

---

## Acknowledgements

---

The editor and publishers wish to thank the authors and the following publishers who have kindly given permission for the use of copyright material.

Academy of Management via the Copyright Clearance Center's RightsLink service for articles: Dean A. Shepherd, Evan J. Douglas and Jason R. Fitzsimmons (2008), 'MBA Admission Criteria and an Entrepreneurial Mind-Set: Evidence from "Western" Style MBAs in India and Thailand', *Academy of Management Learning and Education*, **7** (2), June, 158–72; Dean A. Shepherd, Holger Patzelt and Robert A. Baron (2013), "'I Care about Nature, but...": Disengaging Values in Assessing Opportunities that Cause Harm', *Academy of Management Journal*, **56** (5), October, 1251–73.

Blackwell Publishing Ltd for articles: Dean A. Shepherd and Andrew Zacharakis (2000), 'Structuring Family Business Succession: An Analysis of the Future Leader's Decision Making', *Entrepreneurship Theory and Practice*, **24** (4), Summer, 25–39; Evan J. Douglas and Dean A. Shepherd (2002), 'Self-Employment as a Career Choice: Attitudes, Entrepreneurial Intentions, and Utility Maximization', *Entrepreneurship Theory and Practice*, **26** (3), Spring, 81–90; Jeffery S. McMullen and Dean A. Shepherd (2006), 'Encouraging Consensus-Challenging Research in Universities', *Journal of Management Studies*, **43** (8), December, 1643–69; Volker Bruns, Daniel V. Holland, Dean A. Shepherd and Johan Wiklund (2008), 'The Role of Human Capital in Loan Officers' Decision Policies', *Entrepreneurship Theory and Practice*, **32** (3), May, 485–506; Holger Patzelt and Dean A. Shepherd (2008), 'The Decision to Persist with Underperforming Alliances: The Role of Trust and Control', *Journal of Management Studies*, **45** (7), November, 1217–43; Holger Patzelt and Dean A. Shepherd (2009), 'Strategic Entrepreneurship at Universities: Academic Entrepreneurs' Assessment of Policy Programs', *Entrepreneurship Theory and Practice*, **33** (1), January, 319–40; J. Michael Haynie, Dean A. Shepherd and Jeffery S. McMullen (2009), 'An Opportunity for Me? The Role of Resources in Opportunity Evaluation Decisions', *Journal of Management Studies*, **46** (3), May, 337–61; J. Robert Mitchell, Dean A. Shepherd and Mark P. Sharfman (2011), 'Erratic Strategic Decisions: When and Why Managers are Inconsistent in Strategic Decision Making', *Strategic Management Journal*, **32** (7), July, 683–704; J. Michael Haynie, Dean A. Shepherd and Holger Patzelt (2012), 'Cognitive Adaptability and an Entrepreneurial Task: The Role of Metacognitive Ability and Feedback', *Entrepreneurship Theory and Practice*, **36** (2), March, 237–65; J. Robert Mitchell and Dean A. Shepherd (2012), 'Capability Development and Decision Incongruence in Strategic Opportunity Pursuit', *Strategic Entrepreneurship Journal*, **6** (4), December, 355–81; Daniel V. Holland and Dean A. Shepherd (2013), 'Deciding to Persist: Adversity, Values, and Entrepreneurs' Decision Policies', *Entrepreneurship Theory and Practice*, **37** (2), March, 331–58; Anja Klaukien, Dean A. Shepherd and Holger Patzelt (2013), 'Passion for Work, Nonwork-Related Excitement, and Innovation Managers' Decision

to Exploit New Product Opportunities', *Journal of Product Innovation Management*, **30** (3), May, 574–88; Judith Behrens, Holger Ernst and Dean A. Shepherd (2014), 'The Decision to Exploit an R&D Project: Divergent Thinking across Middle and Senior Managers', *Journal of Product Innovation Management*, **31** (1), January, 144–58.

Elsevier Ltd for articles: Andrew L. Zacharakis and Dean A. Shepherd (2001), 'The Nature of Information and Overconfidence on Venture Capitalists' Decision Making', *Journal of Business Venturing*, **16** (4), July, 311–32; Ethel Brundin, Holger Patzelt and Dean A. Shepherd (2008), 'Managers' Emotional Displays and Employees' Willingness to Act Entrepreneurially', *Journal of Business Venturing*, **23** (2), March, 221–43; Dawn R. DeTienne, Dean A. Shepherd and Julio O. De Castro (2008), 'The Fallacy of "Only the Strong Survive": The Effects of Extrinsic Motivation on the Persistence Decisions for Under-Performing Firms', *Journal of Business Venturing*, **23** (5), September, 528–46; J. Robert Mitchell and Dean A. Shepherd (2010), 'To Thine Own Self be True: Images of Self, Images of Opportunity, and Entrepreneurial Action', *Journal of Business Venturing*, **25** (1), January, 138–54.

Institute for Operations Research and the Management Sciences (INFORMS) for article: Dean A. Shepherd (1999), 'Venture Capitalists' Assessment of New Venture Survival', *Management Science*, **45** (5), May, 621–32.

Palgrave Macmillan Ltd via the Copyright Clearance Center's RightsLink service for article: Andrew L. Zacharakis, Jeffery S. McMullen and Dean A. Shepherd (2007), 'Venture Capitalists' Decision Policies across Three Countries: An Institutional Theory Perspective', *Journal of International Business Studies*, **38** (5), September, 691–708.

Sage Publications for article: Young Rok Choi and Dean A. Shepherd (2004), 'Entrepreneurs' Decisions to Exploit Opportunities', *Journal of Management*, **30** (3), June, 377–95.

Taylor & Francis Ltd ([www.tandfonline.com](http://www.tandfonline.com)) for article: Dean A. Shepherd and Andrew Zacharakis (1999), 'Conjoint Analysis: A New Methodological Approach for Researching the Decision Policies of Venture Capitalists', *Venture Capital: An International Journal of Entrepreneurial Finance*, **1** (3), 197–217.

Every effort has been made to trace all the copyright holders but if any have been inadvertently overlooked the publishers will be pleased to make the necessary arrangement at the first opportunity.