



**35th BABSON COLLEGE
ENTREPRENEURSHIP
RESEARCH CONFERENCE**

and

DOCTORAL CONSORTIUM

*Driving Entrepreneurial Research
for 35 Years
Igniting the Future*

June 10-13, 2015



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**2015 BABSON COLLEGE
ENTREPRENEURSHIP
RESEARCH CONFERENCE**

SCHEDULE

2015 BCERC & DOCTORAL CONSORTIUM PROGRAM SCHEDULE - June 10 - June 13, 2015

*The Arthur M. Blank Center for Entrepreneurship
BCERC Diamond Sponsor & Doctoral Consortium Scholarship Supporter*

*The Whitman School of Management, Syracuse University
BCERC Gold Sponsor & Doctoral Consortium Scholarship Supporter*

BCERC Conference Sessions being held at The Verve Crowne Plaza Hotel in Natick, MA, USA

Wednesday, June 10, 2015

**Conference Registration held at
The Verve Crowne Plaza Hotel Natick**

1:00 - 6:00 pm Registration - BCERC
The Verve Crowne Plaza

7:00 - 9:45 pm Opening Reception
*The Verve Crowne Plaza,
Stardust Plaza*

**Doctoral Consortium Program held in
The Verve Crowne Plaza, Phoenix Room**

8:00 - 10:00 am Doctoral Consortium Program

10:00 - 10:15 am Refreshment Break

10:15 - 12:15 pm Doctoral Consortium Program

12:15 - 1:30 pm Buffet Lunch

1:30 - 2:45 pm Doctoral Consortium Program

2:45 - 3:30 pm Refreshment Break

3:30 - 5:00 pm Doctoral Consortium Program

Thursday, June 11, 2015

**All conference sessions held at
The Verve Crowne Plaza Hotel Natick**

8:00 am - 5:15 pm Conference Registration
The Verve Crowne Plaza

8:30 - 9:00 am Opening Session
Constellation Room

9:00 - 9:30 am Refreshment Break

9:30 - 11:00 am Conference Sessions

11:00 - 11:30 am Refreshment Break

11:30 - 1:00 pm Conference Sessions

1:00 - 2:15 pm Buffet Lunch
Constellation Room & Stardust Plaza

2:15 - 3:15 pm Conference Sessions

3:15 - 3:45 pm Refreshment Break

3:45 - 5:15 pm Conference Sessions

6:30 pm Buses depart *The Verve Crowne Plaza
& The Hampton Inn* for
Longfellow's Wayside Inn

7:00 - 9:45 pm Evening Reception
Longfellow's Wayside Inn

9:45 pm Buses depart *Longfellow's Wayside Inn*
for *The Verve Crowne Plaza
& The Hampton Inn*

Friday, June 12, 2015

**All conference sessions held at
The Verve Crowne Plaza Hotel Natick**

8:30 - 9:30 am Interactive Paper Sessions
Constellation Room

9:30 - 10:00 am Refreshment Break

10:00 - 11:00 am Conference Sessions

11:00 - 11:30 am Refreshment Break

11:30 - 1:00 pm Conference Sessions

1:00 - 2:15 pm Buffet Lunch
Constellation Room & Stardust Plaza

1:00 - 2:15 pm Board of Reviewers Meeting
Aquarius Boardroom

2:15 - 3:15 pm Conference Sessions

3:15 - 3:45 pm Refreshment Break

3:45 - 5:15 pm Conference Sessions

6:30 pm Buses depart *The Verve Crowne Plaza
& The Hampton Inn* for
Babson College

7:00 - 9:45 pm Evening Reception & Award's Dinner
Babson College

9:45 pm Buses depart *Babson College*
for *The Verve Crowne Plaza
& The Hampton Inn*

Saturday, June 13, 2015

**All conference sessions held at
The Verve Crowne Plaza Hotel Natick**

8:30 - 10:00 am Conference Sessions
The Verve Crowne Plaza

10:00 - 10:30 am Refreshment Break

10:30 - 12:00 pm Conference Sessions

12:00 - 1:00 pm Buffet Lunch
*Constellation Room
& Stardust Plaza*

The Conference is Over

**Doctoral Consortium Program continues in
The Verve Crowne Plaza, Gemini Room**

1:00 - 3:00 pm Doctoral Consortium Program

SCHEDULE

**2015 BABSON COLLEGE ENTREPRENEURSHIP RESEARCH CONFERENCE (BCERC)
&
DOCTORAL CONSORTIUM PROGRAM**

JUNE 10-13TH, 2015

**THE ARTHUR M. BLANK CENTER FOR ENTREPRENEURSHIP, BABSON COLLEGE, MA, USA
BCERC Diamond Sponsor & Doctoral Consortium Scholarship Supporter**

**THE WHITMAN SCHOOL OF MANAGEMENT, SYRACUSE UNIVERSITY, NY, USA
BCERC Gold Sponsor & Doctoral Consortium Scholarship Supporter**

ALL CONFERENCE SESSIONS TAKE PLACE AT THE VERVE CROWNE PLAZA HOTEL, NATICK, MA, USA

WEDNESDAY, JUNE 10th, 2015

8:00 - 10:00 am	Doctoral Consortium Program - Phoenix Room
10:00 - 10:15 am	Refreshment Break - The Verve Function Hall
10:15 am - 12:15 pm	Doctoral Consortium Program - Phoenix Room
12:15 - 1:30 pm	Doctoral Consortium Program - Phoenix Room
1:30 - 2:45 pm	Doctoral Consortium Program - Phoenix Room
2:45 - 3:30 pm	Refreshment Break - The Verve Function Hall
3:30 - 5:00 pm	Doctoral Consortium Program - Phoenix Room

1:00 - 6:00 pm	REGISTRATION - BCERC - The Verve Crowne Plaza Hotel, Natick
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7:00 - 9:45 pm	WELCOME RECEPTION - The Verve Crowne Plaza Hotel, Natick, Stardust Plaza
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Conference Registration

Wednesday, June 10th: 1:00 - 6:00 pm, Thursday, June 11th and Friday, June 12th, 8:00 am - 5:15 pm - The Verve Crowne Plaza Hotel, Natick, MA

**Paper Sessions - 30 Minutes - 20 Minute Presentation: 10 Minutes Questions and Answers
Interactive Paper Sessions - 15 Minutes - 10 Minute Presentation: 5 Minutes Questions and Answers**

