

References

- Adler, P. S., & Kwon, S.-W. (2002). Social capital: Prospects for a new concept. *Academy of Management Review*, 27(1), 17-40.
- Adolphs, R., & Damasio, A. R. (2001). The interaction of affect and cognition: A neurobiological perspective. In J. P. Forgas (Ed.), *Handbook of affect and social cognition* (pp. 27-49). Mahwah, NJ: Lawrence Erlbaum Associates Publishers.
- Agor, W. H. (1987). The logic of intuition: How top executives make important decisions. *Organizational Dynamics*, 14(3), 5-18.
- Ahuja, G., Soda, G., & Zaheer, A. (2012). The genesis and dynamics of organizational networks. *Organization Science*, 23(2), 434-448.
- Ajzen, I. (1991). The theory of planned behavior. *Organizational Behavior and Human Decision Processes*, 50(2), 179-211.
- Akemu, O., Whiteman, G., & Kennedy, S. (2016). Social enterprise emergence from social movement activism: The Fairphone case. *Journal of Management Studies*, 53(5), 846-877.
- Akinci, C. (2014). 11 capturing intuitions in decision making: a case for the critical Incident technique. In M. Sinclair (Ed.), *Handbook of Research Methods on Intuition* (pp. 147-159). Cheltenham, UK: Edward Elgar.
- Akinci, C., & Sadler-Smith, E. (2012). Intuition in management research: A historical review. *International Journal of Management Reviews*, 14(1), 104-122.
- Aldrich, H. E., & Kim, P. H. (2007). Small worlds, infinite possibilities? How social networks affect entrepreneurial team formation and search. *Strategic Entrepreneurship Journal*, 1(1-2), 147-165.
- Allinson, C. W., & Hayes, J. (1996). The cognitive style index: A measure of intuition-analysis for organizational research. *Journal of Management Studies*, 33(1), 119-135.
- Alvarez, S. A., & Barney, J. B. (2007). Discovery and creation: Alternative theories of entrepreneurial action. *Strategic Entrepreneurship Journal*, 1(1-2), 11-26.
- Alvarez, S. A., & Barney, J. B. (2010). Entrepreneurship and epistemology: The philosophical underpinnings of the study of entrepreneurial opportunities. *The Academy of Management Annals*, 4(1), 557-583.
- Alvarez, S. A., Barney, J. B., & Anderson, P. (2013). Forming and exploiting opportunities: The implications of discovery and creation processes for entrepreneurial and organizational research. *Organization Science*, 24(1), 301-317.
- Alvesson, M. (2011). *Interpreting interviews*. London: Sage.
- Alvesson, M., & Kärreman, D. (2007). Constructing mystery: Empirical matters in theory development. *Academy of Management Review*, 32(4), 1265-1281.
- Alvesson, M., & Sandberg, J. (2011). Generating research questions through problematization. *Academy of Management Review*, 36(2), 247-271.
- Ambady, N. (2010). The perils of pondering: Intuition and thin slice judgments. *Psychological Inquiry*, 21(4), 271-278.
- Ambady, N., Krabbenhoft, M. A., & Hogan, D. (2006). The 30-sec sale: Using thin-slice judgments to evaluate sales effectiveness. *Journal of Consumer Psychology*, 16(1), 4-13.

- Anderson, A. R., & Jack, S. L. (2002). The articulation of social capital in entrepreneurial networks: a glue or a lubricant? *Entrepreneurship & Regional Development*, *14*(3), 193-210.
- Ardichvili, A., Cardozo, R., & Ray, S. (2003). A theory of entrepreneurial opportunity identification and development. *Journal of Business Venturing*, *18*(1), 105-123.
- Arend, R., Sarooghi, H., & Burkemper, A. (2015). Effectuation as ineffectual? Applying the 3E theory-assessment framework to a proposed new theory of entrepreneurship. *Academy of Management Review*, *40*(4), 630-651.
- Ariño, A., Ragozzino, R., & Reuer, J. J. (2008). Alliance dynamics for entrepreneurial firms. *Journal of Management Studies*, *45*(1), 147-168.
- Aron, E. N., & Aron, A. (1997). Sensory-processing sensitivity and its relation to introversion and emotionality. *Journal of Personality and Social Psychology*, *73*(2), 345-368.
- Aron, E. N., Aron, A., & Jagiellowicz, J. (2012). Sensory processing sensitivity a review in the light of the evolution of biological responsivity. *Personality and Social Psychology Review*, *16*(3), 262-282.
- Artinger, S., Vulkan, N., & Shem-Tov, Y. (2015). Entrepreneurs' negotiation behavior. *Small Business Economics*, *44*(4), 737-757.
- Ashkanasy, N. M., Becker, W. J., & Waldman, D. A. (2014). Neuroscience and organizational behavior: Avoiding both neuro-euphoria and neuro-phobia. *Journal of Organizational Behavior*, *35*(7), 909-919.
- Ashkanasy, N. M., & Humphrey, R. H. (2011). Current emotion research in organizational behavior. *Emotion Review*, *3*(2), 214-224.
- Atkinson, R., & Flint, J. (2001). Accessing hidden and hard-to-reach populations: Snowball research strategies. *Social Research Update*, *33*(1), 1-4.
- Austin, R. D., Devin, L., & Sullivan, E. E. (2012). Accidental innovation: Supporting valuable unpredictability in the creative process. *Organization Science*, *23*(5), 1505-1522.
- Autio, E., Dahlander, L., & Frederiksen, L. (2013). Information exposure, opportunity evaluation, and entrepreneurial action: An investigation of an online user community. *Academy of Management Journal*, *56*(5), 1348-1371.
- Axelrod, R., & Hamilton, W. D. (1981). The evolution of cooperation. *Science*, *211*(4489), 1390-1396.
- Baker, T., Miner, A. S., & Eesley, D. T. (2003). Improvising firms: bricolage, account giving and improvisational competencies in the founding process. *Research Policy*, *32*(2), 255-276.
- Baker, T., & Nelson, R. (2005). Creating something from nothing: Resource construction through entrepreneurial bricolage. *Administrative Science Quarterly*, *50*(3), 329-366.
- Baldacchino, L., Ucbasaran, D., Cabantous, L., & Lockett, A. (2015). Entrepreneurship research on intuition: A critical analysis and research agenda. *International Journal of Management Reviews*, *17*(2), 212-231.
- Bandura, A. (2001). Social cognitive theory: An agentic perspective. *Annual Review of Psychology*, *52*(1), 1-26.

