Rebels with a Cause:
The Revolutionary Attitudes, Behaviors, and Cognition of Entrepreneurs

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Manuscripts Deadline: August 31, 2016

Either by introducing pioneering products and path-breaking processes, or by steadily implementing incremental changes that collectively capsize the status quo over time, entrepreneurs help transform the world. These groundbreaking entrepreneurial activities spring from attitudes, behaviors, and cognition that enable entrepreneurs to not only imagine the future, but also to create it. The aim of this special issue is to examine these particular facets of the human and social dynamics of entrepreneurship in order to shed light on the unique ingenuity and astuteness of entrepreneurs.

Scholars such as Mitchell et al. (2002) maintain that entrepreneurs think differently, yet some ambiguity still surrounds the nature and genesis of the entrepreneur’s cognitive differences. Grégoire et al. (2011) call for investigations into whether this unique cognitive ability arises from events and factors prior to entrepreneurship or from the experience of entrepreneurship itself. They also pose the question of whether the underlying causes are individual/idiosyncratic or external/generic. Furthermore, the complex linkages between attitudes, behaviors, and cognition are reflected in the fact that two of the three components of attitudes – beliefs and intentions to act - are related to cognition and behavior, respectively (Kothandapani, 1971). Thus, these intricate and possibly recursive and non-linear relationships may provide fertile ground for investigating how and why entrepreneurs are able to perceive and execute what others view as improbable.

Accordingly, we seek papers that break new ground in shedding insights into not only the distinctive characteristics of entrepreneurial attitudes, behaviors, and cognition, but how, when and why these distinctions can lead to radical and pervasive change. Following Grégoire et al. (2011), thoughtful examination of cognitive structures such as scripts, schemas, and knowledge structures (Corbett & Hmieleski, 2007) as well as representations, perceptions, and emotions would be welcomed. Also, work with a process orientation that focuses on entrepreneur-environment interactions (Corbett, Neck & DeTienne, 2007), and acknowledges the importance of context in the interplay between mind, environment, and action (Wood, McKelvie and Haynie, 2014; Mitchell, Randolph-Seng and Mitchell, 2011; Shelton, 2010) could advance the understanding of sense-
making, effectuation, bricolage, embodied/situated cognition, and related topics. Other areas of interest include the role of various dimensions of the entrepreneurial personality; modes of cognitive processing, belief formation, decision-making and heuristics; metacognitive awareness and agentic and communal forms of behavior in facilitating entrepreneurial inventiveness.

Studies at a variety of levels – individual, team, organizational, national, and societal – can generate new revelations on the ability of entrepreneurs to foster revolutionary change. Conceptual, quantitative, and qualitative papers will be considered as well as a variety of approaches and perspectives, including but not limited to:

- Social cognitive theory
- Behavioral economics
- Institutional theory
- Social learning theory
- The theory of planned behavior
- Social capital theory
- Social constructivist perspective

Similarly, a wide variety of contexts are of interest, including but not limited to:

- Corporate entrepreneurship and intrapreneuring
- Ethnic, minority, and immigrant entrepreneurship
- Family business and the impact of kinship dynamics
- High technology and knowledge-intensive entrepreneurship
- International and multi-cultural entrepreneurship
- Social and sustainable entrepreneurship
- Women’s entrepreneurship and the impact of gender

Indicative and illustrative questions that might energize investigations include:

- Does shared team cognition lead to superior opportunities through the development of more products, multiple business modes or accelerated international development?
- What role does socially situated cognition play in the emergence of new organizations and markets?
- Given the recursive nature of institutions, institutional change, and entrepreneurial behavior, when does entrepreneurial behavior trigger institutional change?
- Does an entrepreneurial mindset engender transformation through proactive persuasion of markets (i.e., customers) or through reactive response to latent demand signals?
- What are the critical antecedents of novel entrepreneurial cognitions and behaviors that lead to positive venture outcomes in the face of environmental barriers and constraints, such as social stratification, incumbent retaliation, or resource scarcity?

Submissions should be prepared according to IJEBR guidelines and submitted via Manuscript Central (http://mc.manuscriptcentral.com/ijebr) between July 1 and August 31, 2016. When submitting, be sure to indicate that the submission is for the special issue: Rebels with a Cause: The Revolutionary Attitudes, Behaviors and Cognition of Entrepreneurs. Questions regarding the Special Issue may be addressed to one of the Special Issue editors.
As this special issue is being developed in collaboration with USASBE all manuscripts that receive an invitation to revise and resubmit must send at least one author to the USASBE meeting in Philadelphia in January 2017. The timeline for the issue is as follows:

- **August 31, 2016** – Deadline for submission of papers. Authors who receive a revise and resubmit must agree to attend the USASBE conference and present in a special section of the conference.
- **October 31, 2016** – Authors notified of initial revise and resubmit decisions. At least one author of each paper must be available to present at the USASBE 2017 Conference in Philadelphia.
- **January 2017** – USASBE Conference - Special sessions will be held for paper presentations. Other sessions will be minimized to enhance attendance and effective feedback. Authors must be present at USASBE to continue on in the review process.
- **February 28, 2017** – Article revisions due.
- **May 31, 2017** – Final revisions due.
- **June 30, 2017** – Final decisions made on accepted manuscripts.

**References**