Please be aware that smoking is not permitted in The Verve Crowne Plaza Natick

THURSDAY, JUNE 11th

8:00 am - 5:15 pm CONFERENCE REGISTRATION - The Verve Crowne Plaza Hotel, Natick

8:30 - 9:00 am OPENING SESSION -The Verve Crowne Plaza Hotel, Natick, Constellation Room
Welcome: Andrew Zacharakis, BCERC Director, and Alfred J. Nanni, Provost, Babson College

9:00 - 9:30 am Refreshment Break - The Verve Function Hall

TIME **Room - Apollo I** **Room - Apollo II** **Room - Apollo III** **Room - Apollo IV** **Room - Gemini** **Room - Phoenix**

Session 1 **Chair: H. Aldrich** **Chair: H. Bruining** **Chair: J. Sohl** **Chair: M. Gillin** **Chair: A. Carsrud** **Chair: V. Gerasymenko**

9:30 - 10:00 am **A. Johansson, Ellonen
McKelvie & Tarkiainen** **Maissenhaelter &
Milanov** **Kier, McMullen &
Kuratko** **Oo, Rahman & N. Kim** **Brush, Balachandra,
Davis & P. Greene** **Wulf & Flatten**

*Explaining the Co-
existence of Effectuation
and Causation*

*Going Abroad to Win at
Home: New Venture
Internationalization as a
Legitimation Strategy*

*Persist or Abandon? The
Influence of Social
Pressure and Regulatory
Focus on Entrepreneurial
Escalation of Commitment*

*Understanding the
Determinants of Hybrid
Entrepreneurship*

*Venture Capital
Investing: Are Women
Entrepreneurs Perceived
as Riskier Investments?*

*Amit & Zott Revisited -
Refining the Measurement
of Business Model
Designs and their
Performance Implications*

10:00 - 10:30 am **Lomberg & Klyver** **D. R. Clark** **Rauch & Hatak** **Annink, Amorós & den
Dulk** **Owalla, Al-Ghafri,
Holmquist & Brown** **Wulf & Flatten**

*Different Strokes for
Different Folks - A Self-
Regulation Perspective on
Idea Generation*

*Entrepreneurs Going
Global: The Role of
Experience and Perceived
Knowledge in the
Selection of
Internationalization
Destinations*

*The Dark Side of
Entrepreneurship:
Applying Reinforcement
Sensitivity Theory to
Explain Entrepreneurial
Behavior*

*Can Entrepreneurs Have
a Better Work-life
Balance?: A Cross
Country Analysis*

*How are Women
Entrepreneurs Portrayed
in Media? Focus on
Kenyan and Omani
Newspapers*

*Business Model
Orientation: How can
Firms Cultivate a
Preparedness for Business
Model Change?*

10:30 - 11:00 am **Garrett, Hornsby &
Mattingly** **Bolzani & Foo** **Schjoedt & P. C. Patel** **Fischer & Mauer** **Byrne & Fattoum** **Kulins, Leonardy &
Weber**

*Opportunity Evaluation
Differences between
Corporate Entrepreneurs
and Independent
Entrepreneurs: The Effects
of Product-market
Relatedness, Risk, and
Slack Resources*

*Motivations to
Internationalize: The
Role of Entrepreneurs'
Values*

*Entrepreneurial
Performance: Does
Entrepreneurs'
Personality Moderate the
Impact of Stress?*

*Entrepreneurial
Motivation in Sustainable
Entrepreneurship: How
Motivation Factors
Impact the
Entrepreneurial Process*

*The Lenses of Gender: A
Narrative Analysis of
Succession in Family
Business*

*The Influence of Business
Model Designs on the
Performance of
Entrepreneurial Firms*

11:00 - 11:30 am Refreshment Break - The Verve Function Hall

THURSDAY, JUNE 11th

TIME	Room - Apollo I	Room - Apollo II	Room - Apollo III	Room - Apollo IV	Room - Gemini	Room - Phoenix
Session 2	Chair: J. Amorós	Chair: L. Balachandra	Chair: D. Clark	Chair: C. Hopp	Chair: S. Han	Chair: O. Sawyerr
11:30 am - 12:00 pm	B. S. Anderson, Eshima <i>Firm Growth, Strategic Adaptability, and Entrepreneurial Orientation</i>	Brush, Edelman & Manolova <i>To Pivot or Not to Pivot: Why do Nascent Ventures Change their Business Models?</i>	Le Loarne, Mangematin & Belkhouja <i>Born To Grow? The Impact of Organizational and Individual Imprinting on Growth Intention Across Gender</i>	F. Zhu, Man & Huang <i>Disentangling The Autonomy-job Satisfaction Relationship for Small Business Owner-managers: Exploring the Role of Work-life Balance and Coping Strategies</i>	Konopaski, Jack & Hamilton <i>Transgenerational Learning in Entrepreneurial Family Businesses</i>	Ortiz-Hunt & Hunt <i>Entrepreneurial Round Tripping: The Benefits of Newness and Smallness in Multi-Directional Value Creation</i>
12:00 - 12:30 pm	Balasubramanian & Yang <i>Impact of Entrepreneurial Orientation on University Performance</i>	Collewaert, Boros, Mitteness & Imhof <i>You Never Get a Second Chance to Make a First Impression: A Study on Entrepreneurial Pitches</i>	van der Zwan, & de Vries <i>Growth Expectations and Types of Entrepreneurs</i>	Hatak, Rauch, Fink & Baranyi <i>Doing Well By Being Well: The Interplay of Physical Well-being, Burn-out Symptoms and Firm Performance of Necessity-, Rationality- and Opportunity-driven Entrepreneurs</i>	De Cock & Bruneel <i>How Young Resource-constrained Start-ups Exploit Opportunities: A Resource Management Perspective</i>	
12:30 - 1:00 pm	S. G. Abdelgawad <i>Organizational Practices, Strategic Variety, and Performance</i>	Murnieks, Cardon, Sudek, White & Brooks <i>Attracted by Fire: The Role of Passion in Angel Investing</i>	K. M. Hmieleski <i>How Are New Ventures Able to Cope Effectively with Uncertainty?</i>	Newbert & Quigley <i>Motivation and Venture Creation Speed: Comparing Social and Commercial Entrepreneurs</i>	Alrubaishi, Haugh, Robson & Doern <i>Family Firms, Socio-emotional Wealth and Entrepreneurial Orientation: Evidence from Saudi Arabia</i>	Yavuz, Dutta & Soytaş <i>Optimistic Entrepreneurs and Strategic Change in High-tech New Ventures: An Examination Based on the Behavioral Theory of the Firm</i>
1:00 - 2:15 pm	BUFFET LUNCH - The Verve Crowne Plaza Hotel, Natick, Constellation Room and Stardust Plaza					