- Bandura, A. (2006). Toward a psychology of human agency. *Perspectives on Psychological Science*, 1(2), 164-180.
- Baron, R. A. (2008). The role of affect in the entrepreneurial process. *Academy of Management Review*, 33(2), 328-340.
- Baron, R. A. (2009). Effectual versus predictive logics in entrepreneurial decision making: Differences between experts and novices: Does experience in starting new ventures change the way entrepreneurs think? Perhaps, but for now, "caution" is essential. *Journal of Business Venturing*, 24(4), 310-315.
- Baron, R. A., & Henry, R. A. (2010). How entrepreneurs acquire the capacity to excel: insights from research on expert performance. *Strategic Entrepreneurship Journal*, 4(1), 49-65.
- Baron, R. A., & Markman, G. D. (2000). Beyond social capital: How social skills can enhance entrepreneurs' success. *The Academy of Management Executive*, 14(1), 106-116.
- Baron, R. A., & Tang, J. (2008). Entrepreneurs' social skills and new venture performance: Mediating mechanisms and cultural generality. *Journal of Management*, 35(2), 282-306.
- Bechara, A., Damasio, H., Tranel, D., & Damasio, A. R. (1997). Deciding advantageously before knowing the advantageous strategy. *Science*, 275(5304), 1293-1295.
- Bensaou, B., Galunic, C., & Jonczyk-Sédès, C. (2014). Players and purists: Networking strategies and agency of service professionals. *Organization Science*, 25(1), 29-56.
- Berends, H., Van Burg, E., & Van Raaij, E. M. (2011). Contacts and contracts: Cross-level network dynamics in the development of an aircraft material. *Organization Science*, 22(4), 940-960.
- Berthod, O., Grothe-Hammer, M., & Sydow, J. (2016). Network ethnography a mixed-method approach for the study of practices in interorganizational settings. *Organizational Research Methods*, 1-25.
- Bhagavatula, S., Elfring, T., van Tilburg, A., & van de Bunt, G. G. (2010). How social and human capital influence opportunity recognition and resource mobilization in India's handloom industry. *Journal of Business Venturing*, 25(3), 245-260.
- Bingham, C. B., Eisenhardt, K. M., & Furr, N. R. (2007). What makes a process a capability? Heuristics, strategy, and effective capture of opportunities. *Strategic Entrepreneurship Journal*, 1(1-2), 27-47.
- Bird, B., Schjoedt, L., & Baum, J. R. (2012). Editor's introduction. Entrepreneurs' behavior: Elucidation and measurement. *Entrepreneurship Theory and Practice*, 36(5), 889-913.
- Blau, P. M. (1964). *Exchange and power in social life*. New York, NY: John Wiley.
- Blume, B. D., & Covin, J. G. (2011). Attributions to intuition in the venture founding process: Do entrepreneurs actually use intuition or just say that they do? *Journal of Business Venturing*, 26(1), 137-151.
- Bolger, N., Davis, A., & Rafaeli, E. (2003). Diary methods: Capturing life as it is lived. *Annual Review of Psychology*, 54(1), 579-616.
- Born, A., & Witteloostuijn, A. (2013). Drivers of freelance career success. *Journal of Organizational Behavior*, 34(1), 24-46.

- Boyatzis, R. E., Smith, M. L., & Blaize, N. (2006). Developing sustainable leaders through coaching and compassion. *Academy of Management Learning & Education*, 5(1), 8-24.
- Brawley, A. M., & Pury, C. L. (2017). Little things that count: A call for organizational research on microbusinesses. *Journal of Organizational Behavior*, published online in Wiley Online Library.
- Brettel, M., Mauer, R., Engelen, A., & Küpper, D. (2012). Corporate effectuation: Entrepreneurial action and its impact on R&D project performance. *Journal of Business Venturing*, 27(2), 167-184.
- Burke, L. A., & Sadler-Smith, E. (2006). Instructor intuition in the educational setting. *Academy of Management Learning & Education*, 5(2), 169-181.
- Burns, B. L., Barney, J. B., Angus, R. W., & Herrick, H. N. (2016). Enrolling Stakeholders under Conditions of Risk and Uncertainty. *Strategic Entrepreneurship Journal*, 10(1), 97-106.
- Burt, R. (1992). *Structural holes: The Social Structure of Competition*. Cambridge, Massachusetts: Harvard University Press.
- Busse, C., Kach, A. P., & Wagner, S. M. (2016). Boundary conditions what they are, how to explore them, why we need them, and when to consider them. *Organizational Research Methods*, First published online April 14, 2016.
- Calabretta, G., Gemser, G., & Wijnberg, N. M. (2016). The interplay between intuition and rationality in strategic decision making: A paradox perspective. *Organization Studies*, 1-37.
- Cannella, A. A., & McFadyen, M. A. (2016). Changing the exchange the dynamics of knowledge worker ego networks. *Journal of Management*, 42(4), 1005-1029.
- Cardon, M. S., Foo, M. D., Shepherd, D., & Wiklund, J. (2012). Exploring the heart: Entrepreneurial emotion is a hot topic. *Entrepreneurship Theory and Practice*, 36(1), 1-10.
- Carnabuci, G., & Diószegi, B. (2015). Social networks, cognitive style, and innovative performance: A contingency perspective. *Academy of Management Journal*, 58(3), 881-905.
- Carpenter, M. A., Li, M., & Jiang, H. (2012). Social network research in organizational contexts: A systematic review of methodological issues and choices. *Journal of Management*, 38(4), 1328-1361.
- Casciaro, T., Barsade, S. G., Edmondson, A. C., Gibson, C. B., Krackhardt, D., & Labianca, G. (2015). The integration of psychological and network perspectives in organizational scholarship. *Organization Science*, 26(4), 1162-1176.
- Casciaro, T., Gino, F., & Kouchaki, M. (2014). The contaminating effects of building instrumental ties: How networking can make us feel dirty. *Administrative Science Quarterly*, 59(4), 705-735.
- Chaffey, L., Unsworth, C., & Fossey, E. (2010). A grounded theory of intuition among occupational therapists in mental health practice. *The British Journal of Occupational Therapy*, 73(7), 300-308.

- Chandler, G. N., DeTienne, D. R., McKelvie, A., & Mumford, T. V. (2011). Causation and effectuation processes: A validation study. *Journal of Business Venturing*, 26(3), 375-390.
- Chesbrough, H., Sohyeong, K., & Agogino, A. (2014). Chez panisse:: building an open innovation ecosystem. *California Management Review*, 56(4), 144-171.
- Claxton, G. (2015). *Intelligence in the Flesh: Why Your Mind Needs Your Body Much More Than it Thinks*. Yale University Press.
- Colbert, A., Bono, J., & Purvanova, R. (2016). Flourishing via workplace relationships: Moving beyond instrumental support. *Academy of Management Journal*, 59(4), 1199-1223.
- Coleman, J. S. (1990). *Foundations of Social Theory*. Cambridge, Massachusetts: Harvard University Press.
- Cornelissen, J. P., & Clarke, J. S. (2010). Imagining and rationalizing opportunities: Inductive reasoning and the creation and justification of new ventures. *Academy of Management Review*, 35(4), 539.
- Cornelissen, J. P., & Durand, R. (2014). Moving forward: Developing theoretical contributions in management studies. *Journal of Management Studies*, 51(6), 995-1022.
- Courpasson, D., & Monties, V. (2017). "I am my Body". Physical selves of police officers in a changing institution. *Journal of Management Studies*, 54(1), 32-57.
- Crawford, C. G., McKelvey, B., & Lichtenstein, B. B. (2014). The empirical reality of entrepreneurship: How power law distributed outcomes call for new theory and method. *Journal of Business Venturing Insights*, 1-2(0), 3-7.
- Crossan, M. M., Lane, H. W., & White, R. E. (1999). An organizational learning framework: From intuition to institution. *Academy of Management Review*, 24(3), 522-537.
- Csikszentmihalyi, M., & Hunter, J. (2003). Happiness in everyday life: The uses of experience sampling. *Journal of Happiness Studies*, 4(2), 185-199.
- Csikszentmihalyi, M., & Larson, R. (1987). Validity and reliability of the Experience-Sampling Method. *The Journal of Nervous and Mental Disease*, 175(9), 526-536.
- Dahlander, L., O'Mahony, S., & Gann, D. M. (2014). One foot in, one foot out: how does individuals' external search breadth affect innovation outcomes? *Strategic Management Journal*, 37(2), 280-302.
- Dane, E. (2011). 18 Capturing intuitions 'in flight': observations from research on attention and mindfulness. In M. Sinclair (Ed.), *Handbook of Intuition Research* (pp. 217-228). Cheltenham, UK: Edward Elgar.
- Dane, E. (2017). Where is my mind? Theorizing mind wandering and its performance-related consequences in organizations. *Academy of Management Review*. Published online before print.
- Dane, E., & George, J. M. (2014). Unpacking affective forecasting and its ties to project work in organizations. *Academy of Management Review*, 39(2), 181-201.
- Dane, E., & Pratt, M. G. (2007). Exploring intuition and its role in managerial decision making. *Academy of Management Review*, 32(1), 33-54.

