



SEJ Special Issue Call for Papers

Entrepreneurial Decisions in the Digital Age

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Background and Special Issue Purpose:

The present digital age is characterized by the rapid shift from a traditional economy established by the Industrial Revolution to an economy based on digital technologies (Giustiziero et al. 2021). Many economic activities now take place digitally and a vast amount of information and data are made widely available by digital technologies (Karahde and Dong 2021a). Entrepreneurs and entrepreneurial organizations increasingly employ new organizations, organizational designs and business models based on new digital technologies such as AI and digital platforms (Kretschmer and Khashabi, 2020; Oehmichen et al. 2022). The new organizing principles they engender (e.g., data-driven decision making and meta-organizational forms) (Cennamo et al. 2020; Kretschmer et al. 2022) can likewise empower entrepreneurial activities and decisions originating from entrepreneurs' subjective judgment (Foss and Klein, 2012).

Interestingly, digital technologies may become tools that reduce information asymmetries and consequently moral hazard between stakeholders and entrepreneurs (Chakravarty et al. 2021), unlocking innovation potential (Karahde and Dong 2021b). However, digital technologies can also constrain innovation and entrepreneurial initiatives towards specific paths. For instance, digital platforms leverage their extensive API tools, interfaces, add-ons and governance rules to shape the innovation effort and activities of their ecosystem participants towards directions that are aligned with the platform firm's strategic objectives

(Cennamo 2021; Jacobides et al. 2018), constraining what these actors can do. There is a need to extend our understanding about how new technological resources (e.g., AI and digital platforms) adopted within the organization and/or leveraged through other organizations affect the quality and scope of entrepreneurial decisions.

Possible Research Topics and Questions:

This special issue calls for quantitative, qualitative, theoretical or experimental research on entrepreneurial decisions in the digital age. Relevant topics include but are not limited to:

1. Digital technologies changing existing entrepreneurial decisions

Digital technologies likely shape how uncertainty is perceived by entrepreneurs as well as the nature and type of uncertainty inherent in entrepreneurial processes and outcomes (Nambisan 2017). This leads to new ways and practices of resolving uncertainty in decision-making by means of, for instance, complementarities between digital technologies and human judgment, separation of digital technology-led and human-led tasks, and new organizational forms to make the collection and processing of information necessary to take decisions faster and more efficient. Moreover, digital technologies may change the boundaries of entrepreneurial processes as well as the space of possible outcomes and future scenarios. Some exemplary questions are:

- How does AI augment and/or even automate existing entrepreneurial decisions?
- How does predictive/prescriptive analytics change the way of making existing entrepreneurial decisions?
- How do platform-based business models transform existing entrepreneurial decisions?

2. Digital technologies enabling new entrepreneurial decisions

Digital technologies, digital platforms and digital infrastructures enable new entrepreneurial decisions such as the creation of new ventures as well as the design of corporate spin-outs. These enhanced venturing processes—driven by two fundamental properties of digital technologies, specificity and relationality (von Briel et al. 2018)—open new innovation opportunities and broaden the possibilities for value creation and value capture (Karhade and Dong 2021b). Moreover, under certain conditions, digital technologies may make predicting the evolution of markets, technologies and industries more precise, thus enhancing internationalization in regions where the organization has no past experience, or venturing into new technological domains and areas. Some exemplary questions are:

- Does AI enable the development of new entrepreneurial decisions?
- How do firms develop new entrepreneurial decisions with various analytics?
- Which new entrepreneurial decisions are shaped on and because of digital platforms, and how?

3. Entrepreneurial decisions changed/enabled by digital technologies shape the new structure of industries and markets

Digital technologies transform organizations and their social and business relationships, thus influencing and shaping the structure of industries and markets (Cennamo 2021; Cennamo et al. 2020). Also, digital technologies can help address grand challenges such as climate

change through the creation of new/re-design of ecosystems and supply chains as well as new ways of thinking about trust and institutional logics (George et al. 2021). Some exemplary questions are:

- What is the impact of changing entrepreneurial decisions based on digital technologies on the structure of industries and markets?
- What is the impact of new entrepreneurial decisions based on digital technologies on the structure of industries and markets?

Deadline, Submission, and Review Process

Please indicate that your submission is for the special issue on Entrepreneurial Decisions in the Digital Age. Submissions to this special issue should be prepared in accordance with SEJ's submission process described at <https://www.strategicmanagement.net/sej/overview/submission>.

Submissions can be made via the SEJ website at <https://mc.manuscriptcentral.com/sej>. The deadline for submissions is **September 3, 2023**.

All papers will be reviewed according to the standard policies of the Strategic Entrepreneurship Journal. It is anticipated that the special issue will be published in December 2025.

Further Information:

For questions regarding the content of this special issue, please contact the guest editors:

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