

List of Publications

Prof. Dr. Philipp Sieger

As of January 20, 2025

Journal Articles (VHB A-ranked Journals)¹

- 1) Eddleston, K., **Sieger, P.**, Chirico, F. & Baù, M. (2025). The King Is Dead – Long Live Who? A Family and Firm Embeddedness Perspective On Succession After The CEO-Owner’s Sudden Death. *Journal of Management Studies*, forthcoming.
- 2) Chirico, F., Naldi, L., Hitt, M., **Sieger, P.**, Sirmon, D. & Xu, K. (2024). Orchestrating Resources with Suppliers for Product Innovation. *Journal of Product Innovation Management*, 41(4), 735-767.
- 3) Bertschi-Michel, A., **Sieger, P.**, Wittig, T. & Hack, A. (2023). Sacrifice, Protect, and Hope for the Best: Family Ownership, Turnaround Moves, and Crisis Survival. *Entrepreneurship Theory and Practice*, 47(4), 1132-1168.
- 4) Braun, I. & **Sieger, P.** (2021). Under Pressure: Family Financial Support and the Ambidextrous Use of Causation and Effectuation. *Strategic Entrepreneurship Journal*, 15(4), 716-749.
- 5) Chirico, F., Welsh, D.H.B., Ireland, R.D. & **Sieger, P.** (2021). Family versus Non-Family Firm Franchisors: Behavioral and Performance Differences. *Journal of Management Studies*, 58(1), 165-200.
- 6) Kotlar, J. & **Sieger, P.** (2019). Bounded Rationality and Bounded Reliability: A Study of Non-Family Managers’ Entrepreneurial Behavior in Family Firms. *Entrepreneurship Theory and Practice*, 43(2), 251-273.
- 7) Baù, M., **Sieger, P.**, Eddleston, K. & Chirico, F. (2017). Fail But Try Again? The Effects of Age, Gender, and Multiple-Owner Experience on Failed Entrepreneurs’ Reentry. *Entrepreneurship Theory and Practice*, 41(6), 909-941.
- 8) **Sieger, P.**, Gruber, M., Fauchart, E. & Zellweger, T. (2016). Measuring the Social Identity of Entrepreneurs: Scale Development and International Validation. *Journal of Business Venturing*, 31(5), 542-572.
- 9) Akhter, N., **Sieger, P.** & Chirico, F. (2016). If We Can’t Have It, Then No One Should: Shutting Down Versus Selling In Family Business Portfolios. *Strategic Entrepreneurship Journal*, 10(4), 371-394.
- 10) Zellweger, T., Richards, M., **Sieger, P.** & Patel, P. (2016). How Much Am I Expected to Pay for My Parents’ Firm? An Institutional Logics Perspective on Family Discounts. *Entrepreneurship Theory and Practice*, 40(5), 1041-1069.

¹ Based on the VHB Publication Media Rating 2024. All these journals, except the Journal of Product Innovation Management, are included in the FT50 journal list.

- 11) Justo, R., DeTienne, D. & **Sieger, P.** (2015). Failure or Voluntary Exit? Reassessing the Female Underperformance Hypothesis. *Journal of Business Venturing*, 30(6), 775-792.
- 12) **Sieger, P.**, Zellweger, T. & Aquino, K. (2013). Turning Agents into Psychological Principals: Aligning Interests of Non-Owners Through Psychological Ownership. *Journal of Management Studies*, 50(3), 361-388.
- 13) Zellweger, T., **Sieger, P.** & Halter, F. (2011). Should I Stay or Should I Go? Career Choice Intentions of Students with Family Business Background. *Journal of Business Venturing*, 26(5), 521-536.
- 14) **Sieger, P.**, Zellweger, T., Nason, R. & Clinton, E. (2011). Portfolio Entrepreneurship in Family Firms: A Resource-based Perspective. *Strategic Entrepreneurship Journal*, 5(4), 327-351.