- Dane, E., & Pratt, M. G. (2009). Conceptualizing and measuring intuition: A review of recent trends. *International Review of Industrial and Organizational Psychology*, 24, 1-40.
- Davidsson, P., & Honig, B. (2003). The role of social and human capital among nascent entrepreneurs. *Journal of Business Venturing*, 18(3), 301-331.
- De Carolis, D. M., Litzky, B. E., & Eddleston, K. A. (2009). Why networks enhance the progress of new venture creation: The influence of social capital and cognition. *Entrepreneurship Theory and Practice*, 33(2), 527-545.
- De Carolis, D. M., & Saporito, P. (2006). Social capital, cognition, and entrepreneurial opportunities: A theoretical framework. *Entrepreneurship Theory and Practice*, 30(1), 41-56.
- Delton, A. W., Krasnow, M. M., Cosmides, L., & Tooby, J. (2011). Evolution of direct reciprocity under uncertainty can explain human generosity in one-shot encounters. *Proceedings of the National Academy of Sciences*, 108(32), 13335-13340.
- Denrell, J., Fang, C., & Liu, C. (2015). Perspective-Chance explanations in the management sciences. *Organization Science*, 26(3), 923-940.
- Dew, N. (2009). Serendipity in entrepreneurship. *Organization Studies*, 30(7), 735-753.
- Dew, N., Read, S., Sarasvathy, S., & Wiltbank, R. (2009). Effectual versus predictive logics in entrepreneurial decision-making: Differences between experts and novices. *Journal of Business Venturing*, 24(4), 287-309.
- Dew, N., & Sarasvathy, S. D. (2007). Innovations, stakeholders & entrepreneurship. *Journal of Business Ethics*, 74(3), 267-283.
- Dijksterhuis, A., Bos, M. W., Nordgren, L. F., & Van Baaren, R. B. (2006). On making the right choice: The deliberation-without-attention effect. *Science*, 311(5763), 1005-1007.
- Dijksterhuis, A., & Nordgren, L. F. (2006). A theory of unconscious thought. *Perspectives on Psychological Science*, 1(2), 95-109.
- Dörfler, V., & Ackermann, F. (2012). Understanding intuition: The case for two forms of intuition. *Management Learning*, 43(5), 545-564.
- Dörfler, V., & Eden, C. (2014). *Understanding 'expert' scientists: Implications for management and organization research*. Paper presented at the Academy of Management Proceedings.
- Downey, H. K., & Slocum, J. W. (1975). Uncertainty: Measures, research, and sources of variation. *Academy of Management Journal*, 18(3), 562-578.
- Downey, L., Papageorgiou, V., & Stough, C. (2006). Examining the relationship between leadership, emotional intelligence and intuition in senior female managers. *Leadership & Organization Development Journal*, 27(4), 250-264.
- Duggan, W., & Mason, M. (2011). 7 Strategic intuition. In M. Sinclair (Ed.), *Handbook of Intuition Research* (pp. 79-87). Cheltenham, UK: Edward Elgar.
- Dutton, J. E., & Heaphy, E. D. (2003). The power of high-quality connections *Positive organizational scholarship: Foundations of a new discipline* (Vol. 3, pp. 263-278).
- Dyer, J. H., Gregersen, H. B., & Christensen, C. (2008). Entrepreneur behaviors, opportunity recognition, and the origins of innovative ventures. *Strategic Entrepreneurship Journal*, 2(4), 317-338.

- Ebbers, J. J. (2014). Networking behavior and contracting relationships among entrepreneurs in business incubators. *Entrepreneurship Theory and Practice*, 38(5), 1159-1181.
- Edmondson, A. C., & McManus, S. E. (2007). Methodological fit in management field research. *Academy of Management Review*, 32(4), 1155-1179.
- Eisenhardt, K. M. (1989). Building theories from case study research. *Academy of Management Review*, 14(4), 532-550.
- Eisenhardt, K. M., & Graebner, M. E. (2007). Theory building from cases: Opportunities and challenges. *Academy of Management Journal*, 50(1), 25-32.
- Elfring, T., & Hulsink, W. (2007). Networking by entrepreneurs: Patterns of tie-formation in emerging organizations. *Organization Studies*, 28(12), 1849-1872.
- Emirbayer, M., & Goodwin, J. (1994). Network analysis, culture, and the problem of agency. *American Journal of Sociology*, 99(6), 1411-1454.
- Emirbayer, M., & Mische, A. (1998). What is agency? *American Journal of Sociology*, 103(4), 962-1023.
- Engel, Y., Dimitrova, N. G., Khapova, S. N., & Elfring, T. (2014). Uncertain but able: Entrepreneurial self-efficacy and novices' use of expert decision-logic under uncertainty. *Journal of Business Venturing Insights*, 1-2(0), 12-17.
- Engel, Y., Kaandorp, M., & Elfring, T. (2017). Toward a dynamic process model of entrepreneurial networking under uncertainty. *Journal of Business Venturing*, 32, 35-51.
- Epstein, S. (1994). Integration of the cognitive and the psychodynamic unconscious. *American Psychologist*, 49(8), 709.
- Epstein, S., Pacini, R., Denes-Raj, V., & Heier, H. (1996). Individual differences in intuitive-experiential and analytical-rational thinking styles. *Journal of Personality and Social Psychology*, 71(2), 390.
- Evers, A., Rasche, J., & Schabracq, M. J. (2008). High sensory-processing sensitivity at work. *International Journal of Stress Management*, 15(2), 189.
- Fang, R., Chi, L., Chen, M., & Baron, R. A. (2015). Bringing political skill into social networks: Findings from a field study of entrepreneurs. *Journal of Management Studies*, 52(2), 175-212.
- Farh, C. I., Bartol, K. M., Shapiro, D. L., & Shin, J. (2010). Networking abroad: A process model of how expatriates form support ties to facilitate adjustment. *Academy of Management Review*, 35(3), 434-454.
- Feld, S. L. (1981). The focused organization of social ties. *American Journal of Sociology*, 1015-1035.
- Feld, S. L. (1982). Social structural determinants of similarity among associates. *American Sociological Review*, 797-801.
- Fischer, E., & Reuber, A. R. (2011). Social interaction via new social media: (How) can interactions on Twitter affect effectual thinking and behavior? *Journal of Business Venturing*, 26(1), 1-18.
- Flanagan, J. C. (1954). The critical incident technique. *Psychological bulletin*, 51(4), 327.
- Folger, R., & Salvador, R. (2008). Is management theory too "self-ish"? *Journal of Management*, 34(6), 1127-1151.

