

Joakim Wincent

List of Publications by Year in descending order

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Version: 2024-02-01

121
papers

8,337
citations

57758

44
h-index

54911

84
g-index

125
all docs

125
docs citations

125
times ranked

5216
citing authors

| # | ARTICLE | IF | CITATIONS |
|----|--|------|-----------|
| 1 | THE NATURE AND EXPERIENCE OF ENTREPRENEURIAL PASSION. <i>Academy of Management Review</i> , 2009, 34, 511-532. | 11.7 | 1,228 |
| 2 | How entrepreneurial SMEs compete through digital platforms: The roles of digital platform capability, network capability and ambidexterity. <i>Journal of Business Research</i> , 2019, 100, 196-206. | 10.2 | 350 |
| 3 | Digitalization Capabilities as Enablers of Value Co-Creation in Servitizing Firms. <i>Psychology and Marketing</i> , 2017, 34, 92-100. | 8.2 | 317 |
| 4 | Prominent consequences of role stress: A meta-analytic review.. <i>International Journal of Stress Management</i> , 2006, 13, 399-422. | 1.2 | 275 |
| 5 | Non-linear relationship between industrial service offering and sales growth: The moderating role of network capabilities. <i>Industrial Marketing Management</i> , 2013, 42, 1374-1385. | 6.7 | 259 |
| 6 | An agile co-creation process for digital servitization: A micro-service innovation approach. <i>Journal of Business Research</i> , 2020, 112, 478-491. | 10.2 | 258 |
| 7 | Artificial intelligence and innovation management: A review, framework, and research agenda°. <i>Technological Forecasting and Social Change</i> , 2021, 162, 120392. | 11.6 | 224 |
| 8 | Entrepreneurial self-efficacy and business start-up: developing a multi-dimensional definition. <i>International Journal of Entrepreneurial Behaviour and Research</i> , 2010, 16, 329-348. | 3.8 | 208 |
| 9 | A systematic literature review of entrepreneurial opportunity recognition: insights on influencing factors. <i>International Entrepreneurship and Management Journal</i> , 2016, 12, 309-350. | 5.0 | 199 |
| 10 | Orchestrating industrial ecosystem in circular economy: A two-stage transformation model for large manufacturing companies. <i>Journal of Business Research</i> , 2019, 101, 715-725. | 10.2 | 198 |
| 11 | Does network board capital matter? A study of innovative performance in strategic SME networks. <i>Journal of Business Research</i> , 2010, 63, 265-275. | 10.2 | 179 |
| 12 | A Definition and Theoretical Review of the Circular Economy, Value Creation, and Sustainable Business Models: Where Are We Now and Where Should Research Move in the Future?. <i>Sustainability</i> , 2018, 10, 2799. | 3.2 | 179 |
| 13 | Entrepreneurship and well-being: The role of psychological autonomy, competence, and relatedness. <i>Journal of Business Venturing</i> , 2019, 34, 105875. | 6.3 | 170 |
| 14 | Gender Stereotypes and Venture Support Decisions: How Governmental Venture Capitalists Socially Construct Entrepreneurs'™ Potential. <i>Entrepreneurship Theory and Practice</i> , 2017, 41, 833-860. | 10.2 | 152 |
| 15 | Designing interorganizational networks for innovation: An empirical examination of network configuration, formation and governance. <i>Journal of Engineering and Technology Management - JET-M</i> , 2009, 26, 148-166. | 2.7 | 139 |
| 16 | Entrepreneurial orientation's experimentation and firm performance: The enabling role of absorptive capacity. <i>Strategic Management Journal</i> , 2015, 36, 1739-1749. | 7.3 | 127 |
| 17 | Developing Global Service Innovation Capabilities: How Global Manufacturers Address the Challenges of Market Heterogeneity. <i>Research Technology Management</i> , 2015, 58, 35-44. | 0.8 | 125 |
| 18 | Entrepreneurs learning together: The importance of building trust for learning and exploiting business opportunities. <i>International Entrepreneurship and Management Journal</i> , 2011, 7, 17-37. | 5.0 | 114 |

