

Doctoral Thesis Propositions

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1. Interpretive flexibility in communication can both mitigate and exacerbate situational ambiguity, hinging upon the communicators' shared cognitive environment. (Chapter 2)
2. Through the contingent communicative processes of ostension and inference, actors can construct a mutual cognitive environment which enhances shared sensemaking and reduces the likelihood of coordination failures. (Chapter 2)
3. Humility will get you further in appeasing stakeholders you want to build a relationship with than will conspicuous efforts at relationship-building. (Chapter 3)
4. Investors seeking "homerun" investments exhibit an investment strategy that is less rooted in market rationality and more in gut feel, and might consequently be more susceptible to affective displays by pitching entrepreneurs. (Chapter 4)
5. Research on entrepreneurial pitching needs to be more relationally oriented and contextually embedded in order to overcome two opposing narratives: that the entrepreneur must persuade, and that the investor must resist persuasion to optimize decision choice. (Chapter 4)
6. Hope has never trickled down, it has always sprung up." (Naomi Klein)
7. As a researcher, if you feel anything in the world has been taken for granted, look there first.
8. When asking "how" and "why" questions to stimulate new research, be sure to include "for whom" in your answer.
9. Academic institutions stand to benefit greatly from fostering a culture of mentorship, at all levels.
10. It's called a publishing house, because the house always wins.
11. Grief is the uninvited guest to the holiday party who stays to clean up after everyone else leaves.