- Foo, M. D. (2011). Emotions and entrepreneurial opportunity evaluation. *Entrepreneurship Theory and Practice*, 35(2), 375-393.
- Forbes, D. P., Borchert, P. S., Zellmer-Bruhn, M. E., & Sapienza, H. J. (2006). Entrepreneurial team formation: An exploration of new member addition. *Entrepreneurship Theory and Practice*, 30(2), 225-248.
- Forret, M. L., & Dougherty, T. W. (2001). Correlates of networking behavior for managerial and professional employees. *Group & Organization Management*, 26(3), 283-311.
- Foss, N., & Weber, L. (2016). Moving opportunism to the back seat: Bounded rationality, costly conflict, and hierarchical forms. *Academy of Management Review*, 41(1), 61-79.
- Frese, M., & Gielnik, M. M. (2014). The psychology of entrepreneurship. *Annu. Rev. Organ. Psychol. Organ. Behav.*, 1(1), 413-438.
- Galkina, T., & Chetty, S. (2015). Effectuation and networking of internationalizing SMEs. *Management International Review*, 55(5), 647-676.
- Gandini, A. (2016). Digital work: Self-branding and social capital in the freelance knowledge economy. *Marketing theory*, 16(1), 123-141.
- Gao, W., Liu, Y., & Qian, L. (2016). The personal touch of business relationship: A study of the determinants and impact of business friendship. *Asia Pacific Journal of Management*, 33(2), 469-498.
- Garud, R., & Gehman, J. (2016). Theory evaluation, entrepreneurial processes, and performativity. *Academy of Management Review*, 41(3), 544-549.
- Garud, R., Gehman, J., & Giuliani, A. P. (2014). Contextualizing entrepreneurial innovation: A narrative perspective. *Research Policy*, 43(7), 1177-1188.
- Garud, R., Kumaraswamy, A., & Karnøe, P. (2010). Path dependence or path creation? *Journal of Management Studies*, 47(4), 760-774.
- Geertz, C. (1994). Thick description: Toward an interpretive theory of culture. *Readings in the Philosophy of Social Science*, 213-231.
- Giddens, A. (1984). *The constitution of society*. Cambridge, UK: Polity Press.
- Gigerenzer, G., & Gaissmaier, W. (2011). Heuristic decision making. *Annual Review of Psychology*, 62, 451-482.
- Gill, M. J. (2014). The possibilities of phenomenology for organizational research. *Organizational Research Methods*, 17(2), 118-137.
- Gioia, D. A., Corley, K. G., & Hamilton, A. L. (2013). Seeking qualitative rigor in inductive research notes on the Gioia methodology. *Organizational Research Methods*, 16(1), 15-31.
- Glaser, B. G., & Strauss, A. L. (2009). *The discovery of grounded theory: Strategies for qualitative research*. New Brunswick: Transaction publishers.
- Godin, S. (1999). *Permission marketing: Turning strangers into friends and friends into customers*. New York, NY: Simon and Schuster.
- Goel, S., & Karri, R. (2006). Entrepreneurs, effectual logic, and over-trust. *Entrepreneurship Theory and Practice*, 30(4), 477-493.

- Gomez-Mejia, L. R., Cruz, C., Berrone, P., & De Castro, J. (2011). The bind that ties: Socioemotional wealth preservation in family firms. *The Academy of Management Annals*, 5(1), 653-707.
- Gore, J., & Sadler-Smith, E. (2011). Unpacking intuition: A process and outcome framework. *Review of General Psychology*, 15(4), 304.
- Granovetter, M. (1973). The strength of weak ties. *American Journal of Sociology*, 78(6), 1360-1380.
- Granovetter, M. (1985). Economic action and social structure: the problem of embeddedness. *American Journal of Sociology*, 481-510.
- Grant, A. (2013). *Give and take: A revolutionary approach to success*: Hachette UK.
- Grant, A. (2015). No, you can't pick my brain, but I'll talk to you anyway.
- Greenleaf, R. K., & Spears, L. C. (2002). *Servant leadership: A journey into the nature of legitimate power and greatness*. Mahwah, NJ: Paulist Press.
- Grégoire, D. A., Corbett, A. C., & McMullen, J. S. (2011). The Cognitive Perspective in Entrepreneurship: An Agenda for Future Research. *Journal of Management Studies*, 48(6), 1443-1477.
- Grégoire, D. A., Cornelissen, J. P., Dimov, D., & Van Burg, E. (2015). The mind in the middle: Taking stock of affect and cognition research in entrepreneurship. *International Journal of Management Reviews*, 17(2), 125-142.
- Greve, A., & Salaff, J. W. (2003). Social networks and entrepreneurship. *Entrepreneurship Theory and Practice*, 28(1), 1-22.
- Gulati, R., & Gargiulo, M. (1999). Where do interorganizational networks come from? *American Journal of Sociology*, 104(5), 1439-1493.
- Gulati, R., & Srivastava, S. (2014). Bringing agency back into network research: Constrained agency and network action. In D. J. Brass, G. Labianca, A. Mehra, D. S. Halgin, & S. P. Borgatti (Eds.), *Research in the Sociology of Organizations* (Vol. 40, pp. 73-93). Bradford, UK: Emerald Publishing.
- Gupta, V. K., Chiles, T. H., & McMullen, J. S. (2016). A process perspective on evaluating and conducting effectual entrepreneurship research. *Academy of Management Review*, 41(3), 540-544.
- Haidt, J. (2001). The emotional dog and its rational tail: a social intuitionist approach to moral judgment. *Psychological Review*, 108(4), 814.
- Hallen, B. L. (2008). The causes and consequences of the initial network positions of new organizations: From whom do entrepreneurs receive investments? *Administrative Science Quarterly*, 53(4), 685-718.
- Hallen, B. L., & Eisenhardt, K. M. (2012). Catalyzing strategies and efficient tie formation: how entrepreneurial firms obtain investment ties. *Academy of Management Journal*, 55(1), 35-70.
- Harmeling, S. (2011). Contingency as an entrepreneurial resource: How private obsession fulfills public need. *Journal of Business Venturing*, 26(3), 293-305.
- Harmeling, S., & Sarasvathy, S. (2013). When contingency is a resource: Educating entrepreneurs in the Balkans, the Bronx, and beyond. *Entrepreneurship Theory and Practice*, 37(4), 713-744.

- Haynes, K. T., Josefy, M., & Hitt, M. A. (2015). Tipping point managers' self-interest, greed, and altruism. *Journal of Leadership & Organizational Studies*, 22(3), 265-279.
- Heaphy, E. D., & Dutton, J. E. (2008). Positive social interactions and the human body at work: Linking organizations and physiology. *Academy of Management Review*, 33(1), 137-162.
- Heckathorn, D. D. (1997). Respondent-driven sampling: a new approach to the study of hidden populations. *Social Problems*, 44(2), 174-199.
- Hellerstedt, K. (2009). *The composition of new venture teams: Its dynamics and consequences*. Jönköping International Business School, Jönköping.
- Hellmann, T. F., & Wasserman, N. (2011). *The first deal: the division of founder equity in new ventures*. National Bureau of Economic Research.
- Hensen, B., Bernien, H., Dréau, A., Reiserer, A., Kalb, N., Blok, M., . . . Abellán, C. (2015). Loophole-free Bell inequality violation using electron spins separated by 1.3 kilometres. *Nature*, 526(7575), 682-686.
- Hernandez, E., Sanders, W. G., & Tuschke, A. (2015). Network defense: Pruning, grafting, and closing to prevent leakage of strategic knowledge to rivals. *Academy of Management Journal*, 58(4), 1233-1260.
- Hite, J. M. (2005). Evolutionary processes and paths of relationally embedded network ties in emerging entrepreneurial firms. *Entrepreneurship Theory and Practice*, 29(1), 113-144.
- Hite, J. M., & Hesterly, W. S. (2001). The evolution of firm networks: From emergence to early growth of the firm. *Strategic Management Journal*, 22(3), 275-286.
- Hmieleski, K. M., Carr, J. C., & Baron, R. A. (2015). Integrating discovery and creation perspectives of entrepreneurial action: The relative roles of founding CEO human capital, social capital, and psychological capital in contexts of risk versus uncertainty. *Strategic Entrepreneurship Journal*, 9(4), 289-312.
- Hoang, H., & Antoncic, B. (2003). Network-based research in entrepreneurship: A critical review. *Journal of Business Venturing*, 18(2), 165-187.
- Hodgkinson, G. P., & Sadler-Smith, E. (2011). Investigating intuition: Beyond self-report. In M. Sinclair (Ed.), *Handbook of Intuition Research* (pp. 52-66). Cheltenham, UK: Edward Elgar.
- Hodgkinson, G. P., Sadler-Smith, E., Burke, L. A., Claxton, G., & Sparrow, P. R. (2009). Intuition in organizations: Implications for strategic management. *Long Range Planning*, 42(3), 277-297.
- Hodgkinson, G. P., Sadler-Smith, E., Sinclair, M., & Ashkanasy, N. M. (2009). More than meets the eye? Intuition and analysis revisited. *Personality and Individual Differences*, 47(4), 342-346.
- Hodgkinson, G. P., & Sadler-Smith, E. (2003). Complex or unitary? A critique and empirical re-assessment of the Allinson-Hayes Cognitive Style Index. *Journal of Occupational and Organizational Psychology*, 76(2), 243-268.
- Hogarth, R. M. (2001). *Educating intuition*. Chicago, IL: University of Chicago Press.