THURSDAY, JUNE 11th

TIME	Room - Apollo I	Room - Apollo II	Room - Apollo III	Room - Apollo IV	Room - Gemini	Room - Phoenix
Session 3	Chair: L. Edelman	Chair: S. Le Loarne	Chair: T. Pret	Chair: P. Munoz	Chair: A. Huyghe	Chair: L. M. Pierre
2:15 - 2:45 pm	<p>M. J. Lerchenmueller</p> <p><i>Corporate Entrepreneurship in a Strategic Context: What Determines New Venturing and Strategic Renewal in Service Versus Manufacturing Industries?</i></p>	<p>Söderblom, Samuelsson & Mårtensson</p> <p><i>A Longitudinal Investigation of Business Angel Relationship Risk Mitigation Strategies within Investments: A Three-dimensional Approach</i></p>	<p>Isaksson & Tornikoski</p> <p><i>The Effects of Initial Firm Configuration and VC Involvement on Future Firm Growth: A Case of Picking or Forming Winners?</i></p>	<p>Lambrich, Kroeger, Weber & Wallace</p> <p><i>Challenging the Value-Paradigm of Cross-Sector Partnerships</i></p>	<p>M. Hamalainen</p> <p><i>The Life Cycle of an Entrepreneurial Project</i></p>	<p>Hechavarria, Terjesen, Ingram, Justo & Elam</p> <p><i>Taking Care of Business: The Impact of Culture on the Blended Value Creation Goals of Female Entrepreneurs</i></p>
2:45 - 3:15 pm	<p>Alsos, Clausen & Wigger</p> <p><i>Characteristics of Opportunities and Exploitation in Closed and Open Innovation</i></p>	<p>Warnick, McMullen, Murnieks & Brooks</p> <p><i>Passion for Entrepreneurship or Passion for the Venture's Domain?: A Conjoint Analysis of Investors' Decision-making</i></p>	<p>Eggers & Gerasymenko</p> <p><i>What Makes Venture Capitalists Look beyond Common Practices? Re-examination of Organizational Antecedents through the Behavioral Theory Lens</i></p>	<p>Andries, Daou & Stephan</p> <p><i>Social Enterprises and Innovation Performance: The Mediating Effects of R&D Activities and External Knowledge Sourcing</i></p>	<p>Fiet, Kerrick, Kosmidou & Naskar</p> <p><i>Specific Knowledge as a Key to Launching Successful New Ventures</i></p>	<p>Ettl, Black & Welter</p> <p><i>Listening to How Women Entrepreneurs View Success: A Contextual Explanation of Entrepreneurial Behavior</i></p>
3:15 - 3:45 pm	Refreshment Break - The Verve Function Hall					

THURSDAY, JUNE 11th

TIME	Room - Apollo I	Room - Apollo II	Room - Apollo III	Room - Apollo IV	Room - Gemini	Room - Phoenix
Session 4	Chair: M. Lerchenmueller	Chair: E. Tornikoski	Chair: R. Justo	Chair: I. Syed	Chair: S. Gaklis	Chair: L. Delgado-Marquez
3:45 - 4:15 pm	Hanssens, Deloof & Vanacker <i>The Dynamics of Financial Slack in Young Ventures</i>	Duymedjian, Janssen & Ferrante <i>Domesticating Bricolage A Second Time: What Does the Way by Which Bricolage is Appropriated by Entrepreneurship Research Tell us About the Field?</i>	Frederiks, Ehrenhard & Groen <i>Using Imagination to Create Better Business Opportunities? An Experimental Study</i>	J. C. Butler <i>The Dark Triad, Employee Creativity, and Performance in New Venture Context</i>	Vedula, Vogel & Robb <i>Decomposing the Performance of U.S. Metropolitan Entrepreneurial Ecosystems</i>	Onishi & Wales <i>Toward A Resource-based Model of the Institutional Entrepreneurship Process</i>
4:15 - 4:45 pm	Josefy & Deer <i>Rethinking Liability of Newness as a Categorization Problem: Insights from Anti-trafficking Organizations</i>	Duymedjian, Lavissière, Ferrante & Germain <i>An Entrepreneurial Theory of Encountering: Using Deleuzian and Linguistic Analysis to Grasp the Role of the Encounter in Entrepreneurial Narrative</i>	Kushev, Ahuja & Mattingly <i>A Social Cognitive Perspective on Opportunity Evaluation</i>	R. J. Franklin <i>What Leads to Effective Self-Regulation? Origins and Outcomes of Entrepreneurs' Grit</i>	Plummer, S. Parker & Reyes <i>Adapt or Die: Offsetting the Stress of Agglomeration Density on New Firm Survival</i>	Huynh & Patton <i>University Spin-off Performance: An Empirical Study</i>
4:45 - 5:15 pm	L. Bergset <i>Access to Finance in Green Start-ups and Young Green Companies - A Three Country Study</i>	F. Greene & Hopp <i>If, When and for How Long Should Formal Planners Plan Their Nascent Venture</i>	Miller & Noack <i>Popular Media and Individual Opportunity Search Behaviors</i>	Cacciotti, Hayton, R. Mitchell & Allen <i>Entrepreneurial Fear of Failure: Scale Development and Validation</i>		Hamilton & Crook <i>A Meta-analysis of University Technology Transfer Empirical Research</i>
6:30 pm	Buses depart The Verve Crowne Plaza Hotel and The Hampton Inn in Natick for Longfellow's Wayside Inn, Sudbury, MA					
7:00 - 9:45 pm	Evening Reception - Longfellow's Wayside Inn, Sudbury, MA					
9:45 pm	Buses depart Longfellow's Wayside Inn for The Verve Crowne Plaza Hotel and The Hampton Inn Hotel, Natick					

