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**DRUID 2024 – PDW PROPOSAL****Failure and Rejection in Science and Innovation**

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Failure and rejection are common themes in science and innovation. Researchers lose grant competitions; entrepreneurs fail to attract investors; and employees have their ideas rejected by management. How do individuals and organizations respond to such setbacks? Why do some persist while others give up? How do they re-orient their search efforts in the wake of setbacks? And what implications does this have for individuals' future chances of success, organizational performance, and the rate and direction of science?

This PDW seeks answers to these questions. Although failure and rejection have widely been recognized as integral parts of the innovation process, how individuals and organizations respond to them – and why they differ in their response – has received surprisingly little attention. Yet, understanding the heterogeneity in the response to failure and rejection is key to understanding individuals' and organizations' long-term innovation and career success and ultimately societal welfare. In particular, we aim to shed light on individual- and organizational-level heterogeneities in the decision (1) to leave professions, organizations, networks, and industries in the face of failure and rejection, and (2) to re-orient search efforts after failure and rejection.

The PDW consists of two parts. The first part features four presentations of work-in-progress that addresses failure and rejection in contexts as diverse as science funding, entrepreneurship, and corporate innovation. These papers will be discussed by expert scholars in the field. In the second part, these scholars are invited to join a panel discussion. They will share and discuss their views on the status quo of research on failure and rejections in innovation and outline open questions. The audience is invited to engage in a Q&A in both parts of the PDW.

**1. Co-Organizers:** Johanna Schnier, HC Kongsted and Valentina Tartari

**2. List of Confirmed Speakers**

- Sofie Cairo (Copenhagen Business School)
- Paola Criscuolo (Imperial College)
- Lars Frederiksen (Aarhus University)
- HC Kongsted (Copenhagen Business School)
- Chengwei Liu (ESMT Berlin)
- Giacomo Marchesini (Copenhagen Business School)
- Johanna Schnier (Copenhagen Business School)
- Yotam Sofer (Copenhagen Business School)

- Valentina Tartari (Stockholm School of Economics)
- Anne ter Wal (Imperial College)
- Diego Zunino (Copenhagen Business School)

### 3. Short CVs of Confirmed Speakers

- **Sofie Cairo:** Postdoctoral researcher at Copenhagen Business School, previously postdoctoral researcher at Harvard Business School; recipient of the Internationalization Grant of the Carlsberg Foundation; PhD Copenhagen University
- **Paolo Criscuolo:** Head of the Department of Management and Entrepreneurship at Imperial College
- **Lars Frederiksen:** Professor of Innovation, Entrepreneurship and Strategy at the Department of Management at Aarhus University; Leader of the Innovation Management Group
- **HC Kongsted:** Professor of Applied Econometrics at Copenhagen Business School; Head of the PhD School in Economics and Management
- **Chengwei Liu:** Professor of Strategy and Behavioral Science at ESMT Berlin; Senior Editor at Organization Science
- **Giacomo Marchesini:** Assistant Professor at Copenhagen Business School; PhD from IESE Business School
- **Johanna Schnier:** Postdoctoral Researcher at Copenhagen Business School, PhD from Kuehne Logistics University
- **Yotam Sofer:** PhD Candidate at Copenhagen Business School; visiting PhD at Harvard Business School
- **Valentina Tartari:** Professor at the Department of Entrepreneurship, Innovation and Technology; Director of the Jacob and Marcus Wallenberg Center for Innovative and Sustainable Business Development; part-time affiliation with Copenhagen Business School
- **Anne ter Wal:** Professor of Technology and Innovation Management in the Department of Management and Entrepreneurship at Imperial College, Associate Editor at the Academy of Management Journal
- **Diego Zunino:** Associate Professor of Strategy and Entrepreneurship at SKEMA Business School; Director of the Technology, Knowledge, and Organization (KTO) Research Center

4. **Room Request / Max = 50:** We would like to request a room that could fit up to 50 participants

5. **Tentative Program (3 hours)**

<b>9.00-9.10</b>	<b>Welcome &amp; Overview</b> Johanna Schnier & HC Kongsted & Valentina Tartari
	<b>Paper Presentations</b> Four paper presentations, approx. 25 min. each (15 min. presentation, 5 min. discussion, 5 min. Q&A with the audience)
<b>9.10-9.35</b>	Presentation 1: <b>From Failure to Success: Dual-Space Persistency in the Discovery Process</b> Giacomo Marchesini Discussant: Yotam Sofer
<b>9.35-10.00</b>	Presentation 2: <b>Cheered by the Community, Rejected by the Crowd: The Ripple Effect of Rejections on Idea Supporters</b> Lars Frederiksen Discussant: HC Kongsted
<b>10.00-10.25</b>	Presentation 3: <b>Tbd</b> Chengwei Liu Discussant: Anne Ter Wal
<b>10.25-10.40</b>	<b>Break</b>
<b>10.40-11.05</b>	Presentation 4: <b>Better Safe Than Sorry: Strategic Rejection in Idea Evaluation</b> Johanna Schnier Discussant: Paola Criscuolo
<b>11.05-12.00</b>	<b>Panel Discussion</b> Valentina Tartari, Sofie Cairo, Chengwei Liu, Giacomo Marchesini, Diego Zunino