

## Letwin, Chaim (Full Professor)

### Refereed Journal Articles

#### Journal Article, Academic Journal

- Rice, D., Letwin, C., Wo, D., Taylor, R. (2021). Extending the Trickle-Down Model of Abusive Supervision. The Role of Moral Disengagement. *Journal of Social Psychology*, 161(1), 40-46.
- Letwin, C., Stevenson, R., Ciuchta, M., McMahon, S. (2024). Being Coachable Can Pay Off for Founders – Up to a Point. *Entrepreneur & Innovation Exchange*.
- Letwin, C., Ciuchta, M., Johnson, M., Stevenson, R., Ford, C. (2023). Passion and Attractiveness on Display: An Examination of Gender Bias in Crowdfunding. *Small Business Economics*.
- Stevenson, R., McMahon, S., Letwin, C., Ciuchta, M. (2022). Entrepreneur fund-seeking: Toward a theory of funding fit in the era of equity crowdfunding. *Small Business Economics*.
- Taylor, S. G., Griffith, M. D., Vadera, A. K., Folger, R., Letwin, C. (2019). Breaking the Cycle of Abusive Supervision: How Disidentification and Moral Identity Help the Trickle-Down Change Course. *JOURNAL OF APPLIED PSYCHOLOGY*, 104(1), 164-182.
- Stevenson, R., Ciuchta, M., Letwin, C., Dinger, J. M., Vancouver, J. (2019). Out of Control or Right on the Money? Funder Self-Efficacy and Crowd Bias in Equity Crowdfunding. *Journal of Business Venturing*.
- Stevenson, R., Ciuchta, M., Letwin, C., Dinger, J. M., Vancouver, J. (2019). Out of Control or Right on the Money? Funder Self-Efficacy and Crowd Bias in Equity Crowdfunding. *Journal of Business Venturing*.
- Johnson, M. A., Stevenson, R. M., Letwin, C. (2018). A woman's place is in the ... startup! Crowdfunder judgments, implicit bias, and the stereotype content model. *JOURNAL OF BUSINESS VENTURING*, 33(6), 813-831.
- Ciuchta, M., Letwin, C., Stevenson, R., McMahon, S., Huvaj, M. Nesij (2018). Betting on the Coachable Entrepreneur: Signaling and Social Exchange in Entrepreneurial Pitches. *Entrepreneurship Theory and Practice*.
- Ciuchta, M. P., Letwin, C., Stevenson, R. M., McMahon, S. R. (2016). Regulatory Focus and Information Cues in a Crowdfunding Context. *APPLIED PSYCHOLOGY-AN INTERNATIONAL REVIEW-PSYCHOLOGIE APPLIQUEE-REVUE INTERNATIONALE*, 65(3), 490-514.
- Letwin, C., Wo, D., Folger, R., Rice, D., Taylor, R., Richard, B., Taylor, S. (2016). The “Right” and the “Good” in Ethical Leadership: Implications for Supervisors’ Performance and Promotability Evaluations. *Journal of Business Ethics*.
- Ciuchta, M. P., Miner, A. S., Gong, Y., Letwin, C., Sadler, A. (2016). Imprinting and the progeny of university spin-offs. *The Journal of Technology Transfer*.
- Folger, R., Johnson, M., Letwin, C. (2014). Evolving Concepts of Evolution: The Case of Shame and Guilt. *Social and Personality Psychology Compass*.

## **Book Chapters**

### **Book, Chapter in Scholarly Book-Revised**

Letwin, C., Ciuchta, M., Stevenson, R. (2021). A Psychological Perspective on Raising Startup Capital: Pitching in the Modern Era. *The Psychology of Entrepreneurship: New Perspectives – 2nd volume of The Psychology of Entrepreneurship*.

## **Conference Proceedings**

### **Conference Proceeding**

Letwin, C., Ciuchta, M., Ford, C. (2013). *Thinking it or feeling it? The dual routes of entrepreneurial passion*. *Frontiers of Entrepreneurship Research proceedings*.

## **Presentations**

Stevenson, Regan, Ciuchta, Michael, Letwin, Chaim, Boca Corporate Finance and Governance Conference, "Determinants of Venture Capital Investment in University Spin-offs in China," British Academy of Management, Boca Raton, Florida. (November 15, 2020).

Dinger, Jenni M. (Presenter & Author), Letwin, Chaim (Author Only), Vedula, Siddharth (Author Only), McKenny, Aaron (Author Only), Babson College Entrepreneurship Research Conference, "Beg, Borrow, Or Just Steal: Plagiarism In Crowdfunding," University of Nordland Business School and the Nordland Research Institute, Bodo, Norway. (June 2016).

Stevenson, Regan (Presenter & Author), Letwin, Chaim (Author Only), Ciuchta, Michael (Author Only), Dinger, Jenni M. (Author Only), Babson College Entrepreneurship Research Conference, "Picking Winners Or Following The Crowd? The Role Of Financial Acumen And Searching Efficacy In Crowdfunding Investment Decisions," University of Nordland Business School and the Nordland Research Institute, Bodo, Norway. (June 2016).