FRIDAY, JUNE 12th

8:30 am - 5:15 pm Conference Sessions - The Verve Crowne Plaza Hotel, Natick						
8:30 - 9:30 am Conference Sessions - Interactive Papers - The Verve Crowne Plaza Hotel, Natick, Constellation Room						
TIME	Table - 1	Table - 2	Table - 3	Table - 4	Table - 5	Table - 6
Session 5	Chair: A. Anglin	Chair: C. Theodoraki	Chair: S. Soleimanof	Chair: A. Boz	Chair: H. Sarooghi	Chair: A. Burkemper
8:30 - 8:45 am	<p>Tietz & Wong</p> <p><i>Combining Closeness and Culture: Parent-venture Similarity and Performance in Internal Corporate Ventures</i></p>	<p>S. Zhu, Bertels, Koen & Mithani</p> <p><i>What Helps and Hinders Corporate Entrepreneurs in their Quest for Funding?</i></p>	<p>Harrison, Botelho & Mason</p> <p><i>Women on the Edge of a Breakthrough? Towards a Theory of Women Angel Investing</i></p>	<p>Bygrave, Lange & Marram</p> <p><i>Determinants of the Flows of Venture Capital in the USA</i></p>	<p>J. R. Mitchell, Mostafa, R. Mitchell, Liao & Chatterjee</p> <p><i>Stakeholder Theory and the Emergence of Opportunities</i></p>	<p>Crum & Nelson</p> <p><i>The Use of Cluster Analysis in Entrepreneurship Research: Review of Past Research & Future Directions</i></p>
8:45 - 9:00 am	<p>Koch & Mauer</p> <p><i>How to Foster Effectuation in the Corporate Context? Leadership as Antecedent of Corporate Effectuation</i></p>	<p>Bruining & Saly</p> <p><i>Levels of Corporate Entrepreneurship Intensity, Longer Term Performance and Ability to Recover</i></p>	<p>Sears, McLeod, Evert & Payne</p> <p><i>Credibility in Corporate Venturing: Examining Relationships between Entrepreneurs and Corporate Venture Capitalists</i></p>	<p>LiPuma & Park</p> <p><i>How to Concentrate Less: Foreign and Corporate Venture Capital Involvement in Syndicates</i></p>	<p>Daunfeldt, Elert & D. Johansson</p> <p><i>Are High-growth Firms Overrepresented in High-tech Industries?</i></p>	<p>Mendoza-Abarca & Gras</p> <p><i>The Performance of Social Ventures Pursuing Multiple Opportunities: Uncovering the Moderating Effect of Organizational Task Environments</i></p>
9:00 - 9:15 am	<p>Suhartanto, Monsen & MacKenzie</p> <p><i>The Effects of Professional Corporate Entrepreneurship Practices on Listed and Non-Listed Family Firms in Developing Economics</i></p>	<p>G. Walter, Heinrichs & A. Walter</p> <p><i>Copycat or Innovator? Learning Strategies of Spin-out Founders and Firm Growth</i></p>	<p>J. M. Mueller</p> <p><i>Comparing Initial Financing Forms to Determine the Effects on New Venture Performance</i></p>	<p>L. Zhang</p> <p><i>Do I Have a Say in It? The Founder's Role in Venture Capital Syndicate Formation</i></p>	<p>C. Pryor</p> <p><i>Institutional Capabilities' Effects on Regulatory Constraint Change and the Pursuit Of Entrepreneurial Opportunity</i></p>	<p>Scarlata, Zacharakis & Alemany</p> <p><i>Entrepreneurial Orientation in Social Investing: The Influence of Founders and Board Members Human Capital Diversity</i></p>
9:15 - 9:30 am	<p>Baldauf & Romanova Stettler</p> <p><i>Does High Innovativeness Always Lead to High Performance? A Longitudinal Investigation of the Necessary Conditions</i></p>	<p>Stevenson, Taylor & Letwin</p> <p><i>Noble Corruption: Does Bricolage Reduce Unethical Judgments Against Entrepreneurs?</i></p>	<p>Mohammadi, Shafizadeh & Johan</p> <p><i>A Signaling Theory of Entrepreneurial Venture's Valuation: Evidence from Early Termination of Venture Capital Investment</i></p>	<p>Maurer & Sahaym</p> <p><i>Liftoff? The Impact of Entrepreneur and Venture Sources of Legitimacy on Funding Performance in the Private Spaceflight Industry</i></p>	<p>Fu & Tietz</p> <p><i>When Copycats Can Succeed? Business Model Imitation and the Legitimacy of New Ventures in Emerging Economies</i></p>	
9:30 - 10:00 am	Refreshment Break - The Verve Function Hall					

