

# market & organizations

journal of strategic analysis

<https://www.cairn.info/revue-marche-et-organisations.htm>

## CALL FOR PAPERS

### Navigating Uncertainty Future Risks and Grand Challenges for Modern Enterprises

Kaouther Boubaya

[kboubaya@edcparis.edu](mailto:kboubaya@edcparis.edu)

EDC Paris Business School

Galina Kondrateva

[gkondrateva@edcparis.edu](mailto:gkondrateva@edcparis.edu)

EDC Paris Business School

Businesses are operating in an uncertain future marked by grand challenges across climate and sustainability, health, inclusion, digital transformation, and security. These challenges transcend organizational and national boundaries. They are complex, interconnected, and scalable. They require coordinated responses between public, private and citizen stakeholders, combining governance, innovation and the creation of shared value (George et al., 2016). As a result, companies struggle to structure problems and find definitive solutions (Wang et al., 2025). Their governance requires agility, rapid learning, flexible reallocation of resources, and the creation of the right teams rather than a fixed plan (Ooi & Husted, 2025). In this context, digital technology introduces additional levers and constraints (Mongo et al., 2024). Platforms and data enable large-scale coordination, arbitrage of tensions, and better attribution of value created, provided that transparency, accountability, and governance of contributions are adopted (Nambisan & George, 2024).

In this regard, the literature on “grand challenges” shows that effective action relies on cooperation architectures and collective action mechanisms that align heterogeneous interests with future horizons (Adomako et al., 2024; Chuah et al., 2025; Wang et al., 2025; Ooi & Husted, 2025). A grand challenge is generally defined as a specific critical barrier that, if overcome, would solve an important societal problem with significant overall impact and large-scale implementation (Adomako et al., 2024; George et al., 2016). The “grand challenges” are characterized by a high complexity and a systemic dimension, involving multiple actors, levels of analysis and interdependencies. They go beyond individual organizations to address societal or global issues, and require interdisciplinary approaches as well as high-impact solutions. Their

# market & organizations

journal of strategic analysis

resolution is associated with lasting transformations in managerial practices and socio-economic systems (Drori et al., 2025). At the organizational level, addressing “grand challenges” can be facilitated by AI, cybersecurity, supply chain resilience, and infrastructure sustainability (Karwowski et al., 2025).

One of the “grand challenges” for the enterprise is meeting changing consumer needs. Modern enterprises face increasing uncertainty as future consumers are increasingly shaped by rapid digitization and the widespread adoption of AI technologies (Rabby et al., 2021). These technologies enable more personalized, proactive, and predictive forms of engagement, but also introduce significant strategic and ethical risks (Kim et al., 2023). Recent research sheds light on how large-scale AI-based recommendation systems and algorithms influence organizational decision-making (Sun et al., 2025; Ngo, 2025; Zaman, 2022). While AI-driven systems can significantly improve efficiency and responsiveness, they also expose enterprises to non-trivial challenges related to privacy breaches, algorithmic biases, and subtle forms of manipulation that are difficult to detect and regulate (Gaczek et al., 2025; Vaileanu and Paun, 2024). As companies expand AI-enabled interactions across borders, digital technologies are increasingly restructuring customer journeys to be interactive and real-time, forcing enterprises to navigate the tension between speed, personalization, and compliance with the principles of fairness, transparency, and respect for consumer autonomy (Gupta et al., 2025).