Journal Articles (Other Peer-Reviewed Journals)

- 1) Daspit, J., Madison, K., Nordqvist, M. & **Sieger, P.** (2024). Advancing Family Firm Research: The Importance of Multilevel Considerations. *Family Business Review*, 37(1), 4-17.
VHB ranking: B
- 2) **Sieger, P.**, Akhter, N. & Chirico, F. (2023). Rural and Urban Family Business Portfolio Growth: The Role of Entrepreneurial Legacy. *Family Business Review*, 36(4), 375-401.
VHB ranking: B
- 3) Braun, I., **Sieger, P.** & Bergmann, H. (2023). Going the Whole Nine Yards: Founder Social Identities and the Nascent-Active Transition. *Entrepreneurship & Regional Development*, 35(9-10), 812-840.
VHB ranking: B
- 4) Hsueh, J. W.-J., Hietschold, N., **Sieger, P.** & Voegtlin, C. (2023). Strangers in my Home: The 2015 Refugee Event in Europe and Founder Social Identities of Nascent Entrepreneurs. *Entrepreneurship & Regional Development*, 35(3-4), 337-365.
VHB ranking: B
- 5) Bertschi-Michel, A., **Sieger, P.** & Kammerlander, N. (2021). Succession in Family-owned SMEs: The Impact of Advisors. *Small Business Economics*, 56(4), 1531-1551.
VHB ranking: B
- 6) Baù, M., Pittino, D., **Sieger, P.** & Eddleston, K. (2020). Careers in family business: New avenues for careers and family business research in the 21st century. *Journal of Family Business Strategy*, 11(3), 1-6.
VHB ranking: B
- 7) Eddleston, K., **Sieger, P.** & Bernhard, F. (2019). From Suffering Firm to Suffering Family? How Perceived Firm Performance Relates to Managers' Work-to-Family Conflict. *Journal of Business Research*, 104, 307-321.
VHB ranking: B

- 8) **Sieger, P.** & Minola, T. (2017). The Family's Financial Support as a "Poisoned Gift": A Family Embeddedness Perspective on Entrepreneurial Intentions. *Journal of Small Business Management*, 55(S1), 179-204.
VHB ranking: B
- 9) Criaco, G., **Sieger, P.**, Wennberg, K., Chirico, F. & Minola, T. (2017). Parents' Performance in Entrepreneurship as a "Double-Edged Sword" for the Intergenerational Transmission of Entrepreneurship. *Small Business Economics*, 49(4), 841-864.
VHB ranking: B
- 10) De Massis, A., **Sieger, P.**, Vismara, S. & Chua, J. (2016). Incumbents' Attitude Toward Intra-Family Succession: An Investigation of its Antecedents. *Family Business Review*, 29(3), 278-300.
VHB ranking: B
- 11) **Sieger, P.** & Mosen, E. (2015). Founder, Academic, or Employee? A Nuanced Study of Career Choice Intentions. *Journal of Small Business Management*, 53(S1), 30-57.
VHB ranking: B
- 12) Kammerlander, N., **Sieger, P.**, Voordeckers, W. & Zellweger, T. (2015). Value Creation in Family Firms: A Model of Fit. *Journal of Family Business Strategy*, 6(2), 63-72.
VHB ranking: B
- 13) Zellweger, T. & **Sieger, P.** (2012). Entrepreneurial Orientation in Long-lived Family Firms. *Small Business Economics*, 38(1), 67-84.
VHB ranking: B
- 14) Halter, F., Dehlen, T., **Sieger, P.** & Wolter, H.J. (2012). Informationsasymmetrien zwischen Übergeber und Nachfolger: Herausforderungen und Lösungsmöglichkeiten am Beispiel des Management Buy Ins in Familienunternehmen. *Zeitschrift für KMU und Entrepreneurship (ZfKE)*, 61(1-2), 35-54.
VHB ranking: C
- 15) **Sieger, P.**, Bernhard, F. & Frey, U. (2011). Affective Commitment and Job Satisfaction among Non-family Employees: Investigating the Roles of Justice Perceptions and Psychological Ownership. *Journal of Family Business Strategy*, 2(2), 78-89.
VHB ranking: B

