

CURRICULUM VITAE

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PUBLICATIONS IN DOUBLE BLIND REVIEWED JOURNALS

Gundolf, K., Cesinger, B., Géraudel, M., Filser, M. (in press) Strong ties, personality, and legitimacy of entrepreneurs: the case of private physicians. *International Journal of Entrepreneurial Venturing*.

Cesinger, B., Gundolf, K., and Kraus, S. (in press) Are entrepreneurs in new ventures democratic? *International Journal of Entrepreneurial Venturing*.

Kraus, S., Ambos, T. Eggers, F., and Cesinger, B. (2015) Distance and Perceptions of Risk in Internationalization Decisions. *Journal of Business Research*, Vol. 68, No. 7, pp. 1501-1505.

Cesinger, B., Eggers, F., Kraus, S., and Ambos, T. (2015) La heurística de los ejecutivos en la toma de decisiones internacionales. *Harvard Deusto Business Review*, No. 248, pp. 34-44.

Winter, C., Cesinger, B., Gelléri, P., Putsch, D., and Winzen, J. (2015) Psychometrical testing of entrepreneurial creativity". *International Journal of Entrepreneurial Venturing*, Vol. 7, No. 2, pp. 194-210.

Filser, M., Cesinger, B., and Kraus, S. (2015) International Entrepreneurship – Zum State of the Art der betriebswirtschaftlichen Forschung. *Betriebswirtschaftliche Forschung und Praxis (BFuP)*, Vol. 67, No. 2, pp. 2-19.

Mensching, H., Cesinger, B., and Bouncken, R. (2015) Internationalisierung von Familienunternehmen - Zum aktuellen Forschungsstand in der betriebswirtschaftlichen Forschung. The internationalization of family businesses – A literature review of extant research. *Betriebswirtschaftliche Forschung und Praxis (BFuP)*, Vol. 67, No. 2, pp. 76-93.

König S. and Cesinger, B. (2015) Gendered work–family conflict in Germany: do self-employment and flexibility matter? *Work, Employment & Society*, Vol. 29, No. 4, pp. 531-549.

Cesinger, B., Bouncken, R., Fredrich, V., and Kraus, S. (2014) The Alchemy of Family Enterprises' Internationalization: Dexterous movers or prodigal laggards? *European Journal of International Management*, Vol.8, No.6, pp. 671-696.

Bouncken, R., Cesinger, B., and Kraus, S. (2014) The role of entrepreneurial risks in the intercultural context: A study of four nations. *European Journal of International Management*, Vol. 8, No. 1, pp. 20-54.

Cesinger, B., Fink, M., Madsen, T. K., and Kraus, S. (2012) Rapidly Internationalizing Ventures: How Definitions can Bridge the Gap across Contexts. *Management Decision*, Vol. 50, No. 10, pp. 1816-1842.

Cesinger, B., Danko, A., and Bouncken, R. (2012) Born Globals: (Almost) 20 Years of Research and Still not 'Grown up'? *Journal of Entrepreneurship & Small Business*, Vol. 15, No. 2, pp. 171-190.

Cesinger, B., Habisreutinger, C., and Danko, A. (2012) Opening the black box: a comparative case study on international prospectors. *International Journal of Entrepreneurial Venturing*, Vol. 4, No. 1, pp. 77-95.

Cesinger, B. (2012). Book Review: Family Enterprise in the Asia Pacific. Exploring Transgenerational Entrepreneurship in Family Firms. *Journal of Small Business and Entrepreneurship*, Vol. 25, No. 2, pp. 24ff.

Cesinger, B. and Kraus, S. (2012) The pre-export model - prospects for research on rapidly internationalizing ventures? *International Journal of Business Research*, Vol. 12, No. 2, pp. 17-26.

CONFERENCE CONTRIBUTIONS

Gast, J., Cesinger, B., Götzen, T., and Baldegger, U. Kicking out the family: Family buyouts as a way towards strategic renewal and growth? Paper presented at the 19th Annual Interdisciplinary Conference on Entrepreneurship – G-Forum, October 8th – 9th 2014, Kassel, Germany.

Cesinger, B., Gundolf, K., and Géraudel, M. Start-ups' key to sales growth: the strength of growth intention and innovation. Paper presented at the 19th Annual Interdisciplinary Conference on Entrepreneurship – G-Forum, October 8th – 9th 2014, Kassel, Germany.

Cesinger, B., Bouncken, R., Fredrich, V., Kraus, S., and Mensching, H. Influences on the International Performance of Family Businesses. Paper presented at the 18th Annual Interdisciplinary Conference on Entrepreneurship – G-Forum, November 13th – 14th 2014, Oldenburg, Germany.