At the same time, broader social expectations are redefining entrepreneurial risk landscapes. Sustainability, ethics, social inclusion, and inclusive marketing are evolving from peripheral considerations to fundamental strategic imperatives that shape organizational legitimacy and long-term value creation (Ceccarelli et al., 2023). Research on sustainable marketing demonstrates that practices such as green digital advertising (El-Hana et al., 2024), eco-friendly product design, peer influences on sustainable consumption, and ethical business models (Tran et al., 2022) are no longer only appealing to niche ethical segments but are increasingly influencing consumer behavior (Jia et al., 2022). These dynamics intersect directly with emerging challenges in AI governance, in particular the need to identify and mitigate biases in AI-generated content and in marketing communications, along dimensions such as gender, age, ethnicity, and socioeconomic status. Collectively, these shifts underscore that navigating uncertainty requires organizations to anticipate not only changing consumer preferences, but also evolving expectations of how consumers are engaged—through digital, ethical, and inclusive frameworks—positioning marketing innovation as both a strategic opportunity and a crucial organizational challenge.

**This special issue invites contributions that explore how modern enterprises are facing “grand challenges.”** Authors may take empirical, theoretical, or conceptual approaches. Potential research questions may include, but are not limited to:

# market & organizations

journal of strategic analysis

- How can enterprises design a strategy that enables agile and coordinated responses to interconnected “grand challenges” in sustainability, health, inclusion, digitalization, and security?
- Which cooperative architectures and collective action mechanisms are most effective in aligning heterogeneous stakeholders towards long-term solutions to complex societal challenges?
- How do digital platforms and data-driven infrastructures enable but also limit large-scale coordination, transparency and the distribution of value between public, private and citizen actors?
- In what ways are AI technologies transforming organizational decision-making, accountability, and the diffusion of accountability when addressing ethical and strategic dilemmas?
- How can enterprises balance the benefits of real-time personalization and engagement through AI with the risks of consumer privacy, bias, manipulation, and autonomy?
- What organizational capabilities (e.g., adaptive teams, rapid learning, flexible resource allocation) are critical to managing uncertainty and meeting changing consumer expectations?
- How are sustainability, ethics, and inclusion transforming marketing strategies from niche positioning tools to key drivers of organizational legitimacy and long-term value creation?
- What organizational mechanisms and design principles are needed to detect, mitigate, and prevent bias in AI-generated marketing content, across gender, age, ethnicity, and socioeconomic dimensions?

## References:

Adomako, S., Gyensare, M. A., Amankwah-Amoah, J., Akhtar, P., & Hussain, N. (2024). Tackling grand societal challenges: Understanding when and how reverse engineering fosters frugal product innovation in an emerging market. *Journal of Product Innovation Management*, 41(2), 211–235.

Ceccarelli, A., Chouki, M., & Persson, S. (2023). Social innovation and the challenges of digital accessibility: the point of view of digital professionals. *Innovations*, 71(2), 153-183.

Chuah, K., Slager, R., Gond, J.-P., & Homanen, M. (2024). Configuring the external corporate governance of multinationals’ solutions to grand challenges. *Academy of Management Proceedings*.

Drori, I., Neumann, K., Vaara, E., Boersma, K., Kyratsis, Y., Santacreu-Vasut, E., & Suddaby, R. (2025). Grand challenges and the rhetoric of collective action (Introduction to special issue). *Academy of Management Perspectives*, 39(1), 7–21.

El Hana, N., Kondrateva, G., & Martin, S. (2024). Emission-smart advertising: Balancing performance with CO2 emissions in digital advertising. *Technological Forecasting and Social Change*, 209, 123818.

Gaczek, P., Leszczyński, G., Wei, Y., & Sun, H. (2025). The Bright Side of AI in Marketing Decisions: Collaboration with Algorithms Prevents Managers from Violating Ethical Norms: P. Gaczek et al. *Journal of Business Ethics*, 1-24.

# market & organizations

journal of strategic analysis

George, G., Howard-Grenville, J., Joshi, A., & Tihanyi, L. (2016). Understanding and tackling societal grand challenges through management research. *Academy of Management Journal*, 59(6), 1880–1895. <https://doi.org/10.5465/ajm.2016.4007>

Gupta, S., Wang, Y., Patel, P., & Czinkota, M. (2025). Navigating the future of AI in marketing: AI integration across borders, ethical considerations, and policy implications. *International Journal of Information Management*, 82, 102871.

