



**Proceedings of the
New Frontiers in Management and Organizational Cognition
Conference**

held at

National University of Ireland Maynooth

on

September 6-7 2012

Editors

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EIASM

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Introduction

We are delighted to present the proceedings from the New Frontiers in Management and Organizational Cognition held at the National University of Ireland Maynooth. The conference attracted a wonderful array of papers from around the world and we are particularly heartened by the scope of issues addressed and the genuine passion of our colleagues to develop the field.

We were honored to have Professor Gerard P Hodgkinson deliver the keynote address. A video of this address is available at www.cognition-research.com.

The conference was an output of the Academy of Management's MOC Division Outreach Committee and we are grateful for their support and the support of the European Institute for Advanced Studies in Management (EIASM).

Paper formats

Papers were accepted for the conference as full papers, work in progress papers and focused topic discussion papers. The papers are presented in the proceedings organized by track without reference to the format.

Track 1 - IDENTITY

Loyal after the End: The Endurance of Organizational Identification

Ian J. Walsh & Jean M. Bartunek

<http://eprints.nuim.ie/4028/>

The Identity Paradox and an Expanded Framework of Organizational Identity

Peter Foreman & Dave Whetten

<http://eprints.nuim.ie/4042/>

When Identity Boundaries are Breached: Examining the Scandal of the 1998 Olympics

Mary Ann Glynn, Lee Watkiss, Ryan Raffaelli, & Maureen Blyler

<http://eprints.nuim.ie/4043/>

Identity Claims in a Complex World

Andrea Casey & Linda Byington

<http://eprints.nuim.ie/4044/>

Track 2 – EMOTION & PSYCHOLOGICAL TRAITS

Thanks but No Thanks: Examining Entrepreneurial Optimism, External Funding, Joint Venture Partnerships, and New Venture Performance

R. Scott Livengood

<http://eprints.nuim.ie/4048/>

Emotional Sensegiving and Ecosystem Emergence as Patterning Flows of Emotional Energy

Timo Vuori & Quy Hyy

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(not available on ePrints due to author request)

Is it safe to be myself? The relationships of followers' trust and authentic emotional display with leader affectivity

Dana Yagil

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(not available on ePrints due to author request)

Towards a Legitimacy-as-Feeling Conjecture in Institutional Theory: The Role of Heuristic Judgment in the Categorization and Legitimation of Transnational Organizations

Patrick Haack & Andreas Georg Scherer

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(not available on ePrints due to author request)

Wiring Knowledge Domains: Metaphors and Knowledge Transformation in a Multidisciplinary Field

Claudio Biscaro

<http://eprints.nuim.ie/4050/>

Language, Culture, and Cognition in Cross-cultural Communication

Luciara Nardon, Richard Steers & Christian Stone

<http://eprints.nuim.ie/4051/>

Perceptual Accuracy, Knowledge Calibration and Performance in the Context of Environmental Issues

Kristina J. Sund

<http://eprints.nuim.ie/4125/>

Implicit and Explicit Values as a Predictor of Ethical Decision-Making and Ethical Behavior

Jessica E. Dinh, Robert G. Lord, Rosalie J. Hall, Sean T. Hannah, Keith Leavitt, Sara J.

Shondrick, Alycia L. Usher Perez

<http://eprints.nuim.ie/4052/>

Track 3B – **THEORY & METHOD**

Using Cognitive Mapping to Represent Share Users' Interpretations in Technology Adaptation

Annemette Kjærgaard & Tina Blegind Jensen

<http://eprints.nuim.ie/4053/>

Conceptualizing Collective Identity

Peter Foreman & Randy Westgren

[Download the paper here](#)

(Focused topic discussion note)

Inattention and Change Blindness

Rebecca Ellis

[Download the paper here](#)

(Focused topic discussion note)

Reputational Dynamics: The Mind of the Strategist and the Eye of the Beholder

Rhonda Reger

(no download available)

Track 4 – CATEGORIZATION & MARKETS

Novelty discourse

R. Scott Livengood

<http://eprints.nuim.ie/4054/>

Causal Knowledge vs. Heuristics in Organizational Learning

Natalia Vuori

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The Market that Wasn't: The non-emergence of the Online Grocery Business

Chad Navis, Greg Fisher, Ryan Raffaelli, Mary Ann Glynn, Lee Watkiss

<http://eprints.nuim.ie/4055/>

Making Space for Intuition in Decision Making: The Case of Project Prioritization

Ioanna Constantiou

<http://eprints.nuim.ie/4056/>

Track 5 – CHANGE & SENSEMAKING

Media Coverage of US Wind Power Plants: Does it Generate Electricity?

Scott Benjamin, Rhonda K. Reger & Michael D. Pfarrer

<http://eprints.nuim.ie/4057/>

Learning from Safety Events

Yvonne Pfeiffer & John Carroll

<http://eprints.nuim.ie/4058/>

How do industry leaders use sensegiving in a public forum to support and/or undermine discontinuous change initiatives?

Karl Anderson

(no download available)

Immigrant Bloggers and Sensemaking: technology Mediated Acculturation and Cultural Brokerage

Luciara Nardon, Kathryn Aten & Anna Vesekari-Metcalf

<http://eprints.nuim.ie/4059/>

Crowd Sensegiving and the Pearl Jam Concert Accident

Morten Thanning Vendelø & Claus Rerup

<http://eprints.nuim.ie/4060/>