Articles in Peer-Reviewed Best Paper Conference Proceedings

- 1) Fauchart, E., **Sieger, P.**, Scheef, C. & Zellweger, T. (2022). Make It Or Break It? Founder Social Identity, EO, and New Ventures' Financial Performance. *Academy of Management Best Paper Proceedings*.
- 2) Minola, T., Bau, M., **Sieger, P.**, De Massis, A. & Chirico, F. (2021). Slack and Performance in Family Owned SMEs: An Agency Theory Perspective. *Academy of Management Best Paper Proceedings*.
- 3) Thiess, D., **Sieger, P.** & Grichnik, D. (2016). Love Hurts - How Social Relations in Venture Teams Impede the Performance Benefits of Human Capital. *Frontiers of Entrepreneurship Research BCERC Proceedings (FER)*.

- 4) De Massis, A., **Sieger, P.**, Vismara, S. & Chua, J. (2013). Family Firm Incumbent's Attitude toward Intra-family Succession: Antecedents and Effects on Intentions. *Academy of Management Best Paper Proceedings*.
- 5) **Sieger, P.**, Bernhard, F. & Frey, U. (2011). Psychological Ownership of Employees as a Mediator in the Justice - Affective Commitment Relationship. *Academy of Management Best Paper Proceedings*.

Cumulative Postdoctoral Thesis (Habilitation)

Sieger, P. (2016). *Entrepreneurship in Family Firms and Beyond*. University of St.Gallen.

Dissertation

Sieger, P. (2011). *Long-term Success of Family Firms: Investigating Specific Aspects of Firm-level Entrepreneurship and Individual-level Antecedents*. University of St.Gallen: Dissertation no. 3934.

Edited Journals and Books

Family Business Review (FBR): 5th Review Issue (2024). *Special Editor (with J. Daspit, K. Madison, and M. Nordqvist)*.

Journal of Family Business Strategy (JFBS): Special Issue "Career Issues in Family Business: Understanding Career Ladders and Glass Ceilings" (2020). *Guest Editor (with M. Bau, D. Pittino, and K. Eddleston)*.

Journal of Family Business Strategy (JFBS): Special Issue "Ownership, Governance and Value in Family Firms" (2015). *Managing Guest Editor (with W. Voordeckers, N. Kammerlander, and T. Zellweger as Guest Editors)*.

Sharma, P., Sieger, P., Nason, R., Gonzalez, A. & Ramachandran, K. (2013). Exploring Transgenerational Entrepreneurship: The Role of Resources and Capabilities. Cheltenham: Edward Elgar.

Sieger, P. & Zellweger, T. (2013). *Ownership, Governance and Value in Family Firms: Conference Proceedings*. CFB-HSG, ISBN: 978-3-906541-32-7.

Sieger, P., Nason, R., Sharma, P. & Zellweger, T. (2011). *The Global STEP Booklet: Evidence-based, Practical Insights for Enterprising Families*. The Global STEP Project.

Book Chapters

Sieger, P. (2015). Students' Entrepreneurial Intentions. In: P. Vogel, *Generation Jobless? Turning the youth unemployment crisis into opportunity*, pp. 80-84. London, UK: Palgrave Macmillan.

