DISSERTATION PROPOSAL

Enrollment: 2013

1. **TOPIC**

Title in French and English:

Création d’entreprise innovante et excès de confiance du créateur d’entreprise : étude du lien entre degré d’innovation, degré de confiance et performance de la start-up.

Impact of entrepreneurial overconfidence and risk perception on the venture decision, innovation and start-up performance.

Mots clés français: excès de confiance, perception du risque, innovation, création d’entreprise, start-up, cognition

Keywords: overconfidence, risk perception, innovation, venture creation, start up, cognition.

2. **Advisors**

<table>
<thead>
<tr>
<th>Last name, first name</th>
<th>Institution</th>
<th>e-mail</th>
</tr>
</thead>
<tbody>
<tr>
<td>BESSIERE Véronique</td>
<td>MRM – Labex UM2</td>
<td></td>
</tr>
</tbody>
</table>

Research team: MRM (Entrepreneurship and Finance teams / Innovation field)

Dissertation committee: (to be confirmed)

<table>
<thead>
<tr>
<th>Last name, first name</th>
<th>Institution</th>
</tr>
</thead>
<tbody>
<tr>
<td>BESSIERE Véronique</td>
<td>MRM – Labex UM2</td>
</tr>
<tr>
<td>MESSEGHEM Karim</td>
<td>MRM – Labex UM1</td>
</tr>
<tr>
<td>STEPHANY Eric</td>
<td>MRM – Labex UM2</td>
</tr>
</tbody>
</table>
3. **Presentation of the dissertation proposal (2 pages maximum)**

The proposal must explicitly show how it links with the activities of Labex Entreprendre.

**Impact of entrepreneurial overconfidence and risk perception on the venture decision, innovation and start-up performance.**

The impact of entrepreneurial overconfidence on the venture decision has been examined from many perspectives (entrepreneurship, behavioral finance, entrepreneurial finance, the psychology of decision-making, etc.), and most of the studies have noted the strong cognitive bias displayed by entrepreneurs. A few studies have also demonstrated the negative relationship between start-up performance and entrepreneurial overconfidence.

Several issues nevertheless remain to be explored. This dissertation proposes to focus on two major issues:
- the link with performance, or the causal relationship between the degree of confidence shown by the entrepreneur and start-up performance;
- the link with innovation, as overconfidence may have positive effects on the capacity to innovate.

In particular, these links will be analyzed with regard to risk perception as a mediating factor. Moreover, this work will be extended to include intercultural aspects.

The field for this work will be business start-ups showing a high level of innovation mainly generated by research (from or in association with laboratories).

The following methods will be employed: questionnaires, experimentation, and possibly case studies.

*This work falls within the research area defined as axis 1 program 1 of Labex Entreprendre.*

**References**

(selected)


[http://fcs.revues.org/1209](http://fcs.revues.org/1209)


**DESIRED SKILLS**

Statistics – analysis of quantitative data in the human sciences; for example, familiarity with: Howell David, Statistical Methods for Psychology, Boeck, 762 pages.

English – excellent level.

**Thesis funding**

The expected funding source for the three years of dissertation work must be specified (type and percentage of co-funding).

Financing with a LABEX doctoral contract.

Please return by mail to: labex-entreprendre@univ-montp1.fr