- Huang, L., & Pearce, J. L. (2015). Managing the unknowable the effectiveness of early-stage investor gut feel in entrepreneurial investment decisions. *Administrative Science Quarterly*, 60(4), 634-670.
- Husserl, E. (2001). *Analyses concerning passive and active synthesis: Lectures on transcendental logic* (Vol. 9): Springer Science & Business Media.
- Ibarra, H., Kilduff, M., & Tsai, W. (2005). Zooming in and out: Connecting individuals and collectivities at the frontiers of organizational network research. *Organization Science*, 16(4), 359-371.
- Ingram, P., & Zou, X. (2008). Business friendships. *Research in organizational behavior*, 28, 167-184.
- Jack, A. I., Dawson, A. J., Begany, K. L., Leckie, R. L., Barry, K. P., Ciccio, A. H., & Snyder, A. Z. (2013). fMRI reveals reciprocal inhibition between social and physical cognitive domains. *NeuroImage*, 66, 385-401.
- Jack, S. L. (2005). The role, use and activation of strong and weak network ties: A qualitative analysis. *Journal of Management studies*, 42(6), 1233-1259.
- Jack, S. L. (2010). Approaches to studying networks: Implications and outcomes. *Journal of Business Venturing*, 25(1), 120-137.
- Jack, S. L., Moulton, S., Anderson, A. R., & Dodd, S. (2010). An entrepreneurial network evolving: Patterns of change. *International Small Business Journal*, 28(4), 315-337.
- Jick, T. D. (1979). Mixing qualitative and quantitative methods: Triangulation in action. *Administrative Science Quarterly*, 24(4), 602-611.
- Jung, C. (1938). Die Beziehungen zwischen dem Ich und dem Unbewußten.
- Kahneman, D. (2011). *Thinking, fast and slow*. New York, NY: Macmillan.
- Kahneman, D., & Klein, G. (2009). Conditions for intuitive expertise: A failure to disagree. *American Psychologist*, 64(6), 515.
- Kalinic, I., Sarasvathy, S. D., & Forza, C. (2014). 'Expect the unexpected': Implications of effectual logic on the internationalization process. *International Business Review*, 23(3), 635-647.
- Karlsson, T., & Honig, B. (2009). Judging a business by its cover: An institutional perspective on new ventures and the business plan. *Journal of Business Venturing*, 24(1), 27-45.
- Karri, R., & Goel, S. (2008). Effectuation and over-trust: Response to Sarasvathy and Dew. *Entrepreneurship Theory and Practice*, 32(4), 739-748.
- Kazanjian, R. K. (1988). Relation of Dominant Problems to Stages of Growth in Technology-Based New Ventures. *The Academy of Management Journal*, 31(2), 257-279.
- Keating, A., Geiger, S., & McLoughlin, D. (2014). Riding the practice waves: Social resourcing practices during new venture development. *Entrepreneurship Theory and Practice*, 38(5), 1207-1235.
- Khatri, N., & Ng, H. A. (2000). The role of intuition in strategic decision making. *Human Relations*, 53(1), 57-86.
- Kilduff, M., & Brass, D. J. (2010). Organizational social network research: Core ideas and key debates. *The Academy of Management Annals*, 4(1), 317-357.
- Kilduff, M., & Tsai, W. (2003). *Social networks and organizations*. London, UK: Sage.

- Kim, P., & Aldrich, H. (2005). *Social capital and entrepreneurship*. Boston, MA: Now Publishers.
- Klyver, K., Evald, M. R., & Hindle, K. (2011). Social networks and new venture creation: the dark side of networks. In K. Hindle & K. Klyver (Eds.), *Handbook of research on new venture creation* (pp. 145-159). Northampton, MA, USA: Edgar Elgar Publishing.
- Knight, F. H. (1921). *The place of profit and uncertainty in economic theory*. New York, NY: Houghton Mifflin.
- Krieshok, T. S., Black, M. D., & McKay, R. A. (2009). Career decision making: The limits of rationality and the abundance of non-conscious processes. *Journal of Vocational Behavior*, 75(3), 275-290.
- Krueger, N. F. (2007). What lies beneath? The experiential essence of entrepreneurial thinking. *Entrepreneurship Theory and Practice*, 31(1), 123-138.
- Kuechle, G., Boulu-Reshef, B., & Carr, S. D. (2016). Prediction-and control-based strategies in entrepreneurship: The role of information. *Strategic Entrepreneurship Journal*, 10(1), 43-64.
- Kuwabara, K., Hildebrand, C., & Zou, X. (2016). Lay theories of networking: How laypeople's beliefs about networks affect their attitudes and engagement toward instrumental networking. *Academy of Management Review*. Published online before print.
- Lackeus, M., & Williams Middleton, K. (2015). Venture creation programs: bridging entrepreneurship education and technology transfer. *Education+ Training*, 57(1), 48-73.
- Landis, B. (2015). Personality and social networks in organizations: A review and future directions. *Journal of Organizational Behavior*, 37(1), 107-121.
- Langley, A. (1999). Strategies for theorizing from process data. *Academy of Management Review*, 24(4), 691-710.
- Larson, A. (1992). Network dyads in entrepreneurial settings: A study of the governance of exchange Relationships. *Administrative Science Quarterly*, 37(1), 76-104.
- Larson, A., & Starr, J. A. (1993). A network model of organization formation. *Entrepreneurship Theory and Practice*, 17(2), 5-15.
- Laursen, K., & Salter, A. (2006). Open for innovation: the role of openness in explaining innovation performance among UK manufacturing firms. *Strategic Management Journal*, 27(2), 131-150.
- Leiponen, A., & Helfat, C. E. (2010). Innovation objectives, knowledge sources, and the benefits of breadth. *Strategic Management Journal*, 31(2), 224-236.
- Levine, S. S., & Kurzban, R. (2006). Explaining clustering in social networks: Towards an evolutionary theory of cascading benefits. *Managerial and Decision Economics*, 27(2-3), 173-187.
- Leybourne, S., & Sadler-Smith, E. (2006). The role of intuition and improvisation in project management. *International Journal of Project Management*, 24(6), 483-492.
- Lieberman, M. D. (2000). Intuition: a social cognitive neuroscience approach. *Psychological bulletin*, 126(1), 109-137.