- Sieger, P. & Zellweger, T. (2015). The Performance of Swiss and German Family Firms: Investigating Strategies, Orientations and SEW as Determinants. In: J. Jennings, K. Eddleston, D. Jennings & R. Sarathy, *Firms within Families: Enterprising in Diverse Country Contexts*, pp. 37-56. Cheltenham, UK: Edward Elgar Publishing.
- Sieger, P., Ganter, M. & Zellweger, T. (2015). The Family-to-Business Strategies and Experiences of Owner-Managers in Switzerland and Germany: Implications for Personal Well-Being. In: J. Jennings, K. Eddleston, D. Jennings & R. Sarathy, *Firms within Families: Enterprising in Diverse Country Contexts*, pp. 153-175. Cheltenham, UK: Edward Elgar Publishing.
- Sieger, P., Ramachandran, K. & Sharma, P. (2013). Exploring Transgenerational Entrepreneurship: Implications and Conclusions. In: P. Sharma, P. Sieger, R. Nason, A. Gonzalez & K. Ramachandran, *Exploring Transgenerational Entrepreneurship: The Role of Resources and Capabilities*, pp. 192-207. Cheltenham: Edward Elgar.
- Clinton, E., Nason, R. & Sieger, P. (2013). Reputation for What? Different Types of Reputation and their Effect on Portfolio Entrepreneurship Activities. In: P. Sharma, P. Sieger, R. Nason, K. Ramachandran & A. Gonzalez, *Exploring Transgenerational Entrepreneurship: The Role of Resources and Capabilities*, pp. 172-191. Cheltenham: Edward Elgar.
- Zellweger, T. & Sieger, P. (2011). How much Entrepreneurial Orientation (EO) is needed for Long-term Success? In: Sieger, P., Nason, R., Sharma, P. & Zellweger, T., *The Global STEP Booklet*, pp. 8-11. The Global STEP Project.
- Zellweger, T., Sieger, P. & Muehlebach, C. (2010). How much and what kind of entrepreneurial orientation is needed for family business continuity? In M. Nordqvist & T. Zellweger, *Transgenerational Entrepreneurship*, pp. 70-97. Cheltenham: Edward Elgar.

Work Reports and Studies

- Sieger, P., Raemy, L., Zellweger, T., Fueglistaller, U. & Hatak, I. (2024). *Student Entrepreneurship 2023: Insights from 57 countries*. 2023 GUESSS Global Report. St.Gallen/Bern: KMU-HSG/IMU-U.
- Sieger, P., Baldegger, R. & Fueglistaller, U. (2024). *Studentisches Unternehmertum in der Schweiz 2023*. GUESSS Länderbericht Schweiz 2023. St.Gallen/Bern/Fribourg: KMU-HSG/IMU-U/HSW.
- Sieger, P., Raemy, L., Zellweger, T., Fueglistaller, U. & Hatak, I. (2021). *Global Student Entrepreneurship 2021: Insights from 58 Countries*. 2021 GUESSS Global Report. St.Gallen/Bern: KMU-HSG/IMU-U.
- Sieger, P., Baldegger, R. & Fueglistaller, U. (2021). *Studentisches Unternehmertum in der Schweiz 2021*. GUESSS Länderbericht Schweiz 2021. St.Gallen/Bern/Fribourg: KMU-HSG/IMU-U/HSW.