| # | ARTICLE | IF | CITATIONS |
|----|---|------|-----------|
| 19 | AI-enabled business-model innovation and transformation in industrial ecosystems: A framework, model and outline for further research. <i>Journal of Business Research</i> , 2021, 127, 85-95. | 10.2 | 113 |
| 20 | How AI capabilities enable business model innovation: Scaling AI through co-evolutionary processes and feedback loops. <i>Journal of Business Research</i> , 2021, 134, 574-587. | 10.2 | 105 |
| 21 | Start-up rates and innovation: A cross-country examination. <i>Journal of International Business Studies</i> , 2012, 43, 41-60. | 7.3 | 104 |
| 22 | How to circumvent adversity? Refugee-entrepreneurs' resilience in the face of substantial and persistent adversity. <i>Journal of Business Venturing</i> , 2020, 35, 105940. | 6.3 | 104 |
| 23 | Beyond Managing Uncertainty: Insights From Studying Equivocality in the Fuzzy Front End of Product and Process Innovation Projects. <i>IEEE Transactions on Engineering Management</i> , 2011, 58, 551-563. | 3.5 | 103 |
| 24 | A Comprehensive Model of Entrepreneur Role Stress Antecedents and Consequences. <i>Journal of Business and Psychology</i> , 2009, 24, 225-243. | 4.0 | 96 |
| 25 | Value co-creation process of integrated product-services: Effect of role ambiguities and relational coping strategies. <i>Industrial Marketing Management</i> , 2016, 56, 108-119. | 6.7 | 96 |
| 26 | Passion and habitual entrepreneurship. <i>International Small Business Journal</i> , 2015, 33, 216-227. | 4.8 | 89 |
| 27 | Why and how to compete through sustainability: a review and outline of trends influencing firm and network-level transformation. <i>International Entrepreneurship and Management Journal</i> , 2019, 15, 1-19. | 5.0 | 84 |
| 28 | Network board continuity and effectiveness of open innovation in Swedish strategic small-firm networks. <i>R and D Management</i> , 2009, 39, 55-67. | 5.3 | 77 |
| 29 | Can prosocial motivation harm entrepreneurs' subjective well-being?. <i>Journal of Business Venturing</i> , 2019, 34, 608-624. | 6.3 | 77 |
| 30 | Network capability, innovativeness, and performance: a multidimensional extension for entrepreneurship. <i>Entrepreneurship and Regional Development</i> , 2017, 29, 94-115. | 3.3 | 76 |
| 31 | Implementation intentions in the entrepreneurial process: concept, empirical findings, and research agenda. <i>Small Business Economics</i> , 2018, 51, 923-941. | 6.7 | 72 |
| 32 | The entrepreneur's role stressors and proclivity for a venture withdrawal. <i>Scandinavian Journal of Management</i> , 2008, 24, 232-246. | 1.9 | 69 |
| 33 | Breaking the routines: Entrepreneurial orientation, strategic learning, firm size, and age. <i>Long Range Planning</i> , 2017, 50, 145-167. | 4.9 | 69 |
| 34 | Exploring the microfoundations of servitization: How individual actions overcome organizational resistance. <i>Journal of Business Research</i> , 2018, 88, 328-336. | 10.2 | 67 |
| 35 | Quality Meets Structure: Generalized Reciprocity and Firm-Level Advantage in Strategic Networks. <i>Journal of Management Studies</i> , 2010, 47, 597-624. | 8.3 | 63 |
| 36 | Interorganizational Trust: Origins, Dysfunctions and Regulation of Rigidities. <i>British Journal of Management</i> , 2011, 22, 21-41. | 5.0 | 62 |

