

Saras D Sarasvathy

List of Publications by Year in descending order

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65
papers

12,219
citations

101543

36
h-index

144013

57
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68
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68
docs citations

68
times ranked

4102
citing authors

#	ARTICLE	IF	CITATIONS
1	Causation and Effectuation: Toward a Theoretical Shift from Economic Inevitability to Entrepreneurial Contingency. <i>Academy of Management Review</i> , 2001, 26, 243-263.	11.7	3,270
2	Causation and Effectuation: Toward a Theoretical Shift from Economic Inevitability to Entrepreneurial Contingency. <i>Academy of Management Review</i> , 2001, 26, 243.	11.7	953
3	Effectual versus predictive logics in entrepreneurial decision-making: Differences between experts and novices. <i>Journal of Business Venturing</i> , 2009, 24, 287-309.	6.3	572
4	What to do next? The case for non-predictive strategy. <i>Strategic Management Journal</i> , 2006, 27, 981-998.	7.3	493
5	New market creation through transformation. <i>Journal of Evolutionary Economics</i> , 2005, 15, 533-565.	1.7	445
6	Entrepreneurship as Method: Open Questions for an Entrepreneurial Future. <i>Entrepreneurship Theory and Practice</i> , 2011, 35, 113-135.	10.2	389
7	Prediction and control under uncertainty: Outcomes in angel investing. <i>Journal of Business Venturing</i> , 2009, 24, 116-133.	6.3	332
8	Beyond hubris: How highly confident entrepreneurs rebound to venture again. <i>Journal of Business Venturing</i> , 2010, 25, 569-578.	6.3	325
9	Entrepreneurship as a science of the artificial. <i>Journal of Economic Psychology</i> , 2003, 24, 203-220.	2.2	288
10	An Effectual Approach to International Entrepreneurship: Overlaps, Challenges, and Provocative Possibilities. <i>Entrepreneurship Theory and Practice</i> , 2014, 38, 71-93.	10.2	255
11	The questions we ask and the questions we care about: reformulating some problems in entrepreneurship research. <i>Journal of Business Venturing</i> , 2004, 19, 707-717.	6.3	242
12	Knowing What to Do and Doing What You Know. <i>Journal of Private Equity</i> , 2005, 9, 45-62.	0.3	239
13	The Coevolution of Institutional Entrepreneurship: A Tale of Two Theories. <i>Journal of Management</i> , 2010, 36, 974-1010.	9.3	224
14	Marketing under Uncertainty: The Logic of an Effectual Approach. <i>Journal of Marketing</i> , 2009, 73, 1-18.	11.3	221
15	Reflections on the 2010 AMR Decade Award: Whither the Promise? Moving Forward with Entrepreneurship As a Science of the Artificial. <i>Academy of Management Review</i> , 2012, 37, 21-33.	11.7	221
16	Uncertainty, Knowledge Problems, and Entrepreneurial Action. <i>Academy of Management Annals</i> , 2018, 12, 659-687.	9.6	217
17	Exploring Environmental Entrepreneurship: Identity Coupling, Venture Goals, and Stakeholder Incentives. <i>Journal of Management Studies</i> , 2016, 53, 695-737.	8.3	209
18	Designing Organizations that Design Environments: Lessons from Entrepreneurial Expertise. <i>Organization Studies</i> , 2008, 29, 331-350.	5.3	202

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19	Marketing Under Uncertainty: The Logic of an Effectual Approach. <i>Journal of Marketing</i> , 2009, 73, 1-18.	11.3	187
20	REFLECTIONS ON THE 2010 AMR DECADE AWARD: WHITHER THE PROMISE? MOVING FORWARD WITH ENTREPRENEURSHIP AS A SCIENCE OF THE ARTIFICIAL.. <i>Academy of Management Review</i> , 2012, 37, 21-33.	11.7	179
21	Making It Happen: Beyond Theories of the Firm to Theories of Firm Design. <i>Entrepreneurship Theory and Practice</i> , 2004, 28, 519-531.	10.2	178
22	â€œExpect the unexpectedâ€™: Implications of effectual logic on the internationalization process. <i>International Business Review</i> , 2014, 23, 635-647.	4.8	152
23	Failing firms and successful entrepreneurs: serial entrepreneurship as a temporal portfolio. <i>Small Business Economics</i> , 2013, 40, 417-434.	6.7	142
24	Entrepreneurial logics for a technology of foolishness. <i>Scandinavian Journal of Management</i> , 2005, 21, 385-406.	1.9	137
25	Outlines of a behavioral theory of the entrepreneurial firm. <i>Journal of Economic Behavior and Organization</i> , 2008, 66, 37-59.	2.0	137
26	Response to Arend, Sarooghi, and Burkemper (2015): Cocreating Effectual Entrepreneurship Research. <i>Academy of Management Review</i> , 2016, 41, 528-536.	11.7	122
27	Innovations, Stakeholders & Entrepreneurship. <i>Journal of Business Ethics</i> , 2007, 74, 267-283.	6.0	109
28	On the entrepreneurial genesis of new markets: effectual transformations versus causal search and selection. <i>Journal of Evolutionary Economics</i> , 2011, 21, 231-253.	1.7	108
29	Effectuation and Overâ€œTrust: Debating Goel and Karri. <i>Entrepreneurship Theory and Practice</i> , 2008, 32, 727-737.	10.2	104
30	The Paradox of Corporate Social Responsibility Standards. <i>Journal of Business Ethics</i> , 2014, 125, 177-191.	6.0	98
31	EFFECTUAL REASONING IN ENTREPRENEURIAL DECISION MAKING: EXISTENCE AND BOUNDS.. <i>Proceedings - Academy of Management</i> , 2001, 2001, D1-D6.	0.1	92
32	Effectuation, network-building and internationalisation speed. <i>International Small Business Journal</i> , 2019, 37, 3-21.	4.8	70
33	When Contingency is a Resource: Educating Entrepreneurs in the Balkans, the Bronx, and Beyond. <i>Entrepreneurship Theory and Practice</i> , 2013, 37, 713-744.	10.2	55
34	Exaptation and niche construction: behavioral insights for an evolutionary theory. <i>Industrial and Corporate Change</i> , 2016, 25, 167-179.	2.8	51
35	Without judgment: An empirically-based entrepreneurial theory of the firm. <i>Review of Austrian Economics</i> , 2013, 26, 277-296.	1.0	47
36	An Effectual Model of Collective Action for Addressing Sustainability Challenges. <i>Academy of Management Perspectives</i> , 2019, 33, 405-424.	6.8	38