Géraudel, M., Gundolf, K., and Cesinger, B. Explaining doctors' access to technological resources: the role of networks and personal traits. Paper presented at RENT XXVIII - Research in Entrepreneurship and Small Business, November 19th – 21st 2014, Luxemburg.

Kraus, S., Cesinger, B., Eggers, F., and Ambos, T. Distance and Perceptions of Risk in Internationalization Decisions: A Conjoint Choice Experiment. Paper presented at the 3rd GIKA Conference, July 7th – 9th 2014, Valencia, Spain.

Winner of the Best Full Paper Award.

Cesinger, B. and Gundolf, K. Are nascent entrepreneurs democratic? Paper presented at the INBAM Conference, June 24th – 27th 2014, Barcelona, Spain.

Géraudel, M., Gundolf, K., and Cesinger, B. Access To Technological Resources: The Joint Role Of Social Capital And Conscientiousness For Private Practitioners. Paper presented at the INBAM Conference, June 24th – 27th 2014, Barcelona, Spain.

Cesinger, B. and Gurau, C. Risk-seeking behaviour in International Entrepreneurship: Myth or reality? Paper presented at the Second International Entrepreneurship Workshop, April 7th – 9th 2014, Edinburgh, Scotland.

Cesinger, B. and Gundolf, K. Are nascent entrepreneurs democratic? Paper presented at the SMS Special Conference, March 9th – 11th 2014, Tel Aviv, Israel.

Bouncken, R., Kraus, S., Cesinger, B., Fredrich, V., and Mensching, H. Network Intensity, Trust, and Internationalization Knowledge: Effects on Family Firms' International Performance. Paper presented at the 2nd GIKA Conference, July 9th – 11th 2013, Valencia, Spain.

Cesinger, B. and Gundolf, K. Are nascent entrepreneurs democratic? Paper presented at the EURAM 2013, June 25th – 29th 2013, Istanbul, Turkey.

Bouncken, R., Kraus, S., Cesinger, B., and Fredrich, V., Family Firms' Internationalization Market Entry: Small and Speedy – or Chary? Paper presented at the Academy of Management Annual Meeting, August 9th – 13th 2013, Lake Buena Vista, Florida, USA.

Cesinger, B., König, S., and Langhauser, M. Subjective success in an entrepreneurial career – the case of work-life-balance: Results from a large scale survey in Germany. Paper presented at 2012 Babson College Entrepreneurship Research Conference, 6th – 9th 2012, Fort Worth, TX, USA.

Cesinger, B., Fink, M., Madsen, T.K., and Kraus, S. Rapidly Internationalizing Ventures: How Definitions can Bridge the Gap across Contexts. Paper presented at the CIMaR 2012 - 20th Annual Meeting, May 16th – 18th 2012, Taipei, Taiwan.

Winner of the Best Full Paper Award.

Kramer, M., Cesinger, B., Schwarzingler, D., and Gelléri, P. Investigating entrepreneurs' dark personality: How narcissism, Machiavellianism, and psychopathy relate to entrepreneurial intention. Paper presented at the 25th Annual Australian and New Zealand Academy of Management Conference, December 7th – 9th 2011, Wellington, New Zealand.

Winner of the Best Full Paper Award.

König, S., Langhauser, M., and Cesinger, B. Success in an entrepreneurial career. Results from a large scale survey in Germany". Paper presented at the 15th Annual Interdisciplinary Conference on Entrepreneurship, G-Forum, November 3rd – 4th 2011, Zürich, Switzerland.

Kramer, M., Cesinger, B., Schwarzingler, D., and Gelléri, P. The dark side of entrepreneurial personality: Effects of narcissism, Machiavellianism and psychopathy on entrepreneurial intention and performance. Paper presented at the 25th British Academy of Management Conference, September 13th – 15th 2011, Birmingham, U.K.

Winner of the Best Full Paper Award – Entrepreneurship Division.

Cesinger, B., Fink, M., and Kraus, S. A challenging inquiry into International Entrepreneurship: Born Globals from a European and U.S. perspective. Paper presented at the 14th Annual Interdisciplinary Conference on Entrepreneurship, G-Forum, October 21st – 22nd 2010, Cologne, Germany.

Cesinger, B., Gelléri, P., Putsch, D., and Winter, C. The Creative Entrepreneur - Myth or Reality? Findings from Psychometrical Testing. Paper presented at 2010 Babson College Entrepreneurship Research Conference, June 10th – 12th 2010, Lausanne, Switzerland.

Cesinger, B., Gelléri, P., Putsch, D., Winter, C., and Winzen, J. Psychometrical testing in the context of entrepreneurial creativity. Paper presented at the 9th International Entrepreneurship Forum, September 16th – 18th 2009, Istanbul, Turkey.

