

Information Systems Journal Special Issue on the 'Digitisation in business models and entrepreneurship'

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RATIONALE AND AIMS

The purpose of this special issue is to explore new ways of seeing and theorising Information Systems (IS) in the context of business models. Rapid developments in information technology (IT) have fostered challenges and changes to existing firms and have provided new opportunities to IT-driven startups such as Google, Facebook or (some good European and Asian examples). These young and upcoming firms are driving innovation and changing the economic landscape by creating new industries and markets as well changing the existing ones. These firms are creating new types of value for their customers, and thus are able to attract an increasing number of customers on a daily basis. However, despite these successes, they often struggle to create a profitable business logic (e.g. Twitter). In this realm, the business model concept has rapidly been gaining attention in IS research [Hedman & Kalling, 2003; Bonaccorsi *et al.*, 2006; Clemons, 2009; Al-Debei & Avison, 2010; Burkhart *et al.*, 2011; Deodhar *et al.*, 2012], which has the potential to understand current and emerging businesses, and lead to a successful business logic [Amit & Zott, 2001; Zott *et al.*, 2011]. Its relevance is emphasised in the research manifesto of Chesbrough & Spohrer [2006]. They state that 'any useful answers to "why companies and industries vary in their productivity" or "why value migrates to different parts of the stack" will invariably involve [. . .] business models . . .' [Chesbrough & Spohrer, 2006].

This special issue is seeking to foster the discussion around the topic of business models and the contributions it might bring to the understanding of IT-driven entrepreneurship and the IS discipline. It thereby answers the call to deeply understand the 'marriage' of IT and innovative new ventures [Del Giudice & Straub, 2011].

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Call: Empirical and conceptual research addressing the digitisation in business models and entrepreneurship

Submissions are encouraged from all theoretical and methodological perspectives, and scholars from IS, strategic management, and related disciplines to this ongoing discussion. Authors must clearly outline why their study is new and interesting for IS research and practice. It is required that submitted articles break new ground and significantly contribute to or extend the existing IS literature. Potential topics for submission include but are not limited to:

- 1 Behavioural research on business models in IS contexts
- 2 The use of the business model concept by IT-driven startups
- 3 Development and evaluation of new business models in the era of social media, smart-phones, and online services
- 4 Evaluation and simulation of new or existing business models
- 5 Industry-specific classification schemes of business models (e.g. social media business model types)
- 6 Interplay of different business model components and their configuration (e.g. internal vs. external business models)
- 7 Development of tools and languages for the description and simulation of business models
- 8 Impacts of new developments in IT on business models
- 9 Innovation of business models through IT
- 10 Understanding the business model changes of software companies switching from on premise to cloud products and services
- 11 Interrelationships of 'fit' between IT, organisation, business model, and performance
- 12 The decision and strategy making in IT startups
- 13 The impacts of management team IT education in entrepreneurial ventures

SUBMISSION

Manuscripts should not normally exceed 7000 words and should be submitted online.

The final deadline for submissions is 31 October 2013. All submissions will be peer-reviewed according to the standards of the ISJ. The deadlines are fixed and no extensions will be possible. Submissions for the full papers must be made to the ISJ's Manuscript Central Account: <http://mc.manuscriptcentral.com/isj>, where you should select the Special Issue as the submission type.

Author guidelines are available at 'author guidelines' at <http://www.blackwellpublishing.com/journals/isj/>.

Timeline

Full initial paper submission deadline: 31 October 2013

First review deadline: 31 January 2014

Revised paper submission deadline: (if required) 31 March 2014

Second review deadline: 16 May 2014

Camera-ready paper submission deadline: 30 June 2014

Early submissions are welcome and will be put into the review process straightaway.

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