FRIDAY, JUNE 12th

8:30 am - 5:15 pm Conference Sessions - The Verve Crowne Plaza Hotel, Natick						
8:30 - 9:30 am Conference Sessions - Interactive Papers - The Verve Crowne Plaza Hotel, Natick, Constellation Room						
TIME	Table - 7	Table - 8	Table - 9	Table - 10	Table - 11	Table - 12
Session 5	Chair: O. Nordstrom	Chair: V. Diaz Moriana	Chair: C. Kyprianou	Chair: R. R. Hernandez Chea	Chair: C. Faherty	Chair: F. Giones
8:30 - 8:45 am	<p>Lerner & Hmieleski</p> <p><i>Social Psychology in Nascent Organizing: What Do We Infer About an Entrepreneur, and Does It Matter?</i></p>	<p>Chan, Sun & Saleh</p> <p><i>Self-Regulation, Learning and Advancement: Effects of Entrepreneurial Self-Efficacy and Coping Behaviors on Learning and Venture Goal Progress</i></p>	<p>Geuvers & Dana</p> <p><i>Growth Momentum: What Entrepreneurial CEOs do to Achieve High Organic Growth</i></p>	<p>Huyghe, Davidsson & Semasinghe</p> <p><i>The Interplay between Novelty, Prior Knowledge and Resource Investments in New Venture Emergence</i></p>	<p>M. Erken</p> <p><i>Entrepreneurs; Dispositional Affect as Antecedent of Network Size and Quality: What's Affect Got to do With It?</i></p>	<p>M. Ahsan</p> <p><i>Factors Influencing Opportunity Recognition: An Empirical Study</i></p>
8:45 - 9:00 am	<p>Bacq, Dejardin, Giacomini & Janssen</p> <p><i>The Economic, Social and Environmental Goal Prioritization of Entrepreneurs: An Empirical Exploration</i></p>	<p>Mathias, Frid, Galloway & Huyghe</p> <p><i>Paying It Forward?: The Impact of Identity on Co-opetition in the Craft Beer Industry</i></p>	<p>Geissler & Munzert</p> <p><i>When Success Is Bad: The Dark Side of Successful Media Role Models for the Formation of Entrepreneurial Self-efficacy</i></p>	<p>M. N. Huvaj</p> <p><i>Disengagement of Entrepreneurs from their Ventures along Equity and Management Dimensions</i></p>	<p>Fiet, Kerrick, Kosmidou & Naskar</p> <p><i>Do the Venture Ideas of Repeat Entrepreneurs Change after their Discovery?</i></p>	<p>Osiyevskyy, Meyer & Zargazadeh</p> <p><i>Innovative Pathways Through Adversity for New Ventures: The Importance of Sustaining R&D Intensity During Crises</i></p>
9:00 - 9:15 am	<p>D. A. Lerner</p> <p><i>Acting First, Thinking Later: Sensation Seeking as a Logic and Psychological Determinant of Entrepreneurial Action</i></p>	<p>Reger, E. Williams & White</p> <p><i>Self-identity Conflicts of Academic Entrepreneurs: When Scientists are Asked to Define Themselves by Who They Are Not (Entrepreneurs)</i></p>	<p>Schuster, Halberstadt & Nicolai</p> <p><i>An Analysis of Founder-CEOs' and Salaried CEOs' Short-term Investment Behavior Under Consideration of Aspiration Levels</i></p>	<p>Syed & B. Mueller</p> <p><i>Follow Your Passion: How Entrepreneurial Passion Motivates Alertness to Opportunities</i></p>	<p>Deutschmann & Goesswein</p> <p><i>Antecedents of Change: Analyzing the Change of Exit Intentions and Exit Strategy</i></p>	<p>Morales & Mingo</p> <p><i>Institutional Change and Venture Capital Investments</i></p>
9:15 - 9:30 am	<p>Zacca & Dayan</p> <p><i>Linking Managerial Competence to Small Enterprise Performance</i></p>	<p>J. A. Woods</p> <p><i>Cognitive Antecedents to Financial Escalation of Commitment in Small, Family-owned Entrepreneurial Firms</i></p>	<p>Klyver, Lomberg & Steffens</p> <p><i>Human Capital and Nascent Entrepreneurship - The Opportunity Cost of a New Job</i></p>	<p>Bringmann, Vanoutrive & Verhetsel</p> <p><i>Venture Capital Investment and Firm Performance: A Spatially-informed Social Network Approach</i></p>	<p>B. T. Jimenez</p> <p><i>The Entrepreneur's Masquerade: Reflecting and Enacting Identity</i></p>	<p>Bubbenzer, Grégoire & Nyffeler</p> <p><i>Opportunity Identification and Identification with Opportunities: Expanding the Motivational Dynamics of Entrepreneurial Action</i></p>
9:30 - 10:00 am Refreshment Break - The Verve Function Hall						

FRIDAY, JUNE 12th

8:30 am - 5:15 pm						
Conference Sessions - The Verve Crowne Plaza Hotel, Natick						
8:30 - 9:30 am						
Conference Sessions - Interactive Papers - The Verve Crowne Plaza Hotel, Natick, Constellation Room						
TIME	Table - 13	Table - 14	Table - 15	Table - 16	Table - 17	Table - 18
Session 5	Chair: E. Gatewood	Chair: C. Brush	Chair: W. Drover	Chair: N. Akhter	Chair: L. Plummer	Chair: M. Schenkel
8:30 - 8:45 am	Domurath, van der Linden, Patzelt & Rosenbusch	Braun, Ferreira, T. Schmidt & Sydow	J. Im	Ciuchta & O'Toole	Chowdhury, Belitski & Desai	Conger & York
	<i>Dynamite or Fishhook Fishing: Strategic Approaches to Venture Internationalization</i>	<i>A Post-Heroic View on Entrepreneurial Creativity: The Underestimated Role of Employees and Network Intermediaries</i>	<i>Performance Feedback and Risk Taking of Microfinance Institutions: The Moderating Effects of Institutional Factors</i>	<i>Staying With The Team: Identification and Switching Costs in the Entrepreneurial Process</i>	<i>Formal Institutions and Entrepreneurships: Moderating Role of Corruption</i>	<i>"B The Change": Hybrid Social Enterprise and the Problem of Identity Correspondence</i>
8:45 - 9:00 am	Graebner, Han & Roundy		Denoo, Yli-Renko & Clarysse	Ciuchta & Vestal	Gkikas, Jones-Evans & Huggins	
	<i>Blurred Lines: Familial and Entrepreneurial Logics in a Family Technology Venture</i>		<i>The Impact of Business Model Change on New Ventures' Survival</i>	<i>Faculty Founders and the Multi-generational University Spinoff</i>	<i>Entrepreneurial Dynamism and Innovation Capacity: Evidence from an Uncompetitive Regional Economy</i>	
9:00 - 9:15 am	Jiang, Munyon, Kellermanns & Morris	Yoo, Sawyerr & Brazeal	T. Hecking	Levie, Hart & Gaklis	Zolfaghatri Ejlal Manesh & Rialp	Kammerlander & Bird
	<i>Is There a Socioemotional Paradox in Family Firms? An Experimental Examination of the Theoretical Tensions between Family Firm Members' Socioemotional Wealth and Socioemotional Selectivity</i>	<i>Antecedents and Consequences of Entrepreneurial Orientation: A Longitudinal Study of Technology-based SMEs</i>	<i>Adaptability in New Ventures - Dynamic Capabilities and Performance in Different Stages of Entrepreneurial Ventures</i>	<i>The More The Merrier: How Owner-Manager Team Size Influences the Economic Contribution of Owner-Managed Businesses Across the World</i>	<i>International Energy Entrepreneurship: The Case Study of Spanish Firms in Renewable Energy Industry</i>	<i>To Innovate Or Not To Innovate? - That is The Question! Antecedents of Post-succession Entrepreneurial Behavior in Family Firms</i>
9:15 - 9:30 am	M. Almutawa	Ahsan, DeNoble, Musteen & Zheng	Yu & Wiklund	O. Guldiken	Hudson Breen & Leung	LiPuma & Prange
	<i>A Tale Of Two Masters: CEO Succession in Dual-Family Firms</i>	<i>Nascent Networks in Embryonic Firms: Factors Influencing Network Development and Success</i>	<i>Nascent Venture Team Diversity and Nascent Venture Performance: An Investigation of Business Plan and Opportunity Type</i>	<i>Finance Committees and Short-, Medium-, and Long-term IPO Performance Firms</i>	<i>Understanding the Career-life Development of Mompreneurs as a Relational Process</i>	<i>Economic Development Level and the Institutional Impact on New Venture Exporting</i>
9:30 - 10:00 am						
Refreshment Break - The Verve Function Hall						

