venture emergence?**

Ivana Vitanova, Laurent Vilanova

Université Lyon 2, France

Discussant : [Amélie Boutinot, HuManiS, Université de Strasbourg](#)

Coffee Break (11.00-11.30)

**Roundtable : (11.30-12.30):**

Methodological issues in entrepreneurial behavioral and cognitive approaches.

Lunch (12.30-14.00)

**Session 5: (14.00-15.30)**

**Learning by doing to become an effectual entrepreneur: bachelor Young Entrepreneur program**

Olga Bourachnikova, Coralie Haller, Odile Paulus

EM Strasbourg Business School, France

Discussant : [Didier Grandclaude, HuManiS, Université de Strasbourg](#)

**What is causal in effectuation? An examination of philosophical foundations in Saravathy's work**

Ksenija Djuricic, Gilles Lambert

EM Strasbourg Business School, France

Discussant : [Jérôme Hergueux, Swiss Federal Institute of Technology, Zurich, Switzerland](#)