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|----|---|------|-----------|
| 37 | The performance impact of industrial services and service orientation on manufacturing companies. <i>Journal of Service Theory and Practice</i> , 2015, 25, 463-485. | 3.2 | 62 |
| 38 | Struggling with social capital: Pakistani women micro entrepreneursâ€™ challenges in acquiring resources. <i>Entrepreneurship and Regional Development</i> , 2017, 29, 759-790. | 3.3 | 62 |
| 39 | Entrepreneurship psychology: a review. <i>International Entrepreneurship and Management Journal</i> , 2015, 11, 743-768. | 5.0 | 60 |
| 40 | Entrepreneurship and Poverty Alleviation: The Importance of Health and Childrenâ€™s Education for Slum Entrepreneurs. <i>Entrepreneurship Theory and Practice</i> , 2021, 45, 350-385. | 10.2 | 55 |
| 41 | How a learning orientation affects drivers of innovativeness and performance in service delivery. <i>Journal of Engineering and Technology Management - JET-M</i> , 2013, 30, 169-187. | 2.7 | 53 |
| 42 | A country-level institutional perspective on entrepreneurship productivity: The effects of informal economy and regulation. <i>Journal of Business Venturing</i> , 2021, 36, 106002. | 6.3 | 52 |
| 43 | PERSONAL TRAITS OF CEOs, INTER-FIRM NETWORKING AND ENTREPRENEURSHIP IN THEIR FIRMS: INVESTIGATING STRATEGIC SME NETWORK PARTICIPANTS. <i>Journal of Developmental Entrepreneurship</i> , 2005, 10, 271-284. | 0.8 | 51 |
| 44 | Network partner diversity, network capability, and sales growth in small firms. <i>Journal of Business Research</i> , 2016, 69, 2113-2117. | 10.2 | 50 |
| 45 | Hybrid entrepreneurship: the importance of passion. <i>Baltic Journal of Management</i> , 2014, 9, 314-329. | 2.2 | 49 |
| 46 | Critical success factors in early new product development: a review and a conceptual model. <i>International Entrepreneurship and Management Journal</i> , 2018, 14, 411-427. | 5.0 | 49 |
| 47 | Towards a multi-level servitization framework. <i>International Journal of Operations and Production Management</i> , 2018, 38, 810-827. | 5.9 | 44 |
| 48 | Operationalizing opportunities in entrepreneurship research: use of data envelopment analysis. <i>Small Business Economics</i> , 2011, 37, 39-57. | 6.7 | 43 |
| 49 | Role stress and entrepreneurship research. <i>International Entrepreneurship and Management Journal</i> , 2009, 5, 1-22. | 5.0 | 42 |
| 50 | An Exchange Approach on Firm Cooperative Orientation and Outcomes of Strategic Multilateral Network Participants. <i>Group and Organization Management</i> , 2008, 33, 303-329. | 4.4 | 41 |
| 51 | Entrepreneurial orientation and network board diversity in network organizations. <i>Journal of Business Venturing</i> , 2014, 29, 327-344. | 6.3 | 41 |
| 52 | Cognitive Constructions of Lowâ€™Profit and Highâ€™Profit Business Models: A Repertory Grid Study of Serial Entrepreneurs. <i>Entrepreneurship Theory and Practice</i> , 2015, 39, 1083-1109. | 10.2 | 41 |
| 53 | How do harmonious passion and obsessive passion moderate the influence of a CEO's change-oriented leadership on company performance?. <i>Leadership Quarterly</i> , 2016, 27, 653-670. | 5.8 | 40 |
| 54 | Circular business model implementation: Design choices, orchestration strategies, and transition pathways for resource-sharing solutions. <i>Journal of Cleaner Production</i> , 2021, 280, 124399. | 9.3 | 40 |

