

Index

- Abduction, 48
- Abelson's "hot" cognition
 - model, 35
 - Academic Management Journal (AMJ)*, 316
 - methodological advice from editors, 319–321
- Academy of management (AOM), 320, 322
 - divisions, 322
 - editorial leadership and prior beliefs, 324
 - home, 322
- Actual interview, 64
- Affect and deliberation
 - Loewenstein, O'Donoghue, and Bhatia's Model, 35–36
- Affect–cognition interactions
 - alternative methods, 30–31
 - managerial and organizational cognition (MOC), 27–28
 - modeling the interaction of, 33–41
 - opportunities and challenges for, 41–43
 - theorizing and measuring, 28–30
- Affective and cognitive mechanisms
 - greater behavioral plausibility, 46–47
 - greater behavioral specificity of, 41–45
- Affective component, 38
- Affective optimum, 36
- Agent-based modeling (ABM)
 - techniques, 8, 23–27, 25, 32–33, 35, 40–42, 44–49
 - advantages of, 32–33
 - approach, 27, 32, 35
 - benefits, 42
 - promises, 41
 - simulation techniques, 31
 - for studying organizations and organizational behavior, 26
- Ambiguity, 111, 130, 132–134, 136, 222
- Anticipation
 - importance of, 221, 232
 - Kelly's notion of, 221, 222
 - theoretical tenants of, 223
- AOM. *See* Academy of management (AOM)
- Benefit cognition research, 126–130
- Blood flow
 - cerebral, 251–252, 287
 - constant, 264
 - increased, 291
 - local, 291
 - oxygenation, 287
 - relative, 253

- BOLD hemo-dynamic response, 292
- Brain
 activity, 254, 258, 288, 296
 local, 291
 measured, 255
 functional, 263
 human, 263
 subject's, 255
- Cardiovascular measures, 264–267
- Carnegie School of Organization Theory, 24
- Causal mapping
 comparative, 11, 147
 composite, 152, 161
 document-based, 147, 161
 interview-based, 147
 structured, 147
- Causal relationships, 73, 150, 156, 165, 170, 177
- Cause maps
 aggregated, 159, 161, 174
 analysis of, 155
 composite, 161
 editable, 160
 emerging, 149
 individual, 154, 167, 174
 standardized, 161
- CCM. *See* Comparative causal mapping (CCM)
- Central nervous system, mapping, 281–263
- CMAP3, 147–149, 151, 153, 155–163, 165, 167, 169–170, 173
 data tables, 157
 inform, 163
 installing, 148
 by NLU entry, 174
 operating logic and modules, 155–168
 project, 162, 165
 software, 147–148
 system, 11
 system of software, 11
- CMAP3 Browser Modules, 157
- CMAP3 Guidebook, 158, 173–173
- CMAP3 Main Interface Listing, 156
- CMAP3 NCU data table, 162
- CMAP3 Statistics Module, 158
- Cognition, 3–8
 categorize, 137
 cold, 5, 7, 9, 74
 deliberative, 4
 first understanding, 251
 human, 4, 24–25
 individual, 177, 337
 non-conscious, 281
 observing, 304
 semi-conscious, 66
 verbalized, 289
- Cognition and emotion
 data analysis and interpretation, 67–69
 data collection, 64–67
 interview technique, 61–62
 preparation, 62–64
- Cognitive and social psychology, 29
- Cognitive bases, 9, 95–98, 112
- Cognitive complexity, 151, 176, 180, 190, 193, 215
- Cognitive control and attentional processes, 302–303
- Cognitive dimensions, 45, 137–139, 266
- Cognitive functions, 279–280, 282–285, 288, 291, 294–295, 301
- Cognitive map complexity, 179–180, 213, 215

- Cognitive mapping, 11, 170–170, 173, 176–178, 181, 196
 - current quantitative measures, 181
 - family of measures, 181–193
 - simulation, 193–199
 - simulation results and analysis, 199–213
 - theoretical and practical context, 179–180
- Cognitive maps, 12, 149–151, 161, 167, 176, 178, 183–185, 187–188, 190–194, 208, 211–213, 215–215
 - dense, 179
 - eliciting, 178
 - random, 12, 199, 204, 209, 211, 214
 - simple, 182
 - simulated, 195–196
- Cognitive processes, 24, 29, 31, 34–35, 44, 46, 100–101, 123–124, 126–127, 130, 139, 281–283, 286, 297
- Cognitive theories, 25
- Cold cognition, 24, 28
- Collective behavior, 35, 38, 40, 46, 49
- Comparative causal mapping (CCM), 11, 147–148, 154–155, 158, 161, 165, 168, 173–174
 - analysis, 156
 - approach, 148
 - coding, 154
 - composite, 153
 - document-based composite causal maps, 161–164
 - hybrid, 174
 - hypothetical, 148
 - interview data, 158–160
 - methods, 147–148, 150, 164, 168
 - quantitative, 157
 - research, 148, 168
 - software, 154
 - structured, 164–165
 - studies, 148, 151, 153–155, 159, 166, 168
 - comparative, 154
 - composite, 153
 - emic, 151, 168
 - structured, 153
 - typical, 147
- Competitors, 97–98, 224
- Complexity
 - analytical, 256
 - attendant, 113
 - excessive, 179
 - increased, 101
 - institutional, 113
 - level of, 32, 208
 - local, 193
 - social, 33
- Concept selection lists (CSL), 162–163, 165, 173–174
 - contents, 162
 - worksheet, 162
- Connectedness, 179, 184, 187, 190
 - absolute weight of, 188, 190
 - high, 184
 - low, 184
 - total absolute strength of, 187
 - weight of, 185, 187
- Consistency
 - emotional, 35
 - empirical, 47
 - internal, 47
- Content analysis results, 326–335
- Conventional methods, 31

