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Faculty of Law, Business and Economics
Chair of Entrepreneurial Behavior

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# Abstract

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(One block without paragraph and indentation)

Keywords:

[…]

[…]

[…]

# List of figures

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[Table 1: Descriptive statistics and correlations among study variables (Study 3) 9](#_Toc384126897)

# List of abbreviations (Terms should not be in the dictionary)

Abbreviation Full term

Abbreviation Full term

Abbreviation Full term

HWWI Hamburgisches Weltwirtschaftsinstitut

SEOP Sozio-ökonomisches Panel

# Introduction

„The topic XY has gained increased interest in research and practice in recent years" (W1). Studies (e.g. Müller & Schuster, 1999) show that......" (W2: List consequences that demonstrate relevance or otherwise argue why XY is important/interesting. It should also be clear what exactly you mean by XY. If abbreviations are used, define them the first time they appear and use them consistently thereafter). Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text

"In recent years, there has been increased research into what causes XY. Thus, studies show that (brief description of "what do we know about XY")......." (W3: What do we know?). Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text. ..…. "However, they ignored the fact that........" (W4: Research problem/gap) Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text. …..Thus it remains unclear, ….

"The present study investigates...". (W5: concrete description of the research objectives and rudimentary justification/explanation; the detailed justification follows in the theory section) Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text….. The contribution of the paper to the research area is that..... (Link to W4 here and explain how the study solves/answers the problems just developed.

[For quantitative empirical papers, illustration of the schematic research model at the end, where applicable]

# Theory

## The relationship between X and Y

[Explain background, bring theory; then argue theoretically. Do not bring empirical evidence as a substitute for the arguments, but only to ground partial components of the argumentation. Do not fall into the "triviality trap" and prematurely assume the plausibility of the hypothesis, but rather argue against an imaginary Advocatus Diaboli.] Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text

*Hypothesis 1: X is positively associated with Y*

## The role of deep-level team characteristics for the relationship between X and Y

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*Hypothesis 2: Diversity in entrepreneurial teams is related to a stronger positive relationship between X and Y.*

# Methodology

## Sample

[Size of the sample and a brief characterization, e.g. with regard to demographic characteristics, sector, etc.]. Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text Text

## Measurements

**Heading Level 3.** Level 3 headings as inline headings - e.g. elaborate constructs and their components one by one and briefly explain how the individual components were used to arrive at an overall value (e.g. composite).

## Procedure

Here is an explanation of the methods used, e.g. moderated regression. Brief explanation of how and why the procedure was followed.

# Results

## Descriptive statistics and mean values

[Correlation matrix and means/standard deviations of the model variables in the same order as used throughout the paper.

The table may be shown in landscape format. In the text discuss some interesting correlations].


*[Example from Hmieleski, K. M., & Cole, M. S. (2022). Laughing all the way to the bank: the joint roles of shared coping humor and entrepreneurial team-efficacy in new venture performance. Entrepreneurship Theory and Practice, 46(6), 1782-1811.]*

## Testing of the hypothesis

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[In the same order as in the theory/hypothesis section, "work through" the hypotheses one by one - e.g., "H1 postulated the relationship between X and Y. Table 2 shows a significant regression effect ( = .21, p < .05). That is, H1 was confirmed" (or similar).]

# Discussion

[Brief recap of objectives and results. Then a proper discussion: what do the results teach fundamentally about the basic mechanisms, phenomena, etc. (Be broad and abstract from the results). Focus on the key theoretical contributions.

# Limitations & Future Research

[Discuss serious problems of the study - i.e. find the right middle ground between "explaining away" and "killing the study". In other words, take the problems seriously, but provide arguments that the results and implications are still credible/valid.

Address implications for research and practice. For example, how do the results fit into the existing literature? Do they coincide with it or contradict it? What do the findings imply for science/theory building? Explain implications for future research that are important (not: "you might want to investigate similar obstacles like fear of failure" but rather: “our research has focused on exogenous loss-related obstacles, future research should examine additional relevant constructs that might trigger fear of failure” -i.e., what important knowledge is still missing that is holding the field back from getting a correct and coherent picture of the research subject. It is important to take a strong, critical position based on facts and logic].

# References

The citation style follows the APA (American Psychological Assocation) template. **Except that you should include the page number to which you are referring.**

1. Journal and book titles in cursive. Initial letters capitalized, pages non-cursive and as number (e.g., Journal of Applied Psychology, 2, 66-89).
2. in contrast, the words within the title are written in small letters (e.g. "The importance of participative goal setting" - also within book titles. Exceptions are of course articles / books in German language.
3. Book chapter: Dutton, J., Bartunek, J., & Gersick, C. (1996). Growing a personal, professional collaboration. In P. Frost & S. Taylor (Hg.), *Rhythms of academic life* (S. 239–248). London: Sage.
4. Never put the titles in quotation marks.
5. Separate two authors in the text by "and" ("as Mayer and Schulze (1990) showed") - in the brackets and in the bibliography by "&" (e.g. "Studies found positive correlations (e.g. Mayer & Schulze, 1990). Add page number (Mayer & Schulze, 1990: 25) for specific citations or source for claims.
6. **6. more than 3 authors** are cited in full in the text when they first appear - subsequently abbreviated with "et al. More than six authors are cited with et al. from the beginning. All authors are listed in the bibliography.
7. Attention: Check that every source that appears in the text is also listed in the list of references and vice versa! Here you can use a literature management program like Mendely (www.mendeley.com) or Citavi, which takes over this task.
8. **use of secondary citations:** In the text: "Mayer (1989, cited in Schulze, 2000)". In the bibliography, on the other hand, bring both Mayer and Schulze as full source citations. **However, you should avoid secondary sources if possible and citing textbooks as well.**
9. **Wikipedia, encyclopedias, journals or links are generally not scientific sources.** Please discuss possible exceptions with your supervisor.

**Example**

Baron, R. A. (2008). The Role of Affect in the Entrepreneurial Process. *Academy of Management Review*, *33*(2), 328–340.

Kollmann, T., Stöckmann, C., & Kensbock, J. M. (2017). Fear of failure as a mediator of the relationship between obstacles and nascent entrepreneurial activity—An experimental approach. *Journal of Business Venturing*, *32*(3), 280–301.

Tacke, F., Knockaert, M., Patzelt, H., & Breugst, N. (2023). When Do Greedy Entrepreneurs Exhibit Unethical Pro-Organizational Behavior? The Role of New Venture Team Trust. *Journal of Management*, *49*(3), 974–1004.

# Appendix A

[An appendix is not always mandatory. Here information and documents are inserted, which supplement or support the research of the paper. They can contribute to the understanding or support the argumentation. Examples can be questionnaires, statistics, extensive graphical representations, etc. **Attention:** However, it is not allowed to outsource text here.]

# Declaration under oath

I, >first and last name<, hereby affirm that I have written this thesis independently and exclusively using the literature and aids indicated. All passages taken word-for-word or in spirit from published or unpublished literature have been marked as such. The work has not been submitted to any other examination authority in the same or a similar form and has not been published.

>Place<, >Date< >Signature<