FRIDAY, JUNE 12th

TIME	Room - Apollo I	Room - Apollo II	Room - Apollo III	Room - Apollo IV	Room - Gemini	Room - Phoenix
Session 6	Chair: S. Dolmans	Chair: D. Townsend	Chair: L. Alemany	Chair: J. C. Butler	Chair: G. C. Crawford	Chair: G. Fisher
10:00 - 10:30 am	<p>J. Goesswein</p> <p><i>A Matter of Trust. The Influence of Entrepreneur-Investor Trust on Founders; Exit Intentions and Exit Strategy</i></p>	<p>Galbraith, Miller & DeNoble</p> <p><i>The Impact of Form and Content on Reviewer Assessment: An Examination of a Department of Defense Funded Consortium Grant Program</i></p>	<p>M. A. Halbinger</p> <p><i>Motivations, Creativity and Entrepreneurial Activities</i></p>	<p>Branzei & Shulist</p> <p><i>Give-and-Take Rituals: How Informal Entrepreneurs Elevate their Status</i></p>	<p>Bruton, I. Pryor, Webb & Zahra</p> <p><i>Entrepreneurship at the Base-of-the-Pyramid: Examining the Role of Trust</i></p>	<p>Meek & Sullivan</p> <p><i>Sowing the Seeds to Solve a "Wicked Problem": Examining How Women and Men Entrepreneurs in the U.S. Sustainable Agriculture Industry Differ in their Efforts to Combat Food-related Social Injustice</i></p>
10:30 - 11:00 am	<p>Peña & Guerrero</p> <p><i>Intrapreneurial Experience and Individuals Age as Determinants of Career Mobility</i></p>	<p>Gregson, Sanchez Barrios, Montoya, Andreeva & Ansel</p> <p><i>Towards the Development of an Entrepreneurial Scorecard: Which Factors Influence Public Funding Decisions on New Venture Business Plans?</i></p>	<p>Walsh & Cunningham</p> <p><i>The Effects of Identification by the Entrepreneur to the Firm Versus to the Process</i></p>	<p>Gatewood, A. Patel & Shaver</p> <p><i>Career Reasons and Financial Performance of SMEs in a Developing Economy</i></p>	<p>M. Bird</p> <p><i>Moving In or Moving Out: The Impact of Entrepreneurship on Immigrants' Economic Integration</i></p>	<p>N. J. Lindsay, W. A. Lindsay, Balan, Balan-Vnuk & Kropp</p> <p><i>The Relationship of Entrepreneurial Intent and Start-Up Behavior to the General Health Perceptions of Women and Men Nascent Necessity Entrepreneurs during the New Venture Creation Process</i></p>
11:00 - 11:30 am	Refreshment Break - The Verve Function Hall					

FRIDAY, JUNE 12th

TIME	Room - Apollo I	Room - Apollo II	Room - Apollo III	Room - Apollo IV	Room - Gemini	Room - Phoenix
Session 7	Chair: A. Frederiks	Chair: P. Geuvers	Chair: A. Gkikas	Chair: A. Leung	Chair: E. Monsen	Chair: M. Hamalainen
11:30 am - 12:00 pm	<p>Obschonka, Lievens, Wille & De Fruyt</p> <p><i>Does Self-employed Work Make Individuals Not Only More Entrepreneurial but also More Narcissistic and Antisocial? A 15-year Longitudinal Personality-based Analysis</i></p>	<p>M. Milosevic</p> <p><i>Who Raises Funds in Markets Dominated by Government Intervention? Evidence from the French Venture Capital Industry</i></p>	<p>Miao & Coombs</p> <p><i>Biological Factors, Individual Traits, and Entrepreneurial Intentions: The Mediating Role of Entrepreneurial Self-efficacy and Need for Cognition</i></p>	<p>Wood, D. Williams & Drover</p> <p><i>Cognitive Consequences of Entrepreneurial Inaction</i></p>	<p>Frid, Wyman & Coffey</p> <p><i>The Effects of Wealth on Entry into Entrepreneurship</i></p>	<p>Bertoni, Meoli & Vismara</p> <p><i>Board Leadership and Independence in Entrepreneurial Venture IPOs</i></p>
12:00 - 12:30 pm	<p>A. Tan, Fan & Volery</p> <p><i>Major Family Events, Overconfidence, and New Venture Success: A Cognitive Resources Perspective</i></p>	<p>Feierabend & Gebhard</p> <p><i>Entrepreneurial Exit - It's Time to Measure Success</i></p>	<p>Uygun & S. Kim</p> <p><i>Do Entrepreneurs Act on What They Know or What They Believe? Testing Competing Cognitive Theories of Entrepreneurial Action</i></p>	<p>Bacq, Kickul, Gundry & Ofstein</p> <p><i>A Social Cognitive Perspective of How Entrepreneurial Munificence Benefits Entrepreneurship Career Intentions</i></p>	<p>Greidanus, Shi & Wu</p> <p><i>Economic Inequality and Entrepreneurial Activity</i></p>	<p>Weemaes, Gaeremynck, Bruneel, Verriest & Debrulle</p> <p><i>Consultants, Outside Board Members, or Both? An Empirical Investigation of the Impact of External Knowledge Sources on New Firm Growth</i></p>
12:30 - 1:00 pm		<p>Zhang & J. Tan</p> <p><i>The Influence of Venture Capital Syndicates on Startup Company Performance: A Network Structure Perspective</i></p>	<p>Giuliani & Monti</p> <p><i>The Role of Narrative Identity Work in Serial Entrepreneurship: A Longitudinal Study</i></p>	<p>Kauppinen, Wolfe & Shepherd</p> <p><i>Narrative; Bouncing Back; Discourses in Allocating Opportunism in Entrepreneurial Project Failure in Online Dating Business from the Perspective of Sensemaking</i></p>	<p>Darnihamedani, Block, Hessels & Simonyan</p> <p><i>Start-up Costs, Taxes and Innovative Entrepreneurship</i></p>	<p>Bjørnåli & Ellingsen</p> <p><i>What Constitutes an Effective Board: Exploring Board Composition, Roles and Behavioral Integration in High-tech Start-ups</i></p>
1:00 - 2:15 pm	BUFFET LUNCH - The Verve Crowne Plaza Hotel, Natick, Constellation Room and Stardust Plaza					
1:00 - 2:15 pm	Board of Reviewer's Meeting - The Verve Crowne Plaza Hotel, Natick, Aquarius Boardroom					