- Cortex, 253, 262
 dorsolateral prefrontal, 257, 303
 orbitofrontal, 257
- Costs, 36, 69, 84, 89, 155, 173, 252, 256, 262, 269, 292, 298, 300, 304
 associated, 259
 high, 262
 low, 266
 running, 259, 262
- Costs of Neuroscience Methods Covered, 252
- Crisis
 organizational, 257
- Data
 acquired, 169
 aggregating participant, 110
 archival, 325, 328–329, 336
 behavioral, 269
 between-participant, 111
 coherent causal mapping, 169
 collected, 136, 328, 332, 337
 comparison-enabling, 159
 complementary, 297
 continuous, 267
 covered, 332
 demographic, 304
 elicit, 159, 164
 empirical, 26, 44, 47
 fine-grained, 296–297, 299
 high-quality, 9
 longitudinal, 337
 merged, 329
 natural, 154
 numerical, 157
 original, 160
- Data analysis, 60, 67, 99, 107, 149, 221, 260, 293, 295
- Data elicitation, 164
 off-site, 166
 on-site, 159
 structured, 164
- Databases, 154, 166, 330, 337
- DBCM. *See* Document-based causal mapping (DBCM)
- Decision-making, 10, 12, 25, 29, 33–34, 37, 43, 124, 128–129, 132, 175–176, 243, 257, 268, 270
 groups, 36
 processes, 139
- Deduction, 49
- Default-interventionist, 29
- Deliberative component, 38
- Deliberative optimum, 36
- Document-based causal mapping (DBCM), 147, 161–163, 174
- data, 163
- data entry and processing in CMAP3, 162
- studies, 161
- Dual-process theories, 29
- Economist Intelligence Unit (EIU), 222
- Electrodermal activity, 267–268
- Electroencephalography (EEG), 248, 251, 253, 258–261, 258–262, 269, 292
- Eliciting anticipatory systems, 229–232
- Emotions, 302
- Epstein's agent_zero model, 38–39
- Ethnography, 31
- Functional magnetic resonance imaging (fMRI), 13, 248, 251, 252–258, 253–260, 262, 279–282, 284–285, 287–289, 291–293, 291–304, 295–297

- combined, 301
- common disadvantages, 297–298
- criticisms of, 299–300
- data, 295, 300
- data analysis, 298
- event-related, 256, 292
- model-based, 289
- neurofeedback, 289, 303
- potential synergies, 300–301
- research, 253, 255–256, 299
- studies, 250, 287, 292, 299

- Goal-setting theory, 6
- Good interviews, 62
- Group decision-making, 36–38
 - Thagard and Kroon's Model, 36–38

- Heart rate (HR), 249
- Heart rate variability (HRV), 13, 242, 251, 264–266, 269
 - measures, 265–266
- Hot cognition, 33
- Human behavior, 25, 39, 47, 296
- Human Relations, 76

- Induction, 49
- Information-processing
 - activities, 24
- Interviewee, 62

- KA. *See* Knowledge acquisition (KA)
- Keep It Descriptive, Stupid (KIDS) principle, 44
- Keep It Simple, Stupid (KISS) principle, 44
- Kelly's (1955) meta-theory, 232
- Knowledge acquisition (KA), 152
- Knowledge elicitation
 - techniques, 30

- Leadership training
 - evaluating intervention research designs, 79–83
 - evaluation of, 75–77
 - implications, 86–88
 - implicit social cognition, 86–88
 - interventions, 74
 - and outcomes, 77–79
 - positive benefits of, 74
 - problems of participant selection, 83–86
 - random assignment, 83–86
 - social cognition research, 75
- Longitudinal changes, 152

- Magnetoencephalography (MEG), 251, 261–263
- Managerial and organizational cognition (MOC), 2–6
 - advantages of, 32–33
 - affect–cognition interactions, 27–28
 - emotion for, 25
- Managerial cognition, 282–285

- Natural causal unit (NCU), 156
- Neuroscience methods
 - methodological framework, 247–251
 - MOC, 244–247, 251
- Nokia, 60
- Non-deliberative affective mechanisms, 29

- Open-ended interview, 62, 63

- Parallel-competitive, 29
- Peripheral nervous system, mapping, 263–268
- Pre-decisional deliberation, 29
- Protocol analysis to work, 130–139
- Psychological sciences, 28

- Psychology of unknown,
225–229
- Quality of interviews, 64
- Representing generative
mechanisms, 47–49
- Semi-structured interviews, 62
- Skillful interviewer, 62
- Skin conductance response
(SCR), 251
- SMJ. *See Strategic Management
Journal (SMJ)*
- Social and material world, 2
- Social and organizational actors,
32
- Social and organizational
psychology, 3
- Social building blocks, 27
- Social component, 39
- Social environment, 32
- Standard node term (SNT), 156
- Standardized causal units
(SCU), 156
- Strategic Management Journal
(SMJ)*, 316
methodological advice from
editors, 319–321
- Systematic content analysis
methods, 321–326
- TA. *See* Think aloud (TA)
- Theory-creating methods, 26
- Think aloud (TA), 285–287,
289–291, 295–297
common disadvantages,
297–298
- Trade-off situations, 303
- Trade-offs, 33
- Volatility, Uncertainty,
Complexity, and
Ambiguity (VUCA),
222
- Work effort, 60
- Work organizations, 31
- Work-related decisions
basic design principles,
102–108
data analysis issues, 110–111
policy-capturing, 99–102
research design issues,
108–110
theoretical foundations,
102–108