



ERIM DataFest

The “Open = Better” Heuristic in Management Research

Gabriele Paolacci

Why Open?

Not only ethical

Not only self-serving

Why Open?

Not only ethical

Not only self-serving

Because it is better

Truer evidence

More impact on management



“The mission of ERIM is to conduct scientific research that enables organisations to assess and improve their business processes in order to perform in a profitable and responsible way.”

Science



Evidence

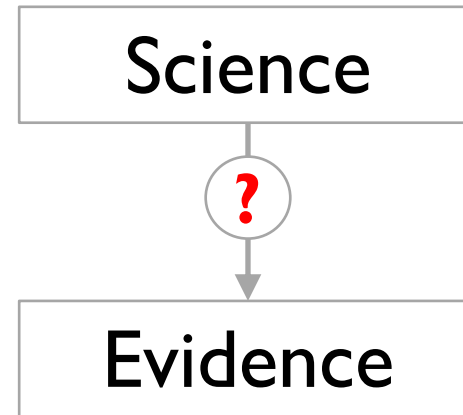


Management

Science

?

Evidence



Fraud

Don't Offer Big Benefits Until Your Company Turns Three

Startups that offer generous perks earlier than that have a higher chance of going under

THE WALL STREET JOURNAL.

Signing Forms at the Top Makes People More Honest

WIRED

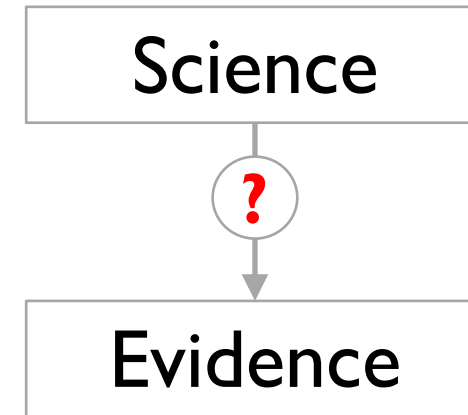
Science

?

Evidence

Fraud

Clerical errors



Fraud

Clerical errors

Bona fide inflation of results

Low internal validity

Low statistical power

Incomplete reports

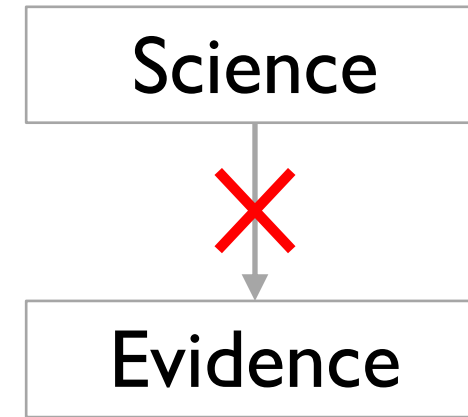
Poor representativeness

Low external / ecological validity

Poor data quality

Wrong analysis

Statistically \neq Practically significant



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Easier to spot problems ex ante

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Easier to spot problems ex ante

Easier to spot problems ex post

Easier to extend research

Fewer degrees of freedom

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Open Science helps

Easier to spot problems ex ante

Easier to spot problems ex post

Easier to extend research

Fewer degrees of freedom

More incentives to get it right

Open



Truer

Science



Evidence



Management



Evidence



Management



Evidence



Management



!!!