Jia, H. M., Wang, Y., Tian, Q., & Fan, D. (2022). Marketing innovations and sustainable development for the future ecosystem. *Journal of Cleaner Production*, 372, 133295.

Karwowski, W., Salvendy, G., Albert, L., Kim, W. C., Denton, B., Dessouky, M., ... Tiwari, M. K. (2025). Grand challenges in industrial and systems engineering. *International Journal of Production Research*, 63(4), 1538–1583.

Kim, T., Lee, H., Kim, M. Y., Kim, S., & Duhachek, A. (2023). AI increases unethical consumer behavior due to reduced anticipatory guilt. *Journal of the Academy of Marketing Science*, 51(4), 785-801.

Mongo, M., Aouinait, C., & Le, S. T. K. (2024). Impact of Covid-19 on the digitalization of food supply chains. *Market & Organizations*, (2), I110-XXVII.

Nambisan, S., & George, G. (2024). Digital approaches to societal grand challenges: Toward a broader research agenda on managing global-local design tensions. *Information Systems Research*, 35(4), 2059–2076.

Ngo, V. M. (2025). Human–AI collaboration for marketing capabilities: a meta-analysis. *Marketing Letters*, 36(4), 839-855.

Ooi, Y. M., & Husted, K. (2025). Problem-solving and organisation of public-funded challenge-based research projects using a wicked problem lens. *Innovation: The European Journal of Social Science Research*, 38(2), 1052–1071.

Rabby, F., Chimhundu, R., & Hassan, R. (2021). Artificial intelligence in digital marketing influences consumer behaviour: a review and theoretical foundation for future research. *Academy of marketing studies journal*, 25(5), 1-7.

Sun, L., Tang, Y., & Ma, X. (2025). It just would not work for me: perceived preference heterogeneity and consumer response to AI-driven product recommendations. *European Journal of Marketing*, 59(5), 1426-1452.

Tran, T. T. H., Robinson, K., & Paparoidamis, N. G. (2022). Sharing with perfect strangers: The effects of self-disclosure on consumers' trust, risk perception, and behavioral intention in the sharing economy. *Journal of Business Research*, 144, 1-16.

Vaileanu, I., & Paun, F. (2024). The economy of qualified data functionality at the heart of virtuous growth. *Market & Organizations*, (3), I114-XXXVII.

Wang, H., Li, J., Tian, L., & Cheng, W. (2025). Policy on Multiple Grand Challenges and Firm Responses. In *Academy of Management Proceedings* (Vol. 2025, No. 1, p. 15684). Valhalla, NY 10595: Academy of Management.

Zaman, K. (2022). Transformation of marketing decisions through artificial intelligence and digital marketing. *Journal of Marketing Strategies*, 4(2), 353-364.

# market & organizations

journal of strategic analysis

## Instructions for authors:

Contributions can be in French or English.

Proposed articles: - 6,000 to 10,000 words including bibliography, tables, figures and appendices

Submit your article to the following platform address: <https://mo.manuscriptmanager.net>

The conference's scientific committee will select the best high-quality papers presented at ENIG2026 and provide reliable and in-depth feedback on the official potential of the manuscripts for formal submission to this special M&P issue.

## Agenda:

- January 2026: Diffusion of the call for papers
- March 1, 2026: Deadline for submission of abstracts by potential authors/ENIG participants
- June 20, 2026: Authors submit their full papers
- September 30, 2026: Authors receive feedback
- December 1, 2026: Authors submit their revised articles
- First half of 2027: Publication of the issue

## Editors of the Issue / More Information:

Kaouther Boubaya <[kboubaya@edcparis.edu](mailto:kboubaya@edcparis.edu)>

Galina Kondrateva <[gkondrateva@edcparis.edu](mailto:gkondrateva@edcparis.edu)>

EDC Paris Business School