FRIDAY, JUNE 12th

TIME	Room - Apollo I	Room - Apollo II	Room - Apollo III	Room - Apollo IV	Room - Gemini	Room - Phoenix
Session 8	Chair: S. G. Walter	Chair: P. Steffens	Chair: U. Uygur	Chair: T. Volery	Chair: A. Mohammadi	Chair: Y. Fu
2:15 - 2:45 pm	Peng, Souitaris & Zerbinati <i>The Influence of Founder Identity on Entrepreneurial IPO Performance</i>	Clarke & J. E. Butler <i>Equity Crowdfunding's Role in Reducing Information Asymmetries and Increasing Entrepreneur Success</i>	Saleh, Foo & Hekman <i>Mentor or Tormentor: Understanding How Mentors Impact Entrepreneurs; Performance Using a Creativity Perspective</i>	Manigart, Meuleman & Nekebrouck <i>Working for Divergent Principals: Effects Of Private Equity on Employment Levels and Employment Terms in Family Firms</i>	Turturea, Jansen & Verheul <i>TMT Improvisation, Resource Management in Firm Performance: A Mediated Model</i>	Chandna & Salimath <i>Virtual Community Correlates of Mutually Beneficial Entrepreneurial Behavior</i>
2:45 - 3:15 pm	Brinckmann, Dew, Mayer-Haug, Read & Grichnik <i>Of Those Who Plan: A Meta-analysis of the Relationship between Human Capital and Business Planning</i>	Oo, Juasrikul, Sahaym & Allison <i>Crowdfunding Performance of User Entrepreneurs: Signaling, Passion, and Social Identity Theories</i>	Kuhn, Galloway & Collins-Williams <i>The Best, Not The Rest: Differences in Men and Women Business Owners; Relations with their Most Trusted Advisor</i>	Nason & Gras <i>The Impact of Family Household Health on Entrepreneurial Activity in an Impoverished Context</i>	Titus, O. Parker & Covin <i>Do Aspirations Influence Commitment to External Venturing? A Behavioral Theory Approach</i>	Shim & Davidsson <i>Cross-country Differences in Entrepreneurial Activity: Adding Insight Through Simulations</i>
3:15 - 3:45 pm	Refreshment Break - The Verve Function Hall					

FRIDAY, JUNE 12th

TIME	Room - Apollo I	Room - Apollo II	Room - Apollo III	Room - Apollo IV	Room - Gemini	Room - Phoenix
Session 9	Chair: W. Meek	Chair: D. Dennis	Chair: J. Mueller	Chair: M. Mendoza-Abarca	Chair: E. Bjørnåli	Chair: J. Brinckmann
3:45 - 4:15 pm	P. Morlacchi <i>Boosting Early Stage Innovative New Ventures and Building Entrepreneurial Ecosystems: An Evaluation of a Public Entrepreneurship Programme in Trentino (Italy)</i>	Dinger & Fund <i>Entrepreneurial Contagion within Crowdfunding: Social Learning among Kickstarter Backers</i>	Stienstra, Singaram & Ehrenhard <i>One Size Fits All? The Role of Cognitive Styles in Teaching Entrepreneurial Decision-making to Novices</i>	M. S. Nielsen <i>Meeting Expectations - Why Social Skills Matter More in Strong Relationships</i>	Schjoedt, Karlsson & Schenkel <i>Goal Striving in Real Time among Nascent Entrepreneurs</i>	P. H. Kim, Wennberg & Toft-Kehler <i>You've Got Talent: Breaking the 'Barriers to Learning' from Early Entrepreneurial Experience</i>
4:15 - 4:45 pm	J. A. Strickling <i>Entrepreneurial Ecosystem Development: A Media Effects Perspective</i>	Murray, Kotha & Fisher <i>Persuasion Sequences: A Process Approach to Understanding Influence in Crowdfunding Campaigns</i>	Palamida, Papagiannidis, Xanthopoulou & Trainer <i>Autonomous Motivation and Autonomy Support among Students: Applying the Trans-contextual Model in an Entrepreneurial Educational Setting</i>	Wang & Soh <i>Hybrid Ties, Entrepreneurial Opportunities, and Entrepreneurs' Actions: A Study of Online Social Network Relations</i>	Cardon, Franklin, Gabriel, Coombs & Glauser <i>Do You See What I See? A Multi-method Examination of the Emotional Sincerity of Entrepreneurs</i>	B. Mueller, Baron & Wolfe <i>Building Entrepreneurial Expertise: The Importance of Self-regulatory Behaviors on the Long Road to Mastery</i>
4:45 - 5:15 pm	Binder & Belz <i>The Process of Recognizing and Developing Complex Opportunities</i>	Huvaj, Smith & Darmody <i>A Psychological Ownership Perspective of Crowdfunding</i>	Verzat, Jore, Toutain & Silberzahn <i>What do Participants Learn in a MOOC On Effectuation? Impact Study on Self-Efficacy and Self-directed Learning in Entrepreneurial Education</i>	Miao, Rutherford & Pollack <i>A Review and Meta-Analysis of the Nomological Network of Bootstrapping in Small Firms</i>	G. C. Crawford <i>The Emergence of Outliers in Entrepreneurship: A Self-Organized Criticality Framework</i>	Nitani & He <i>Equity Crowdfunding: Findings from European Experience</i>
6:30 pm	Buses depart The Verve Crowne Plaza Hotel, Natick and The Hampton Inn, Natick for Babson College					
7:00 - 9:45 pm	EVENING RECEPTION, Babson Executive Conference Center & Award's Dinner - Babson College Knight Auditorium					
9:45 pm	Buses depart Babson College for The Verve Crowne Plaza Hotel and the Hampton Inn, Natick					

