

Publications

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Journal Publications (peer-reviewed)

- Kruse, D.J., K. Eling, and C. Herstatt (2025). How Social Entrepreneurs Search for Knowledge to Solve Complex Social Problems – An empirically based model and typology, *Journal of Business Research*, 194.
- Pretorius, C., M. Razavian, K. Eling, and F. Langerak (2024). When Rationality Meets Intuition: A Research Agenda for Software Design Decision-making, *Journal of Software: Evolution and Process*, 36(9).
- Pretorius, C., M. Razavian, K. Eling, and F. Langerak (2021). Combined Intuition and Rationality Increases Software Feature Novelty for Female Software Designers, *IEEE Software*, 38(2), 64-69.
- Kruse, D.J., M. Goeldner, K. Eling, and C. Herstatt (2019). Looking for a Needle in a Haystack – How to Search for Bottom-up Social Innovations that Solve Complex Humanitarian Problems. *Journal of Product Innovation Management*, 36(6), 671-694.
- Griffin, A., F. Langerak and K. Eling (2019). The Evolution, Status and Research Agenda for the Future of Research in NPD Cycle Time. *Journal of Product Innovation Management*, 36(3), 263-280.
- Eliëns, R., K. Eling, S. Gelper, and F. Langerak (2018). Rational versus Intuitive Gatekeeping: Escalation of Commitment in the Front-End of NPD. *Journal of Product Innovation Management*, 35(6), 890-907.
- Van Oorschot, K. Eling, and F. Langerak (2018). Measuring the Knowns to Manage the Unknown: How to Choose the Gate Timing Strategy in NPD Projects. *Journal of Product Innovation Management*, 35(2), 164-183.
- Eling, K. and C. Herstatt (2017). Virtual Issue Editorial: The Management of the Front-End of Innovation – Less Fuzzy, Yet Still Not Fully Understood. *Journal of Product Innovation Management*, 34(6), 864-874.
- Eling, K., A. Griffin, and F. Langerak (2016). Consistency Matters in Formally Selecting Incremental and Radical New Product Ideas for Advancement. *Journal of Product Innovation Management*, 33(S1), 20-33.
- Eling, K., F. Langerak and A. Griffin (2015). The Performance Effects of Combining Rationality and Intuition in Making Early New Product Idea Evaluation Decisions. *Creativity and Innovation Management*, 24(3), 464-477.
- Eling, K., A. Griffin, and F. Langerak (2014). Using Intuition in Fuzzy Front End Decision Making: A Conceptual Framework. *Journal of Product Innovation Management*, 31(5), 956-972.
- Eling, K., F. Langerak and A. Griffin (2013). A Stage-Wise Approach to Exploring Performance Effects of Cycle Time Reduction. *Journal of Product Innovation Management*, 30(4), 626-641.
- Creusen, M., E.J. Hultink, and K. Eling (2013). Choice of Consumer Research Methods in the Front End of New Product Development. *International Journal of Market Research*, 55(1), 81-104.

Books and Book Chapters

- Eling, K. (2020). Green, Social and Profitable - The Role of Front End of Innovation Decision Making in Achieving more Sustainable New Products. In R. Tiwari & S. Buse (Eds.), *Managing Innovation in a Global and Digital World: Meeting Societal Challenges and Enhancing Competitiveness* (pp. 305–319). Springer Fachmedien.
- Eling, K. (2014). *Investigating Two Unresolved Issues in Fuzzy Front End Execution*. Eindhoven: Technische Universiteit Eindhoven.