- Lieberman, M. D. (2007). Social cognitive neuroscience: a review of core processes. *Annu. Rev. Psychol.*, 58, 259-289.
- Liss, M., Mailloux, J., & Erchull, M. J. (2008). The relationships between sensory processing sensitivity, alexithymia, autism, depression, and anxiety. *Personality and Individual Differences*, 45(3), 255-259.
- Liss, M., Timmel, L., Baxley, K., & Killingsworth, P. (2005). Sensory processing sensitivity and its relation to parental bonding, anxiety, and depression. *Personality and Individual Differences*, 39(8), 1429-1439.
- Lord, R., Dinh, J., & Hoffman, E. (2015). A quantum approach to time and organizational change. *Academy of Management Review*, 40(2), 263-290.
- Louis, M. R., & Sutton, R. I. (1991). Switching cognitive gears: From habits of mind to active thinking. *Human Relations*, 44(1), 55-76.
- Maggitti, P. G., Smith, K. G., & Katila, R. (2013). The complex search process of invention. *Research Policy*, 42(1), 90-100.
- March, J. G. (1978). Bounded rationality, ambiguity, and the engineering of choice. *The Bell Journal of Economics*, 587-608.
- March, J. G. (1991). Exploration and exploitation in organizational learning. *Organization Science*, 2(1), 71-87.
- Mariotti, F., & Delbridge, R. (2012). Overcoming network overload and redundancy in interorganizational networks: The roles of potential and latent ties. *Organization Science*, 23(2), 511-528.
- Martinez, M. A., & Aldrich, H. E. (2011). Networking strategies for entrepreneurs: balancing cohesion and diversity. *International Journal of Entrepreneurial Behavior & Research*, 17(1), 7-38.
- Marton, F., Fensham, P., & Chaiklin, S. (1994). A Nobel's eye view of scientific intuition: discussions with the Nobel prize-winners in physics, chemistry and medicine (1970-86). *International Journal of Science Education*, 16(4), 457-473.
- McKelvie, A., Haynie, J. M., & Gustavsson, V. (2011). Unpacking the uncertainty construct: Implications for entrepreneurial action. *Journal of Business Venturing*, 26(3), 273-292.
- McMullen, J. S., & Shepherd, D. A. (2006). Entrepreneurial action and the role of uncertainty in the theory of the entrepreneur. *Academy of Management Review*, 31(1), 132-152.
- McPherson, M., Smith-Lovin, L., & Cook, J. M. (2001). Birds of a feather: Homophily in social networks. *Annual Review of Sociology*, 415-444.
- Menon, T., & Smith, E. B. (2014). Identities in flux: Cognitive network activation in times of change. *Social Science Research*, 45, 117-130.
- Miles, A., & Sadler-Smith, E. (2014). "With recruitment I always feel I need to listen to my gut": the role of intuition in employee selection. *Personnel Review*, 43(4), 606-627.
- Miller, C. C., & Ireland, R. D. (2005). Intuition in strategic decision making: friend or foe in the fast-paced 21st century? *The Academy of Management Executive*, 19(1), 19-30.

- Miller, K. D. (2007). Risk and rationality in entrepreneurial processes. *Strategic Entrepreneurship Journal*, 1(1-2), 57-74.
- Milliken, F. J. (1987). Three types of perceived uncertainty about the environment: State, effect, and response uncertainty. *Academy of Management Review*, 133-143.
- Mitchell, J. R., Friga, P. N., & Mitchell, R. K. (2005). Untangling the intuition mess: Intuition as a construct in entrepreneurship research. *Entrepreneurship Theory and Practice*, 29(6), 653-679.
- Nebus, J. (2006). Building collegial information networks: A theory of advice network generation. *Academy of Management Review*, 31(3), 615-637.
- Neisser, U. (1963). The multiplicity of thought*. *British Journal of Psychology*, 54(1), 1-14.
- Newbert, S. L., Tornikoski, E. T., & Quigley, N. R. (2013). Exploring the evolution of supporter networks in the creation of new organizations. *Journal of Business Venturing*, 28(2), 281-298.
- Noy, C. (2008). Sampling knowledge: The hermeneutics of snowball sampling in qualitative research. *International Journal of Social Research Methodology*, 11(4), 327-344.
- Obstfeld, D. (2005). Social networks, the tertius iungens orientation, and involvement in innovation. *Administrative Science Quarterly*, 50(1), 100-130.
- Ohanian, A. (Producer). (2014). From PlayStation to Y combinator: The Reddit origin story, Part 2. *American Express Open Forum*. Retrieved from <https://www.americanexpress.com/us/small-business/openforum/articles/from-playstation-to-y-combinator-the-reddit-origin-story-part-2-1/>
- Okhuysen, G., & Bonardi, J.-P. (2011). The challenges of building theory by combining lenses. *Academy of Management Review*, 36(1), 6-11.
- Osgood, C. E. (1960). The cross-cultural generality of visual-verbal synesthetic tendencies. *Behavioral Science*, 5(2), 146-169.
- Owens, B. P., Baker, W. E., Sumpter, D. M., & Cameron, K. S. (2016). Relational energy at work: Implications for job engagement and job performance. *Journal of Applied Psychology*, 101(1), 35-49.
- Ozcan, P., & Eisenhardt, K. M. (2009). Origin of alliance portfolios: Entrepreneurs, network strategies, and firm performance. *Academy of Management Journal*, 52(2), 246-279.
- Perry, J. T., Chandler, G. N., & Markova, G. (2011). Entrepreneurial effectuation: A review and suggestions for future research. *Entrepreneurship Theory and Practice*, 36(4), 837-861.
- Petitmengin, C. (2014). 14 Researching the microdynamics of intuitive experience. In M. Sinclair (Ed.), *Handbook of Research Methods on Intuition* (pp. 188-198). Cheltenham, UK: Edward Elgar.
- Phillips, N., Tracey, P., & Karra, N. (2013). Building entrepreneurial tie portfolios through strategic homophily: The role of narrative identity work in venture creation and early growth. *Journal of Business Venturing*, 28(1), 134-150.

- Podoyntsyna, K., Van der Bij, H., & Song, M. (2012). The role of mixed emotions in the risk perception of novice and serial entrepreneurs. *Entrepreneurship Theory and Practice*, 36(1), 115-140.
- Porter, C. M., & Woo, S. E. (2015). Untangling the networking phenomenon a dynamic psychological perspective on how and why people network. *Journal of Management*, 41(5), 1477-1500.
- Prashantham, S., & Dhanaraj, C. (2010). The dynamic influence of social capital on the international growth of new ventures. *Journal of Management Studies*, 47(6), 967-994.
- Pratt, M. G. (2008). Fitting oval pegs into round holes tensions in evaluating and publishing qualitative research in top-tier North American journals. *Organizational Research Methods*, 11(3), 481-509.
- Radin, D., & Borges, A. (2009). Intuition through time: What does the seer see? *Explore: The Journal of Science and Healing*, 5(4), 200-211.
- Rand, D. G., Greene, J. D., & Nowak, M. A. (2012). Spontaneous giving and calculated greed. *Nature*, 489(7416), 427-430.
- Rand, D. G., Greene, J. D., & Nowak, M. A. (2013). Rand et al. reply. *Nature*, 498(7452), E2-E3.
- Read, S., Sarasvathy, S., Dew, N., & Wiltbank, R. (2016). Response to Arend et al: Co-creating effectual entrepreneurship research. *Academy of Management Review*, 41(3), 528-536.
- Reeve, C. (2007). Cognitive abilities. In S. Rogelberg (Ed.), *Encyclopedia of Industrial and Organizational Psychology* (pp. 77-80). Thousand Oaks, CA: Sage Publications.
- Reuber, A. R., Fischer, E., & Coviello, N. (2016). Deepening the dialogue: New directions for the evolution of effectuation theory. *Academy of Management Review*, 41(3), 536-540.
- Riddle, L. A., & Gillespie, K. (2003). Information sources for new ventures in the Turkish clothing export industry. *Small Business Economics*, 20(1), 105-120.
- Rogan, M., & Sorenson, O. (2014). Picking a (poor) partner: A relational perspective on acquisitions. *Administrative Science Quarterly*, 59(2), 301-329.
- Ruef, M., Aldrich, H. E., & Carter, N. M. (2003). The structure of founding teams: Homophily, strong ties, and isolation among US entrepreneurs. *American Sociological Review*, 68(2), 195-222.
- Sadler-Smith, E. (2004). Cognitive style and the management of small and medium-sized enterprises. *Organization Studies*, 25(2), 155-181.
- Sadler-Smith, E. (2008). The role of intuition in collective learning and the development of shared meaning. *Advances in Developing Human Resources*, 10(4), 494-508.
- Sadler-Smith, E. (2016a). The role of intuition in entrepreneurship and business venturing decisions. *European Journal of Work and Organizational Psychology*, 25(2), 212-225.
- Sadler-Smith, E. (2016b). 'What happens when you intuit?' Understanding human resource practitioners' subjective experience of intuition through a novel linguistic method. *Human Relations*, 69(5), 1069-1093.