SATURDAY, JUNE 13th

8:30 am - 12:00 pm Conference Sessions - The Verve Crowne Plaza Hotel, Natick

TIME	Room - Apollo I	Room - Apollo II	Room - Apollo III	Room - Apollo IV	Room - Gemini	Room - Phoenix
Session 10	Chair: A. Boz	Chair: E. Chan	Chair: A. Kier	Chair: S. McLeod	Chair: F. Morales	Chair: I. Jelavic
8:30 - 9:00 am	A. Boysen <i>Effects of Health Insurance Policy on Entrepreneurship</i>	T. Bae <i>An Investigation of the Centrality of Competing Institutional Logics for Social Enterprises</i>	Stenholm & Søgaaard Nielsen <i>Emotional Support and Passion Matters: How Emotional Support Impacts Survival through Entrepreneurial Passion</i>	J. Kirk <i>A Tale of Entrepreneurial Identity: The Role of Micro-identities in the Stories Founders Tell</i>	Ko & McKelvie <i>The Influence of Different Types of Legitimacy Across Resource Acquisition Stages in Entrepreneurial Firms</i>	Baldauf & Wuethrich <i>New Venture Team Composition - A Configurational Approach</i>
9:00 - 9:30 am	Schulz, Procher & Urbig <i>The Impact of Firm Entry Deregulation on Hybrid Entrepreneurship</i>	Lee, Lumpkin & Bangar <i>Impact of Stigma of Failure on Social Entrepreneurship Entry Decisions: A Cross-Country Analysis</i>	Gielnik, Uy, Funken & Bischoff <i>Does Passion Lead to Business Creation or is it the Other Way Around? A Test of Two Alternative Theoretical Models in a Randomized Field Experiment</i>	Deutschmann & Brettel <i>This Is My Firm! The Influence of Psychological Ownership on Entrepreneurial Exit Intention and Exit Strategies</i>	K. E. Pierre, Minniti & Moss <i>Entrepreneurship and the Energy-Economic Growth Nexus</i>	Preller, Breugst & Patzelt <i>Do We All See the Same Future? The Impact of Entrepreneurial Team Members; Visions on Team and Venture Development</i>
9:30 - 10:00 am	S. G. Walter, A. Schmidt & A. Walter <i>Patenting by Academic Entrepreneurs in Weak and Strong Organizational Regimes</i>	Hechavarría, Renko & Kickul <i>Financing Social Entrepreneurship: Evidence from The Panel Study of Entrepreneurial Dynamics</i>	Powell & Baker <i>Ready for the Times to Get Better? How Responses to Adversity Shape Recovery in Founder-led Firms</i>	Haeussler, Henicke & E. Mueller <i>Founder Involvement in Research and Development: Implications for Firm Survival and Growth</i>	B. R. Fund <i>Crowding Out Effects of Well-Intended Environmental Policies</i>	I. Pryor, Aime & Humphrey <i>Flexibility of New Venture Team Structure and Its Influence on Innovativeness and Performance</i>
10:00 - 10:30 am	Refreshment Break - The Verve Function Hall					

SATURDAY, JUNE 13th

TIME	Room - Apollo I	Room - Apollo II	Room - Apollo III	Room - Apollo IV	Room - Gemini	Room - Phoenix
Session 11	Chair: R. Stevenson	Chair: A. Burkemper	Chair: L. Delgado-Marquez	Chair: P. Oo	Chair: D. Dennis	Chair: R. Hernandez Chea
10:30 - 11:00 am	Asgari & Hunt <i>The Curious Case of Corporate Spin-ins: Generating Profits or Problems?</i>	Creek & Sahaym <i>Crowdfunding: A Moral Legitimacy View of the Impact of Founder and Project Characteristics on Funding Performance</i>	A. Bobelyn <i>Learning from Failure and Success: The Role of Diversity of Experiences</i>	O. Guldiken <i>CEO Risk Bearing and Internationalization Strategy of IPO Firms</i>	Hsu, S. E. Anderson & Coffey <i>Why do Entrepreneurs Exit? The Effect of Business-to-family Spillover</i>	Guan, Hua, Dos Santos & Garrett <i>Identifying the Intellectual Core in Entrepreneurship Research: A Latent Semantics Analysis Based Approach</i>
11:00 - 11:30 am	E. M. Laviolette <i>The Role of Spin-offs in SME Dynamic Capabilities Development</i>	Townsend & Allison <i>Wisdom of the Crowd? Social Influence Strategies and Risk Assessment in Microlender Crowdfunding Platforms</i>	N. Akhter <i>If We Cannot Have It then No One Should Have It: Business Exit and Re-Entry</i>	Shulist & Branzei <i>Elements of a Process of Human Capitalization by Developing-world Entrepreneurs</i>	Faherty, Diaz, Clinton & Craig <i>A Closer Examination of Innovation and Value Creation in Family Firms: The Role of Values</i>	G. Bertrand <i>Survival Factors for French Newly Founded Firms between 2002 And 2005: Are they Varying Over the Time?</i>
11:30 am - 12:00 pm		Parhankangas & Renko <i>Language of Business Versus Language of Kindness: A Comparison of Crowdfunding Campaigns of For-profit and Social Entrepreneurs</i>	Wiltbank, Dew & Read <i>Investment and Returns in Successful Entrepreneurial Sell-outs</i>	Kato & Zhou <i>Flexible Labor and Innovation Performance of R&D Oriented Start-ups in Japan</i>		Boddington & Barakat <i>Entrepreneurial Self-efficacy as a Measurement of Entrepreneurship Education - Understanding Programme Affects and Demographic Variability</i>
12:00 - 1:00 pm	BUFFET LUNCH - The Verve Crowne Plaza Hotel, Natick, Constellation Room and Stardust Plaza					
	THE CONFERENCE IS OVER!					
	<i>We thank you for being a part of the 2015 BCERC and we look forward to seeing you at the 2016 BCERC Co-sponsored by the University of Nordland Business School, Nordland Research Institute, Bodø, Norway</i>					

THE DOCTORAL CONSORTIUM CONTINUES!

Saturday, June 13th, 2015

2015 BCERC Doctoral Consortium Program - Gemini Room

1:00 - 3:00 pm
3:00 pm

Doctoral Consortium Program
Refreshment Break & Closing

*We thank you for being a part of the 2015 BCERC Doctoral Consortium Program and we look forward to seeing you at the 2016 BCERC
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