| # | ARTICLE | IF | CITATIONS |
|----|---|------|-----------|
| 55 | Too small or too large to trust your partners in multipartner alliances? The role of effort in initiating generalized exchanges. <i>Scandinavian Journal of Management</i> , 2011, 27, 99-112. | 1.9 | 36 |
| 56 | New service development by manufacturing firms: Effects of customer participation under environmental contingencies. <i>Journal of Business Research</i> , 2019, 104, 497-505. | 10.2 | 36 |
| 57 | Social entrepreneurship and values work: The role of practices in shaping values and negotiating change. <i>Journal of Business Venturing</i> , 2021, 36, 106064. | 6.3 | 36 |
| 58 | Small firms in multipartner R&D alliances: Gaining benefits by acquiescing. <i>Journal of Engineering and Technology Management - JET-M</i> , 2012, 29, 453-467. | 2.7 | 33 |
| 59 | Diversity, innovation and entrepreneurship: where are we and where should we go in future studies?. <i>Small Business Economics</i> , 2021, 56, 759-772. | 6.7 | 33 |
| 60 | Entrepreneurs' coping with challenging role expectations. <i>Baltic Journal of Management</i> , 2007, 2, 288-304. | 2.2 | 32 |
| 61 | The Influence of Passion and Work-Life Thoughts on Work Satisfaction. <i>Human Resource Development Quarterly</i> , 2013, 24, 469-492. | 3.3 | 32 |
| 62 | CEO burnout, managerial discretion, and firm performance: The role of CEO locus of control, structural power, and organizational factors. <i>Long Range Planning</i> , 2018, 51, 953-971. | 4.9 | 31 |
| 63 | Role Stress, Exhaustion, and Satisfaction: A Cross-Lagged Structural Equation Modeling Approach Supporting Hobfoll's Loss Spirals. <i>Journal of Applied Social Psychology</i> , 2010, 40, 1357-1384. | 2.0 | 30 |
| 64 | When a new industry meets traditional and declining ones: An integrative approach towards dialectics and social movement theory in a model of regional industry emergence processes. <i>Scandinavian Journal of Management</i> , 2010, 26, 290-308. | 1.9 | 30 |
| 65 | A conceptual framework for misfit technology commercialization. <i>Technological Forecasting and Social Change</i> , 2011, 78, 1060-1071. | 11.6 | 30 |
| 66 | Government efficiency and corruption: A country-level study with implications for entrepreneurship. <i>Journal of Business Venturing Insights</i> , 2017, 8, 50-55. | 3.4 | 30 |
| 67 | Examining Positive Performance Implications of Role Stressors by the Indirect Influence of Positive Affect: A Study of New Business Managers. <i>Journal of Applied Social Psychology</i> , 2011, 41, 699-727. | 2.0 | 29 |
| 68 | Obsessive passion, competence, and performance in a project management context. <i>International Journal of Project Management</i> , 2013, 31, 877-888. | 5.6 | 29 |
| 69 | Passion and role opportunity search: Interfering effects of conflicts and overloads.. <i>International Journal of Stress Management</i> , 2013, 20, 20-36. | 1.2 | 29 |
| 70 | The Importance of Compensating Strategic Network Board Members for Network Performance: A Contingency Approach. <i>British Journal of Management</i> , 2010, 21, 131-151. | 5.0 | 28 |
| 71 | Leadership, Passion and Performance: A Study of Job Creation Projects during the Recession. <i>British Journal of Management</i> , 2015, 26, 211-224. | 5.0 | 28 |
| 72 | Unleashing synergies in strategic networks of SMEs: The influence of partner fit on corporate entrepreneurship. <i>International Small Business Journal</i> , 2012, 30, 453-471. | 4.8 | 27 |