- Sieger, P., Fueglistaller, U., Zellweger, T. & Braun, I. (2019). *Global Student Entrepreneurship 2018: Insights from 54 Countries*. 2018 GUESSS Global Report. St.Gallen/Bern: KMU-HSG/IMU-U.
- Sieger, P., Baldegger, U. & Fueglistaller, U. (2019). *Studentisches Unternehmertum in der Schweiz 2018*. St.Gallen/Bern/Fribourg: KMU-HSG/IMU-U/HSW.
- Sieger, P., Baldegger, U. & Fueglistaller, U. (2019). *L'entrepreneuriat des étudiants en Suisse: Résultats de l'enquête GUESSS 2018*. St.Gallen/Berne/Fribourg: KMU-HSG/IMU-U/HEG.
- Sieger, P., Calabrò, A., Matser, I., Ramirez-Pasillas, M., Parada, M.J., Colombo, G., Randerson, K. & Rautiainen, M. (2017). *STEP: Understanding Transgenerational Entrepreneurship Practices in European Family Businesses*. Babson College (MA): The STEP Project.
- Sieger, P., Fueglistaller, U. & Zellweger, T. (2016). *Student Entrepreneurship 2016: Insights from 50 countries*. International Report of the GUESSS Project 2016. St.Gallen/Bern: KMU-HSG/IMU-U.
- Sieger, P. & Fueglistaller, U. (2016). *Studentisches Unternehmertum in der Schweiz 2016: Erkenntnisse aus der Deutschschweiz*. St.Gallen/Bern: KMU-HSG/IMU-U.
- Zellweger, T., Sieger, P. & Englisch, P. (2016). *Zurück nach Hause oder hinaus in die Welt: Reloaded*. EY.
- Zellweger, T., Sieger, P. & Englisch, P. (2015). *Coming Home or Breaking Free? Reloaded - A Closer Look at the Succession Intentions of Next-generation Family Business Members*. EY.
- Sieger, P., Fueglistaller, U. & Zellweger, T. (2014). *Student Entrepreneurship Across the Globe: A Look at Intentions and Activities*. St.Gallen: KMU-HSG.
- Sieger, P., Baldegger, R. & Fueglistaller, U. (2014). *Studentisches Unternehmertum in der Schweiz: Erkenntnisse aus GUESSS 2013/2014*. St.Gallen: KMU-HSG.
- Sieger, P. & Zellweger, T. (2013). *Entrepreneurial Families: Vom Familienunternehmen zur Unternehmerfamilie*. Credit Suisse AG.
- Zellweger, T., Sieger, P. & Englisch, P. (2012). *Zurück nach Hause oder hinaus in die Welt? Karriereabsichten der nächsten Generation in Familienunternehmen*. Ernst & Young.
- Zellweger, T., Sieger, P. & Englisch, P. (2012). *Rentrer au bercail ou voler de ses propres ailes? Intentions de carrière de la génération à venir au sein de l'entreprise familiale*. Ernst & Young.
- Zellweger, T., Sieger, P. & Englisch, P. (2012). *Coming Home or Breaking Free? Career Choice Intentions of the Next Generation in Family Businesses*. Ernst & Young.
- Sieger, P., Fueglistaller, U. & Zellweger, T. (2011). *Entrepreneurial Intentions and Activities of Students across the World: International Report of GUESSS 2011*. KMU-HSG.

Sieger, P., Baldegger, R. & Fueglistaller, U. (2011). *Unternehmerische Absichten und Tätigkeiten von Studierenden in der Schweiz: Erkenntnisse aus GUESSS 2011*. KMU-HSG.

Sieger, P., Baldegger, R. & Fueglistaller, U. (2011). *Les intentions et activités entrepreneuriales des étudiants en Suisse*. KMU-HSG.

Englisch, P., Sieger, P. & Zellweger, T. (2010). *Psychologisches Eigentum - Wie aus Mitarbeitern Mitunternehmer werden*. Ernst & Young.

Zellweger, T. & Sieger, P. (2009). *Emotional Value: Der emotionale Wert, ein Unternehmen zu besitzen*. Ernst & Young.

Practice-Oriented Publications

Halter, F. & Sieger, P. (2013). Center for Family Business der Universität St.Gallen. *Familienunternehmen und Stiftungen*, 5, 192-194.

Sieger, P. & Kissling, S. (2013). Psychologisches Eigentum - Das Gefühl zählt! *HR Today*, 9/2013, 14-15.

Sieger, P. (2012): Human Capital in Family Firms: Challenges and Opportunities. *Tharawat Magazine*, 14, 38-41.

Sieger, P. & Halter, F. (2011). Psychologisches Eigentum. *VR-Praxis*, 2, 30-31.

Sieger, P. & Halter, F. (2011). Ein Teil der Familie – oder nicht? Wie Familienunternehmen das volle Potential von familienexternen Mitarbeitenden nutzen können. *Neue Zürcher Zeitung, Sonderbeilage Karriere und Weiterbildung*.

Halter, F. & Sieger, P. (2010). Die Qual der Wahl für unternehmerische Studierende: Gründen, Kaufen oder Übernehmen? *Lebenskonzept Unternehmertum*, pp. 34-37.

Frey, U., Sieger, P. & Zellweger, T. (2010). Wie Familienunternehmen die Wirtschaftskrise meistern. *IO New Management*, 78(11), 37-40.

Sieger, P. (2008). Ein Leitfaden für den Finanzierungs-Entscheidungsprozess von M&A. *IO New Management*, 76(11), 16-20.