#	ARTICLE	IF	CITATIONS
37	Entrepreneurial expertise and the use of control. <i>Journal of Business Venturing Insights</i> , 2015, 4, 30-37.	3.4	35
38	Effectual exchange: from entrepreneurship to the disciplines and beyond. <i>Small Business Economics</i> , 2020, 54, 605-619.	6.7	35
39	Related Debates in Ethics and Entrepreneurship: Values, Opportunities, and Contingency. <i>Journal of Business Ethics</i> , 2009, 84, 341-365.	6.0	34
40	A Market for Lemons in Serial Entrepreneurship? Exploring Type I and Type II Errors in the Restart Decision. <i>Academy of Management Discoveries</i> , 2016, 2, 247-271.	2.9	34
41	Effectual Entrepreneurship. , 0, , .		34
42	Co-creating a course ahead from the intersection of service-dominant logic and effectuation. <i>Marketing Theory</i> , 2012, 12, 225-229.	3.1	33
43	Immortal firms in mortal markets?. <i>European Journal of Innovation Management</i> , 2008, 11, 313-329.	4.6	28
44	An Exploratory Study of Antecedents of Entrepreneurial Decision-Making Logics: The Role of Self-Efficacy, Optimism, and Perspective Taking. <i>Emerging Markets Finance and Trade</i> , 2019, 55, 781-794.	3.1	27
45	Toward Deliberate Practice in the Development of Entrepreneurial Expertise: The Anatomy of the Effectual Ask. , 0, , 389-412.		21
46	Of Narratives and Artifacts. <i>Academy of Management Review</i> , 2013, 38, 163-166.	11.7	19
47	An Entrepreneurial Perspective on Value Creation in Public-Private Ventures. <i>Academy of Management Review</i> , 2013, 38, 307-309.	11.7	19
48	Worldmaking. <i>Advances in Entrepreneurship, Firm Emergence and Growth</i> , 2012, , 1-24.	1.5	15
49	Even-If: Sufficient, Yet Unnecessary Conditions for Worldmaking. <i>Organization Theory</i> , 2021, 2, 263178772110057.	4.4	15
50	Unpacking entrepreneurship as collective activity: opportunities, activity and context. <i>Advances in Entrepreneurship, Firm Emergence and Growth</i> , 2009, , 261-281.	1.5	12
51	The Middle Class of Business: Endurance as a Dependent Variable in Entrepreneurship. <i>Entrepreneurship Theory and Practice</i> , 2021, 45, 1054-1082.	10.2	10
52	From Goldilocks to Gump: entrepreneurial mechanisms for everyday entrepreneurs. <i>Revista De Empreendedorismo E Gesto De Pequenas Empresas</i> , 2020, 9, 189.	0.2	7
53	Gestation in new technology ventures: Causal brakes and effectual pedals. <i>Journal of Small Business Management</i> , 2024, 62, 67-102.	4.8	7
54	MAZES without minotaurs: Herbert Simon and the sciences of the artificial. <i>European Management Journal</i> , 2013, 31, 82-87.	5.1	6

#	ARTICLE	IF	CITATIONS
55	The Thread of Inchoate Demand in Social Entrepreneurship. , 2010, , 141-162.		4
56	The Co-Evolution of Institutional Entrepreneurship: A Tale of Two Theories. SSRN Electronic Journal, 2010, , .	0.4	2
57	The whole deal: models, metaphors and mechanisms in entrepreneurial cognition. , 2014, , .		2
58	Choice matters. Mind and Society, 2020, 19, 311-315.	1.3	1
59	Re-Thinking Entrepreneurial Performance from a Human Development Perspective. Proceedings - Academy of Management, 2013, 2013, 11693.	0.1	1
60	Emergence of an Organizational Field: Divergent and convergent mechanisms in distributed agency. Proceedings - Academy of Management, 2012, 2012, 12598.	0.1	0
61	Demystifying "Value" through an Empirical Examination of Entrepreneurial Ventures. Proceedings - Academy of Management, 2014, 2014, 16771.	0.1	0
62	A Stakeholder-Centric Entrepreneurship Approach to Poverty and Development. Proceedings - Academy of Management, 2015, 2015, 13102.	0.1	0
63	A Stakeholder Capabilities Perspective on Entrepreneurial Performance and Value Creation.. Proceedings - Academy of Management, 2016, 2016, 16732.	0.1	0
64	Broadening our Sight: Re-Imagining Organizational Theories, Practices & Pedagogies. Proceedings - Academy of Management, 2020, 2020, 14698.	0.1	0
65	Bringing People to the Table in New Ventures: An Effectual Approach. Negotiation Journal, 2022, 38, 11-34.	0.5	0