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|----|--|------|-----------|
| 73 | Entrepreneurial orientation, firm market power and opportunism in networks. <i>Journal of Business and Industrial Marketing</i> , 2016, 31, 99-111. | 3.0 | 27 |
| 74 | The role of inspiration in entrepreneurship: Theory and the future research agenda. <i>Journal of Business Research</i> , 2019, 101, 548-554. | 10.2 | 26 |
| 75 | A Survey Study of the Transitioning towards High-value Industrial Product-services. <i>Procedia CIRP</i> , 2014, 16, 176-180. | 1.9 | 25 |
| 76 | Technological arbitrage opportunities and interindustry differences in entry rates. <i>Journal of Business Venturing</i> , 2014, 29, 437-452. | 6.3 | 24 |
| 77 | Influence of market orientation on performance: the moderating roles of customer participation breadth and depth in new product development. <i>Industry and Innovation</i> , 2019, 26, 1103-1120. | 3.1 | 24 |
| 78 | It's a Peoples Game, Isn't It?! A Comparison Between the Investment Returns of Business Angels and Machine Learning Algorithms. <i>Entrepreneurship Theory and Practice</i> , 2022, 46, 1054-1091. | 10.2 | 24 |
| 79 | Industrial clusters, flagship enterprises and regional innovation. <i>Entrepreneurship and Regional Development</i> , 2019, 31, 104-118. | 3.3 | 23 |
| 80 | Managing Maturing Government-Supported Networks: The Shift from Monitoring to Embeddedness Controls. <i>British Journal of Management</i> , 2013, 24, 480-497. | 5.0 | 20 |
| 81 | Time and time-based organizing of innovation: Influence of temporality on entrepreneurial firms' performance. <i>Journal of Business Research</i> , 2020, 112, 23-32. | 10.2 | 19 |
| 82 | A CAUSE-EFFECT STUDY OF INTER-FIRM NETWORKING AND CORPORATE ENTREPRENEURSHIP: INITIAL EVIDENCE OF SELF-ENFORCING SPIRALS. <i>Journal of Developmental Entrepreneurship</i> , 2009, 14, 355-373. | 0.8 | 18 |
| 83 | Passion and challenging goals: drawbacks of rushing into goal-setting processes. <i>Journal of Applied Social Psychology</i> , 2013, 43, 2318-2329. | 2.0 | 18 |
| 84 | Entrepreneurial Orientation and International New Entry: The Moderating Role of Autonomy and Structures in Subsidiaries. <i>Journal of Small Business Management</i> , 2016, 54, 90-112. | 4.8 | 18 |
| 85 | Costly Ties: Social Capital as a Retardant of Network-Level Entrepreneurial Orientation. <i>Journal of Small Business Management</i> , 2016, 54, 229-243. | 4.8 | 18 |
| 86 | When stereotypical gender notions see the light of day, will they burst? Venture capitalists' gender constructions versus venturing performance facts. <i>Journal of Business Venturing Insights</i> , 2018, 9, 32-38. | 3.4 | 18 |
| 87 | Rushed and short on time: The negative effects of temporal planning and flexible pacing style on the entrepreneurial alertness-effectuation relationship. <i>Journal of Business Research</i> , 2019, 101, 555-560. | 10.2 | 18 |
| 88 | Should business angels diversify their investment portfolios to achieve higher performance? The role of knowledge access through co-investment networks. <i>Journal of Business Venturing</i> , 2020, 35, 106043. | 6.3 | 18 |
| 89 | Strategic effects of corporate venture capital investments. <i>Journal of Business Venturing Insights</i> , 2016, 5, 63-69. | 3.4 | 17 |
| 90 | What do they think and what do they say? Gender bias, entrepreneurial attitude in writing and venture capitalists' funding decisions. <i>Journal of Business Venturing Insights</i> , 2020, 13, e00154. | 3.4 | 17 |

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|-----|--|------|-----------|
| 91 | Women's entrepreneurship and well-being at the base of the pyramid. <i>Journal of Business Venturing</i> , 2022, 37, 106222. | 6.3 | 17 |
| 92 | Managing competence acquisition and financial performance: An empirical study of how small firms use competence acquisition strategies. <i>Journal of Engineering and Technology Management - JET-M</i> , 2013, 30, 327-349. | 2.7 | 16 |
| 93 | Transaction costs theory and coordinated safeguards investment in R&D offshoring. <i>Journal of Business Research</i> , 2016, 69, 1823-1828. | 10.2 | 16 |
| 94 | Organizational identity and behaviors in strategic networks. <i>Journal of Business and Industrial Marketing</i> , 2016, 31, 36-46. | 3.0 | 15 |
| 95 | Measuring Arbitrage Opportunities. <i>Organizational Research Methods</i> , 2010, 13, 55-66. | 9.1 | 14 |
| 96 | Goal Commitment and Performance: An Empirical Study Incorporating Role-Stress Literature to Reveal Functional and Dysfunctional Influences. <i>Journal of Applied Social Psychology</i> , 2011, 41, 2634-2655. | 2.0 | 14 |
| 97 | Processes in collaborative entrepreneurship: a longitudinal case study of how multiple actors exploit a radically new opportunity. <i>International Entrepreneurship and Management Journal</i> , 2014, 10, 713-726. | 5.0 | 14 |
| 98 | Retrospective relational sensemaking in R&D offshoring. <i>Industrial Marketing Management</i> , 2017, 63, 205-216. | 6.7 | 14 |
| 99 | Supporting innovation in government-sponsored networks: The role of network board composition. <i>International Small Business Journal</i> , 2013, 31, 997-1020. | 4.8 | 13 |
| 100 | When the fog dissipates: The choice between value creation and value appropriation in a partner as a function of information asymmetry. <i>Journal of Business Research</i> , 2018, 88, 498-504. | 10.2 | 13 |
| 101 | Managing the front-end phase of process innovation under conditions of high uncertainty. <i>Quality and Quantity</i> , 2017, 51, 1983-2000. | 3.7 | 11 |
| 102 | Ecosystems transformation through disruptive innovation: A definition, framework and outline for future research. <i>Journal of Business Research</i> , 2022, 147, 16-26. | 10.2 | 10 |
| 103 | Offshoring and Improvisational Learning: Empirical Insights into Developing Global R&D Capabilities. <i>Industry and Innovation</i> , 2013, 20, 544-562. | 3.1 | 9 |
| 104 | Bank lending and financial discrimination from the formal economy: How women entrepreneurs get forced into involuntary bootstrapping. <i>Journal of Business Venturing Insights</i> , 2018, 10, e00096. | 3.4 | 9 |
| 105 | What is the Market Value of Artificial Intelligence and Machine Learning? The Role of Innovativeness and Collaboration for Performance. <i>Technological Forecasting and Social Change</i> , 2022, 180, 121716. | 11.6 | 9 |
| 106 | Turning stressors into something productive: an empirical study revealing nonlinear influences of role stressors on self-efficacy. <i>Journal of Applied Social Psychology</i> , 2013, 43, 263-274. | 2.0 | 8 |
| 107 | Tracking innovation diffusion: AI analysis of large-scale patent data towards an agenda for further research. <i>Technological Forecasting and Social Change</i> , 2021, 165, 120524. | 11.6 | 8 |
| 108 | Oh, it's complex to see women here, isn't it and this seems to take all my attention! A repertory grid approach to capture venture capitalists cognitive structures when evaluating women entrepreneurs. <i>Journal of Business Venturing Insights</i> , 2021, 15, e00218. | 3.4 | 8 |