Open



Truer

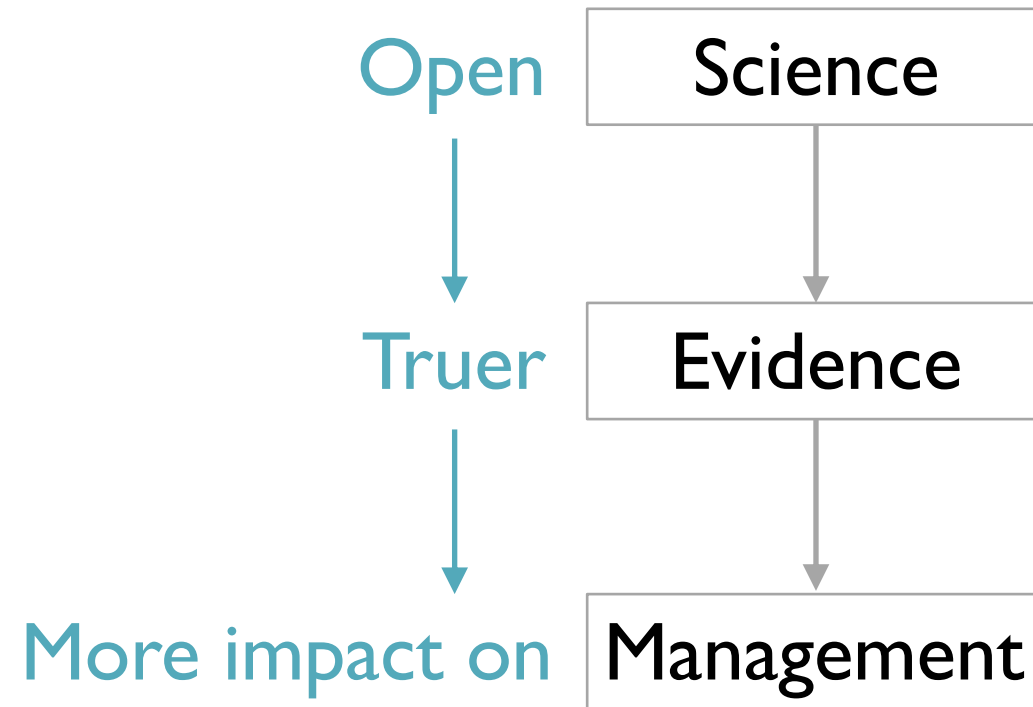
Science



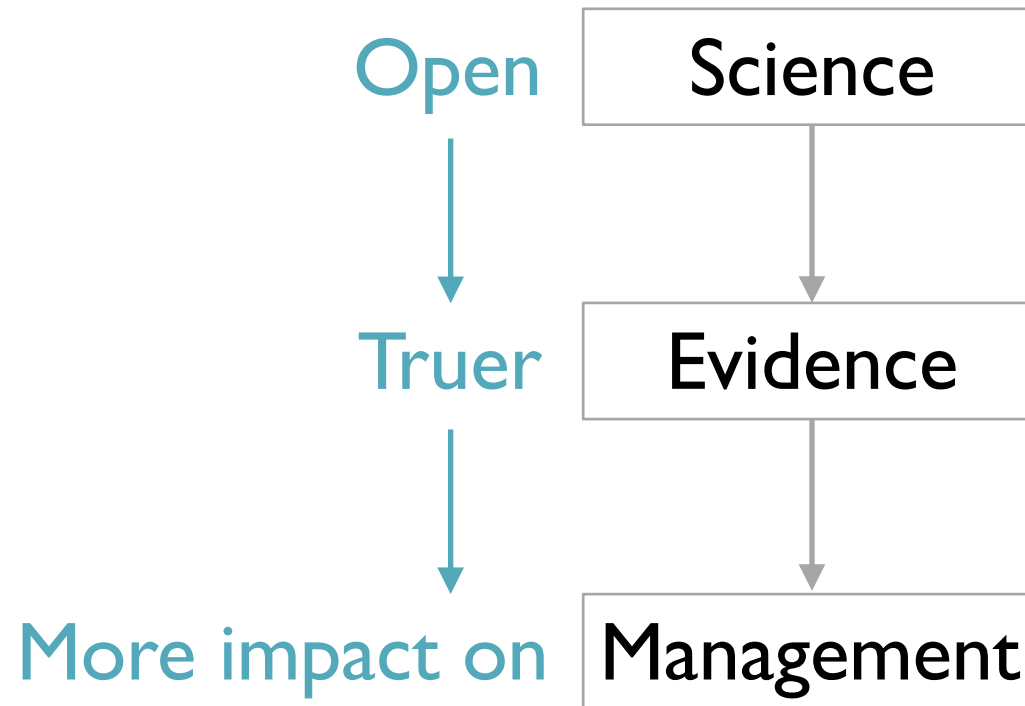
Evidence



Management



Open = Better



Open = Better



Thank you!