- Sadler-Smith, E., & Burke, L. A. (2009). Fostering intuition in management education activities and resources. *Journal of Management Education*, 33(2), 239-262.
- Sadler-Smith, E., & Shefy, E. (2007). Developing intuitive awareness in management education. *Academy of Management Learning & Education*, 6(2), 186-205.
- Saggurthi, S., & Thakur, M. (2016). Usefulness of uselessness: A case for negative capability in management. *Academy of Management Learning & Education*, 15(1), 180-193.
- Salas, E., Rosen, M. A., & DiazGranados, D. (2009). Expertise-based intuition and decision making in organizations. *Journal of Management*, 36(4), 941-973.
- Sanchez-Burks, J., Bartel, C. A., Rees, L., & Huy, Q. (2016). Assessing collective affect recognition via the Emotional Aperture Measure. *Cognition and Emotion*, 30(1), 117-133.
- Sanchez-Burks, J., & Huy, Q. N. (2009). Emotional aperture and strategic change: The accurate recognition of collective emotions. *Organization Science*, 20(1), 22-34.
- Sandberg, J., & Tsoukas, H. (2011). Grasping the logic of practice: Theorizing through practical rationality. *Academy of Management Review*, 36(2), 338-360.
- Sarason, Y., Dean, T., & Dillard, J. F. (2006). Entrepreneurship as the nexus of individual and opportunity: A structuration view. *Journal of Business Venturing*, 21(3), 286-305.
- Sarasvathy, S. (2001). Causation and effectuation: Toward a theoretical shift from economic inevitability to entrepreneurial contingency. *Academy of Management Review*, 26(2), 243-263.
- Sarasvathy, S. (2008). *Effectuation: Elements of entrepreneurial expertise*. Cheltenham, UK: Edward Elgar Publishing.
- Sarasvathy, S., & Dew, N. (2003). *Effectual Networks: A pre-commitment approach to bridging the gap between opportunism and trust*. Paper presented at the AOM meeting in Seattle. University of Maryland and University of Virginia.
- Sarasvathy, S., & Dew, N. (2005). New market creation through transformation. *Journal of Evolutionary Economics*, 15(5), 533-565.
- Sarasvathy, S., & Dew, N. (2008). Effectuation and over-trust: Debating Goel and Karri. *Entrepreneurship Theory and Practice*, 32(4), 727-737.
- Saxton, T., Wesley, C. L., & Saxton, M. K. (2016). Venture advocate behaviors and the emerging enterprise. *Strategic Entrepreneurship Journal*, 10(1), 107-125.
- Scharmer, C. O. (2009). *Theory U: Learning from the future as it emerges*. San Francisco, CA: Berrett-Koehler Publishers.
- Schultze, U. (2000). A confessional account of an ethnography about knowledge work. *MIS quarterly*, 24(1), 3-41.
- Shah, N. P., Cross, R., & Levin, D. Z. (2015). Performance benefits from providing assistance in networks relationships that generate learning. *Journal of Management*, 1-33.
- Shah, S. K., & Tripsas, M. (2007). The accidental entrepreneur: The emergent and collective process of user entrepreneurship. *Strategic Entrepreneurship Journal*, 1(1-2), 123-140.

- Shepherd, D. A. (2015). Party On! A call for entrepreneurship research that is more interactive, activity based, cognitively hot, compassionate, and prosocial. *Journal of Business Venturing*, 30(4), 489-507.
- Shepherd, D. A., & Suddaby, R. (2017). Theory building: A review and integration. *Journal of Management*, 43(1), 59-86.
- Shepherd, D. A., Williams, T. A., & Patzelt, H. (2015). Thinking about entrepreneurial decision making: Review and research agenda. *Journal of Management*, 41(1), 11-46.
- Shipilov, A., Gulati, R., Kilduff, M., Li, S., & Tsai, W. (2014). Relational pluralism within and between organizations. *Academy of Management Journal*, 57(2), 449-459.
- Shipilov, A., Labianca, G., Kalnysh, V., & Kalnysh, Y. (2014). Network-building behavioral tendencies, range, and promotion speed. *Social Networks*, 39, 71-83.
- Simon, H. A. (1979). Information processing models of cognition. *Annual review of psychology*, 30(1), 363-396.
- Simon, H. A. (1987). Making management decisions: The role of intuition and emotion. *The Academy of Management Executive* 1(1), 57-64.
- Simon, H. A. (1993). Altruism and economics. *The American Economic Review*, 156-161.
- Sinclair, M. (2010). Misconceptions about intuition. *Psychological Inquiry*, 21(4), 378-386.
- Sinclair, M. (2011). 1 An integrated framework of intuition. In M. Sinclair (Ed.), *Handbook of Intuition research* (pp. 3-17). Cheltenham, UK: Edward Elgar.
- Sinclair, M., Ashkanasy, N. M., Chattopadhyay, P., & Boyle, M. V. (2002). Determinants of intuitive decision making. *Managing emotions in the workplace*, 143-163.
- Sloman, A. (1971). Interactions between philosophy and artificial intelligence: The role of intuition and non-logical reasoning in intelligence. *Artificial Intelligence*, 2(3-4), 209-225.
- Slotte-Kock, S., & Coviello, N. (2010). Entrepreneurship research on network processes: a review and ways forward. *Entrepreneurship Theory and Practice*, 34(1), 31-57.
- Smith, E. B., Menon, T., & Thompson, L. (2012). Status differences in the cognitive activation of social networks. *Organization Science*, 23(1), 67-82.
- Smolewska, K. A., McCabe, S. B., & Woody, E. Z. (2006). A psychometric evaluation of the Highly Sensitive Person Scale: The components of sensory-processing sensitivity and their relation to the BIS/BAS and "Big Five". *Personality and Individual Differences*, 40(6), 1269-1279.
- Sonenshein, S. (2007). The role of construction, intuition, and justification in responding to ethical issues at work: The sensemaking-intuition model. *Academy of Management Review*, 32(4), 1022-1040.
- Souitaris, V., & Zerbinati, S. (2014). How do corporate venture capitalists do deals? An exploration of corporate investment practices. *Strategic Entrepreneurship Journal*, 8(4), 321-348.
- Stam, W. (2010). Industry event participation and network brokerage among entrepreneurial ventures. *Journal of Management Studies*, 47(4), 625-653.