Conference Papers (peer-reviewed)

- Kruse, D.J., K. Eling, and C. Herstatt (2021). Differences in Understandings of Social Justice and How They Relate to the Innovation Search Process and the Adopted Cognitive Frames Among Different Types of Social Entrepreneurs. *Herbsttagung der Wissenschaftlichen Kommission Nachhaltigkeitsmanagement des VHB, Lüneburg, Deutschland*.
- Pretorius, C., M. Razavian, K. Eling, and F. Langerak (2018). Towards A Dual Processing Perspective of Software Architecture Decision Making. 2018 IEEE 15th International Conference on Software Architecture Companion, ICSA-C 2018.
- Eling, K. and P. Cankurtaran (2018). How ‘Fuzzy’ is Successful Front End of Innovation Management? A Meta-Analysis. *25th Innovation & Product Development Management Conference, June 10-13, 2018, Porto, Portugal*.
- Pretorius, C., M. Razavian, K. Eling, and F. Langerak (2018). Towards a Dual Processing Perspective of Software Architecture Decision Making. *Proceedings of the IEEE International Conference on Software Architecture, April 30 – May 3, Seattle, USA*.
- Eliëns, R., K. Eling, S. Gelper, and F. Langerak (2017). Point of no Return: Escalation in New Product Development. *24th Innovation & Product Development Management Conference, June 11-13, 2017, Reykjavik, Iceland. (Christer Karlsson Best Paper Award)*
- Denker, F., K. Eling and C. Herstatt (2016). The Role of Individuals’ Domain Knowledge in Evaluating Radical New Product Ideas. *R&D Management Conference 2016, July 3-6, 2016, University of Cambridge, UK*.
- Oorschot, K.E. van, Eling, K. and Langerak, F. (2015). Hindsight is Easier than Foresight: The Advantages of ‘Hybrid’ Gate Timing. *22nd Innovation & Product Development Management Conference, June 14-16, 2015, Copenhagen, Denmark*.
- Eling, K., Griffin, A. and Langerak, F. (2014). The Formality of Selecting Radical versus Incremental New Product Ideas for Advancement. *38th Product Innovation Management Conference, October 18-22, 2014, Denver, Colorado, US*.
- Eling, K., Langerak, F. and Griffin, A. (2014). The Performance Effects of Combining Rational and Intuitive Approaches in Making New Product Idea Evaluation Decisions. *43rd European Marketing Academy Conference, June 3-6, 2014, Valencia, Spain*.
- Eling, K., F. Langerak, and A. Griffin (2013). Performance Effects of Combining Rational and Intuitive Approaches in Making Fuzzy Front End Execution Decisions. *37th Product Innovation Management Conference, October 26-27, Phoenix, Arizona, US*.
- Eling, K., A. Griffin, and F. Langerak (2012). Using Intuition in Fuzzy Front End Decision Making: A Theoretical Framework and Research Agenda. *36th Product Innovation Management Conference, October 20-24, 2012, Orlando, Florida, US*.

- Eling, K., A. Griffin, and F. Langerak (2012). Using Intuition in Fuzzy Front End Decision Making: A Theoretical Framework and Research Agenda. *19th Innovation & Product Development Management Conference, June 17-19, 2012, Manchester, UK.*
- Eling, K., F. Langerak, and A. Griffin (2011). A Stage-Wise Approach to Investigating Performance Effects of Cycle Time Reduction: The Role of the Fuzzy Front End. *71st Academy of Management Meeting, August 12-16, 2011, San Antonio, Texas, US.*
- Eling, K. and F. Langerak (2011). Putting the Use of Intuition for Fuzzy Front End Decision Making on the Research Agenda. *18th Innovation & Product Development Management Conference, June 5-7, 2011, Delft, NL.*
- Creusen, M., E.J. Hultink, and K. Eling (2011). The Choice of Consumer Research Methods in the Fuzzy Front End of New Product Development by B-to-C Companies. *18th Innovation & Product Development Management Conference, June 5-7, 2011, Delft, NL*
- Eling, K. and F. Langerak (2010). A Stage-Wise Approach to Accelerating Product Development: The Role of the Fuzzy Front End. *17th Innovation & Product Development Management Conference, June 13-15, 2010, Murcia, Spain.*