Entrepreneurship is a milestone on the road towards progress that can make a major contribution to the development and future prosperity of a country (Welbourne & Pardo-del-Val, 2009). Accordingly, entrepreneurship is receiving an increasing amount of attention as a key driver of economic regeneration and growth. Entrepreneurs identify problems, which can also be viewed as opportunities, and then seek solutions to these problems (Sullivan, 2007; Lee et al., 2009). In today's environment, entrepreneurship encourages the competition necessary to reap the benefits of globalization. A key part of entrepreneurship is innovation (Eckhardt & Shane, 2003). In the knowledge era, one of the best ways for countries to gain a competitive advantage is through continual technological innovation. Innovation is thus a key source of knowledge-based competitive advantage.

The ability to innovate in technology helps develop knowledge. But what will the trend look like over the next few years? And how should researchers link entrepreneurship and innovation to decisions? Here, we refer to relationships in the form of best practices and routines that support decision making and negotiation process in groups and societies. The related multidisciplinary activity of innovation has attracted much attention from scholars. Innovation is about planting seed for new opportunities to create value, so that entrepreneurs can discover, assess, and finally harvest their creative efforts (Shane & Venkatraman, 2000). Sensemaking, on the other hand, involves “turning circumstances into a situation that is comprehended explicitly in words and that serves as a springboard into action” (Weick, Sutcliffe & Obstfeld, 2005: 2). Entrepreneurship performance is related not only to innovation, but also to the ability of entrepreneurs to integrate their capabilities within their context using sensemaking devices that prove persuasive and that lend coherence to the entrepreneur’s decision making and negotiation (Lounsbury & Glynn, 2001; Holt & Macpherson, 2010). Negotiation is a general form of social interaction, and it is necessary whenever conflict erupts and no fixed procedures to resolve such a conflict exist. To reduce opportunistic behavior in the negotiation and decision-making process, the rest of the team must share the entrepreneur’s values. In other words, the entrepreneur and his or her team must have common goals, a common vision, and coherent strategies.

Theories, methods, and applications are the three pillars that allow researchers to solve the key issues in entrepreneurship and innovation. Each theory acts as a lens that allows us to interpret a certain form of entrepreneurship and innovation, identify a particular set of problems, and seek a range of solutions to those problems. Hence, critically reviewing these theories and analyzing the resulting practices are crucial. Scholars who consolidate and apply these theories use different methods and approaches to yield relevant contributions and question some of the implications and even the fundamental proposals of these theories. The following are examples of empirical studies or cases that fit within this Special Issue: using sensemaking as a tool in the decision-making processes of innovative companies, identifying innovative implementations that can improve decision making during firm creation, and developing entrepreneurship performance by innovating with sensemaking in the decision-making process.
The aim of this GDN Special Issue is to provide theoretical and empirical evidence that relates entrepreneurship and innovation to decisions. This focus also emphasizes the connections among entities involved in group decision support activities. Empirical research that uses rigorous quantitative or qualitative methods, conceptual papers that explore different theoretical perspectives, and submissions with multiple levels of analysis are particularly welcome. Although all related topics are of interest, some recommended topics are listed below:

- Key relationships between entrepreneurship and group decision making;
- Negotiation process in entrepreneurship field;
- The importance of decision making in entrepreneurial innovation;
- The way top management conflict influences firms’ innovativeness;
- Analysis based on the way group decision making affects service innovations;
- Innovation performance and its relationship with rational decision making;
- Comparative analysis of decision-making behavior in SMEs and large firms;
- Sensemaking in the organizational decision making process.

The editors invite preliminary discussions from potential authors. Please contact one, or all, of the editors:

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**Abbreviated title**

*EIS for Decisions* is the abbreviated title of the Special Issue. The authors should select this title when they submit their manuscripts using the online Editorial Manager:


**Tentative schedule:**

- Deadline for manuscript submission: July 31, 2017
- Reviewers’ reports: September 30, 2017
- Revised paper submission: November 30, 2017
- Reviewers’ reports (second round): December 31, 2017
- Final paper submission: February 15, 2018
- The Special Issue will be published in 2018.

**References**