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|-----|---|------|-----------|
| 109 | Coopetition â€“ Strategy and interorganizational transformation: Platform, innovation barriers, and coopetitive dynamics. <i>Industrial Marketing Management</i> , 2022, 104, 101-115. | 6.7 | 8 |
| 110 | Exploring the antecedents of franchise internationalization. <i>Journal of Business Research</i> , 2020, 112, 422-430. | 10.2 | 7 |
| 111 | Sustainable Investments in Responsible SMEs: Thatâ€™s Whatâ€™s Distinguish Government VCs from Private VCs. <i>Journal of Risk and Financial Management</i> , 2021, 14, 25. | 2.3 | 7 |
| 112 | Flagship enterprises, entrepreneurial clusters, and business entry rates: insights from the knowledge spillover theory of entrepreneurship. <i>Entrepreneurship and Regional Development</i> , 2021, 33, 353-367. | 3.3 | 7 |
| 113 | Exploratory and exploitative capability paths for innovation: A contingency framework for harnessing fuzziness in the front end. <i>Technovation</i> , 2022, 113, 102416. | 7.8 | 7 |
| 114 | How much does the â€œsame-gender effectâ€•matter in VCs' assessments of entrepreneurs?. <i>Journal of Business Venturing Insights</i> , 2019, 12, e00133. | 3.4 | 5 |
| 115 | Purchasers as boundary spanners: Mapping purchasing agents' persuasive orientations. <i>Industrial Marketing Management</i> , 2020, 84, 224-236. | 6.7 | 5 |
| 116 | Dynamics of after-sales managersâ€™ strategizing work: What, why and how. <i>Journal of Business Research</i> , 2020, 110, 119-131. | 10.2 | 5 |
| 117 | A personal adversity model of justifying the costs of entrepreneurial action: The case of oil thieves in the Niger DELTA. <i>Journal of Business Venturing</i> , 2022, 37, 106163. | 6.3 | 5 |
| 118 | Measuring technological arbitrage opportunities: methodological implications for industry analysis with time series data. <i>Industrial and Corporate Change</i> , 2017, 26, 1021-1038. | 2.8 | 4 |
| 119 | Does attentionâ€•deficit hyperactivity disorder medication reduce entrepreneurship?. <i>Health Economics (United Kingdom)</i> , 2020, 29, 1071-1077. | 1.7 | 4 |
| 120 | Technological advancement through imitation by industry incumbents in strategic alliances. , 2015, , . | | 2 |
| 121 | Technological Expansions, Catching-Up Innovations and Technological Shifts at the Regional Level: Conceptual Considerations and Empirical Illustration. <i>Regional Studies</i> , 2016, 50, 1433-1448. | 4.4 | 2 |