- Stam, W., Arzlanian, S., & Elfring, T. (2014). Social capital of entrepreneurs and small firm performance: A meta-analysis of contextual and methodological moderators. *Journal of Business Venturing, 29*(1), 152-173.
- Stinchcombe, A. L. (1965). *Social structure and organizations*. Chicago, IL: Rand McNally.
- Strick, M., van Noorden, T. H., Ritskes, R. R., de Ruiter, J. R., & Dijksterhuis, A. (2012). Zen meditation and access to information in the unconscious. *Consciousness and cognition, 21*(3), 1476-1481.
- Stuart, T. E., & Sorenson, O. (2007). Strategic networks and entrepreneurial ventures. *Strategic Entrepreneurship Journal, 1*, 211-227.
- Sydow, J. (2004). Network development by means of network evaluation? Explorative insights from a case in the financial services industry. *Human Relations, 57*(2), 201-220.
- Sydow, J., & Windeler, A. (1998). Organizing and evaluating interfirm networks: A structurationist perspective on network processes and effectiveness. *Organization Science, 9*(3), 265-284.
- Tasselli, S., Kilduff, M., & Menges, J. I. (2015). The microfoundations of organizational social networks a review and an agenda for future research. *Journal of Management, 41*(5), 1361-1387.
- Timmermans, S., & Tavory, I. (2012). Theory construction in qualitative research from grounded theory to abductive analysis. *Sociological Theory, 30*(3), 167-186.
- Tocher, N., Oswald, S. L., & Hall, D. J. (2015). Proposing social resources as the fundamental catalyst toward opportunity creation. *Strategic Entrepreneurship Journal, 9*(2), 119-135.
- Tomasino, D. E. (2011). 21 The heart in intuition: Tools for cultivating intuitive intelligence. In M. Sinclair (Ed.), *Handbook of Intuition Research* (pp. 247-260). Cheltenham, UK: Edward Elgar.
- Tsai, W. (2001). Knowledge transfer in intraorganizational networks: Effects of network position and absorptive capacity on business unit innovation and performance. *Academy of Management Journal, 44*(5), 996-1004.
- Tsoukas, H., & Chia, R. (2002). On organizational becoming: Rethinking organizational change. *Organization Science, 13*(5), 567-582.
- Tversky, A., & Kahneman, D. (1981). The framing of decisions and the psychology of choice. *Science, 211*(4481), 453-458.
- Ucbasaran, D., Westhead, P., Wright, M., & Flores, M. (2010). The nature of entrepreneurial experience, business failure and comparative optimism. *Journal of Business Venturing, 25*(6), 541-555.
- Undén, A.-L., Orth-Gomér, K., & Elofsson, S. (1991). Cardiovascular effects of social support in the work place: twenty-four-hour ECG monitoring of men and women. *Psychosomatic Medicine, 53*(1), 50-60.
- Uy, M. A., Foo, M.-D., & Aguinis, H. (2010). Using experience sampling methodology to advance entrepreneurship theory and research. *Organizational Research Methods, 13*(1), 31-54.

- Van Burg, E., Berends, H., & Raaij, E. M. (2014). Framing and interorganizational knowledge transfer: A process study of collaborative innovation in the aircraft industry. *Journal of Management Studies*, 51(3), 349-378.
- Van de Ven, A. H., Sapienza, H. J., & Villanueva, J. (2007). Entrepreneurial pursuits of self-and collective interests. *Strategic Entrepreneurship Journal*, 1(3-4), 353-370.
- Van Dierendonck, D. (2011). Servant leadership: A review and synthesis. *Journal of Management*, 37(4), 1228-1261.
- Van Dierendonck, D., & Heeren, I. (2006). Toward a research model of servant-leadership. *The International Journal of Servant-Leadership*, 2(1), 147-164.
- Van Gelderen, M. (2013). *Giving and Taking in Networking*. Working Paper. Amsterdam. Retrieved from http://www.enterprisingcompetencies.com/uploads/1/5/9/7/15971972/networking_2013.pdf
- Vaughan, F. E. (1979). *Awakening intuition*. Oxford, UK: Anchor Press.
- Venkataraman, S., Sarasvathy, S. D., Dew, N., & Forster, W. R. (2012). Reflections on the 2010 AMR decade award: Whither the promise? Moving forward with entrepreneurship as a science of the artificial. *Academy of Management Review*, 37(1), 21-33.
- Vissa, B. (2011). A matching theory of entrepreneurs' tie formation intentions and initiation of economic exchange. *Academy of Management Journal*, 54(1), 137-158.
- Vissa, B. (2012). Agency in action: Entrepreneurs' networking style and initiation of economic exchange. *Organization Science*, 23(2), 492-510.
- Vissa, B., & Bhagavatula, S. (2012). The causes and consequences of churn in entrepreneurs' personal networks. *Strategic Entrepreneurship Journal*, 6(3), 273-289.
- Waller, M. J., Okhuysen, G. A., & Saghafian, M. (2016). Conceptualizing emergent states: A strategy to advance the study of group dynamics. *The Academy of Management Annals*, 10(1), 561-598.
- Weber, L., & Mayer, K. (2014). Transaction cost economics and the cognitive perspective: Investigating the sources and governance of interpretive uncertainty. *Academy of Management Review*, 39(3), 344-363.
- Weick, K. E. (1979). *The social psychology of organizing*. New York, NY: Random House Publishers.
- Weick, K. E. (2003). Theory and practice in the real world. In C. Knudsen & H. Tsoukas (Eds.), *The Oxford handbook of organization theory* (pp. 453-475).
- Weiss, R. S. (1994). *Learning from strangers: The art and method of qualitative interview studies*. New York, NY: Free Press Inc.
- Welter, C., Mauer, R., & Wuebker, R. J. (2016). Bridging behavioral models and theoretical concepts: effectuation and bricolage in the opportunity creation framework. *Strategic Entrepreneurship Journal*, 10(1), 5-20.
- Whetten, D. A. (1989). What constitutes a theoretical contribution? *Academy of Management Review*, 14(4), 490-495.

- Williams, T. A., & Shepherd, D. A. (2017). Mixed method social network analysis combining inductive concept development, content analysis, and secondary data for quantitative analysis. *Organizational Research Methods, 20*(2), 1-31.
- Wilson, T. D., & Schooler, J. W. (1991). Thinking too much: introspection can reduce the quality of preferences and decisions. *Journal of Personality and Social Psychology, 60*(2), 181.
- Wiltbank, R., Dew, N., Read, S., & Sarasvathy, S. (2006). What to do next? The case for non-predictive strategy. *Strategic Management Journal, 27*(10), 981-998.
- Wolff, H.-G., & Moser, K. (2009). Effects of networking on career success: a longitudinal study. *Journal of Applied Psychology, 94*(1), 196.
- Xiao, Z., & Tsui, A. S. (2007). When brokers may not work: The cultural contingency of social capital in Chinese high-tech firms. *Administrative Science Quarterly, 52*(1), 1-31.
- Yanow, D., & Tsoukas, H. (2009). What is reflection-in-action? A phenomenological account. *Journal of Management Studies, 46*(8), 1339-1364.
- Yin, R. (1994). *Case study research: Design and methods* Beverly Hills, CA: Sage Publishing.
- York, J. G., O'Neil, I., & Sarasvathy, S. D. (2016). Exploring environmental entrepreneurship: identity coupling, venture goals, and stakeholder incentives. *Journal of Management Studies, 53*(5), 695-737.
- Zott, C., & Huy, Q. N. (2007). How entrepreneurs use symbolic management to acquire resources. *Administrative Science Quarterly, 52*(1), 70-105.