Cesinger, B. and Müller, C. Genderspecific Entrepreneurship Teaching in Germany - a Necessity? Paper presented at the 10th International Congress on Women, June 8th 2008, Madrid, Spain.

Cesinger, B., Rehner, J., and Haas, H.-D. Off-Shoring to Romania by the Italian „Sistema Moda“. Paper presented at the 5th Interdisciplinary European Conference on Entrepreneurship Research (IECER), February 28th – March 2nd 2007, Montpellier, France.

BOOK CHAPTERS, REPORTS AND OTHER PUBLISHED WORK

Cesinger, B., Baumann, A., and Fellnhöfer, K. (2015) Die »Silver Society«: Chance und Herausforderung für Unternehmen. [The Silver Society: corporate opportunity and challenge]. New Design University, St. Pölten.

Leicht, R., Cesinger, B., König S., and Langhauser, M. (2014) Karriere zu zweit – Haushalt allein? Selbständige Frauen in Beruf und Partnerschaft. [Career in pairs – household alone? Careers and partnerships of selfemployed women.] In: Gather, C. (ed.): Die Vielfalt der Selbständigkeit: sozialwissenschaftliche Beiträge zu einer Erwerbsform im Wandel [The diversity of selfemployment: of a changing form of employment]. Vol. 58/59., p. 189-212. Sigma, Berlin.

Cesinger, B., König, S. Langhauser, M., and Leicht, R. (2012) Zwei Karrieren – eine Familie? (Ergebnisse aus dem Projekt: Durch Selbständigkeit zur Doppelkarriere? Berufs-, Partnerschafts- und Lebenskonzepte erfolgreicher Gründerinnen, Teil II: Über Vereinbarkeit in Karrierekontext). [Two careers – one family? (Results from the Project: Self-employment: a pathway for Dual Career Couples? Patterns of work, relationship and living of successful enterprising women, Part II: About Reconciliation in the Career Context)]. Stuttgart/Mannheim.

König, S., Cesinger, B., Langhauser, M., and Leicht, R. (2012) Erfolg ist, wenn beide Karriere machen" (Ergebnisse aus dem Projekt: Durch Selbständigkeit zur Doppelkarriere? Berufs-, Partnerschafts- und Lebenskonzepte erfolgreicher Gründerinnen, Teil I: Über Karriereerfolg im Partnerschaftskontext). [Success is if both have a career (Results from the Project: Self-employment: a pathway for Dual Career Couples? Patterns of work, relationship and living of successful enterprising women, Part I: About Career Success in Partnerships)]. Stuttgart/Mannheim.

Bergmann, H., Cesinger, B., and Ostertag, F. (2012) Unternehmerische Absichten und Aktivitäten von Studierenden in Deutschland im internationalen Vergleich. Ergebnisse des Global University Entrepreneurial Spirit Students' Survey (GUESSS). [Entrepreneurial Intentions and Activity of German Students in an International Comparison. Results from the Global University Entrepreneurial Spirit Students' Survey (GUESSS)]. Stuttgart.

Cesinger, B., Gelléri, P., Putsch, D., and Winter, C. (2010) The Creative Entrepreneur - Myth or Reality? Findings from Psychometrical Testing. *Frontiers of Entrepreneurship Research*, Vol. 30, No. 5, Article 18.

Cesinger, B. and Müller, C. (2009) Genderspezifische Lehre an deutschen Entrepreneurshiplehrstühlen - eine Notwendigkeit? [Genderspecific Entrepreneurship Teaching in Germany – a Necessity?]. Stuttgart/Berlin.

Factsheet No. 09/2007 Psychologische und soziale Aspekte der Gründungen der Gründungen durch Frauen [Psychological and social aspects of female entrepreneurship]. On behalf of the National Agency for Women Start-ups Activities and Services (bga). Stuttgart/Berlin.

Factsheet No. 08/2007 Qualitative Bedeutung von Gründungen durch Frauen [Qualitative characteristics of female start-ups]. On behalf of the National Agency for Women Start-ups Activities and Services (bga). Stuttgart/Berlin.

Factsheet No. 07/2007 Quantitative Bedeutung Gründungen durch Frauen [Quantitative impact of female start-ups]. On behalf of the National Agency for Women Start-ups Activities and Services (bga). Stuttgart/Berlin.

Joint research project with the Chair of Small and Medium Sized Companies and Entrepreneurship at the University of Mannheim on „Self-employment: a pathway for Dual Career Couples? Patterns of work, relationship and living of successful enterprising women“. Funded with 390,000 € by the German Federal Ministry of Education and Research and the European Social Fund.