

# Cédric Gutierrez

## ORGANIZATION DESIGN

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### ARTICOLI SU RIVISTA SCIENTIFICA

GUTIERREZ C., SLOOF R., CRILLY D.

**Time Is Not Money! Temporal Preferences for Time Investments and Entry into Entrepreneurship**  
Organization Science, 2023

GUTIERREZ C., OBLOJ T., FRANK D. H.

**Better to have led and lost than never to have led at all? Lost leadership and effort provision in dynamic tournaments**

Strategic Management Journal, 2021, vol.42, no. 4, pp.774-801

GUTIERREZ C., ÅSTEBRO T., OBLOJ T.

**The Impact of Overconfidence and Ambiguity Attitude on Market Entry**

Organization Science, 2020, vol.31, no. 2, pp.308-329

DI STEFANO G., GUTIERREZ C.

**Under a magnifying glass: On the use of experiments in strategy research**

Strategic Organization, 2019, vol.17, no. 4, pp.497-507

ABDELLAOUI M., GUTIERREZ C., KEMEL E.

**Temporal discounting of gains and losses of time: An experimental investigation**

Journal of Risk and Uncertainty, 2018, vol.57, no. 1, pp.1-28

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### PROCEEDINGS/PRESENTATIONS

SEZER A., GUTIERREZ C.

**Playing for Keeps: CEO Incentive Horizon and Executive Departure**

*83rd Annual Meeting of the Academy of Management, 4-8 August 2023, Boston, Stati Uniti d'America*

CRILLY D., GUTIERREZ C., JEONG K. W.

**Temporality and Social Entrepreneurship: The Role of Temporal Distance for Money and Social Outcomes**

*83rd Annual Meeting of the Academy of Management, 4-8 August 2023, Boston, Stati Uniti d'America*

SEZER A., GUTIERREZ C., MANNUCCI P. V.

**A Time for Carrots and a Time for Sticks: Examining the Effects of Incentive Framing on Creativity**

*82nd Annual Meeting of the Academy of Management - August 5-9, 2022, Seattle, WA, Stati Uniti d'America*

ABDELLAOUI M., BLEICHRODT H., GUTIERREZ C.

**Unpacking Overconfident Behavior: Revisiting the Hard-Easy Effect**