Letwin, Chaim (Presenter & Author), Stevenson, Regan (Author Only), McKenny, Aaron (Author Only), Cardon, Melissa (Author Only), 2016 Babson College Entrepreneurship Research Conference, "It's What You Say, Not Just How You Say It: The Development of a Passion Dictionary and Exploration into the Effect of Passionate Rhetoric on Funding Outcome," Babson College, BODØ Norway. (June 8, 2016).

Ciuchta, Michael (Presenter & Author), Letwin, Chaim (Author Only), Stevenson, Regan (Author Only), McMahon, Sean (Author Only), 2015 Annual Meeting of the Academy of Management, "Betting on the coachable entrepreneur: Introduction of a new construct and scale," Academy of Management, Vancouver, BC. (August 2015).

Letwin, Chaim (Presenter & Author), Ford, Cameron (Author Only), Stevenson, Regan (Author Only), 2015 Annual Meeting of the Academy of Management, "The Effect of Passion and Attractiveness in Crowdfunding," Academy of Management, Vancouver, BC. (August 2015).

Johnson, Michael (Author Only), Letwin, Chaim (Author Only), Alecese, Cristian (Presenter & Author), 2015 Annual Meeting of the Academy of Management, "Uncovering Bias in Entrepreneurship: Testing Gender Stereotype Content in Investment Decisions," Academy of Management, Vancouver, BC. (August 2015).

Stevenson, Regan (Presenter & Author), Taylor, Shannon (Author Only), Letwin, Chaim (Author Only), 2015 Babson College Entrepreneurship Conference, "Noble Corruption: Does Bricolage Reduce Unethical Judgments Against Entrepreneurs," Babson College, Boston, MA. (June 2015).

Johnson, Michael (Presenter & Author), Taylor, Shannon (Author Only), Crossley, Craig (Author Only), Letwin, Chaim (Author Only), 2014 Southern Management Association Meeting, "Pick on someone your own size: How employee and supervisor adiposity influence employee reactions to abusive supervision," Southern Management Association, Savannah, GA. (November 2014).

Letwin, Chaim (Presenter & Author), Wo, David (Author Only), Folger, Robert (Author Only), Rice, Darryl (Author Only), Taylor, Regina (Author Only), Richard, Brendan (Author Only), Taylor, Shannon (Author Only), 2014 Annual Meeting of the Academy of Management, "The "Right" and the "Good" in Ethical Leadership," Academy of Management, Philadelphia, PA. (June 2014).

Ciuchta, Michael (Author Only), Letwin, Chaim (Presenter & Author), Stevenson, Regan (Presenter & Author), McMahon, Sean (Author Only), 2014 Babson College Entrepreneurship Conference, "Coachability: Development of a new construct and scale," Babson College, London, Ontario. (June 2014).

Letwin, Chaim (Presenter & Author), Ford, Cameron (Author Only), Ciuchta, Michael (Author Only), Schminke, Marshall, 2014 Babson College Entrepreneurship Conference, "Ethics To Opportunity Recognition: A Creative Process," Babson College, London, Ontario. (June 2014).

Griffith, Matthew (Presenter & Author), Taylor, Shannon (Author Only), Folger, Robert (Author Only), Letwin, Chaim (Author Only), 2014 Society for Industrial and Organizational Psychology, "Breaking the cycle of abusive supervision," Society for Industrial and Organizational Psychology, Honolulu, HI. (May 2014).

Ciuchta, Michael (Presenter & Author), Letwin, Chaim (Presenter & Author), Stevenson, Regan (Presenter & Author), 2013 University of Colorado Boulder Crowdfunding Conference, "Crowdfunding or herdfunding? An examination of social influence in venture investment decisions," University of Colorado, Boulder, CO. (July 2013).

Stevenson, Regan (Presenter & Author), Letwin, Chaim (Presenter & Author), 2013 University of Colorado Boulder Crowdfunding Conference, "Smart money versus "fast money": A transaction cost approach to crowdfunding," University of Colorado, Boulder, CO. (July 2013).

Ciuchta, Michael (Presenter & Author), Letwin, Chaim (Author Only), Stevenson, Regan (Author Only), 2013 Babson College Entrepreneurship Conference, "Crowdfunding or herdfunding? An examination of social influence in venture investment decisions," Babson College, Lyon, France. (June 2013).

Letwin, Chaim (Presenter & Author), Ford, Cameron (Author Only), Ciuchta, Michael (Author Only), 2013 Babson College Entrepreneurship Conference, "Thinking it or feeling it? The dual routes of entrepreneurial passion," Babson College, Lyon, France. (June 2013).

Letwin, Chaim, Ford, Cameron, Ciuchta, Michael, 2012 Annual Meeting of the Academy of Management, "The attractive passionate entrepreneur: To whom does it matter?," Academy of Management, Boston, MA. (August 2012).

Ciuchta, Michael (Presenter & Author), Letwin, Chaim (Author Only), Richard, Brendan (Author Only), 2012 Babson College Entrepreneurship Research Conference, "Founders' education, firm identity and the entrepreneurial firm," Babson College, Ft. Worth, TX (June 2012).

Letwin, Chaim (Presenter & Author), Ford, Cameron (Author Only), Ciuchta, Michael (Author Only), 2012 Babson College Entrepreneurship Research Conference, "The attractive passionate entrepreneur: A recipe for success, or is it?," Babson College, Ft . Worth, TX (June 2012).