

Call for Papers

Special Issue on

(Ir)Rationality of Decisions in Business Research and Practice

Edited by

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With this special issue on “(Ir)rationality of Decisions in Business Research and Practice,” *Business Research* invites submissions of papers that contribute directly to the theme of the Annual Conference of the German Academic Association for Business Research (VHB) in Magdeburg, May 23 - 25, 2018.

The main theme of the conference and the special issue address the tension between the optimality of decisions and pragmatic heuristics in an increasingly complex economic and political environment. Which constraints on complexity are necessary to obtain practical and robust decision rules applicable for management decisions in different types of context? How can modern behavioral research guide complex management decisions? How can cognitive deficiencies be amended by strategic information acquisition and procession? These are just a few motivating topical questions on this large overarching theme. The special issue intends to provide a cross-over forum to illustrate the implications of (ir)rationality for the many subfields and applications in management and business research and highlight commonalities across these fields.

We welcome theoretical, empirical, and methodological contributions (including case studies) that address aspects related to the conference theme. All contributions should clearly address the practical and theoretical implications for business decisions.

The special issue will include both original research papers as well as contributions from several of the conference keynote speakers. Keynote speakers to present at the conference include:

- John Christensen (Syddansk University)
- Elena Katok (University of Texas at Dallas)
- Erich Kirchler (Universität Wien)
- Michael Norton (Harvard University)
- Martin Weber (Universität Mannheim)

Business Research commits a first set of reports prior to the conference by April 2018 such that potentially revised versions can be presented and discussed with the scientific community at the Annual Conference. In order to be considered for the special issue, papers must also be presented at the Annual Conference in Magdeburg.

Submission guidelines and deadlines

When preparing your submission, please check the *Business Research* website for guidelines on style requirements and paper length: <http://www.springer.com/40685>. Manuscript submission for the review process will be done in the Editorial Manager of Springer at the following website <https://www.editorialmanager.com/BURE>. Please, mention explicitly “**Special Issue – VHB 2018**” in the comment section.

Submission deadline:	30 November 2017
First reports committed before:	31 March 2018
Final revisions due:	31 December 2018
Expected publication date:	Spring 2019

Inquiries for the special issue should be sent by email to the coordinating *Business Research* Guest Co-Editors Alexander Dilger (alexander.dilger@uni-muenster.de), Marko Sarstedt (marko.sarstedt@ovgu.de), or to the Editor-in-Chief Thomas Gehrig (thomas.gehrig@univie.ac.at).