Index

Abbreviations used in the index:
BG – born global
HGF – high-growth firm
IE – international entrepreneurship
INV – international new venture
KIF – knowledge-intensive firm
RIF – rapidly internationalizing firm
SME – small and/or medium-sized business
TMT – top management team
TRIPS – Trade Related Agreement on Intellectual Property Rights

Aaby, N.E. 40
Abbott, F.M. 217
Acedo, F.J. 115, 179, 180, 300, 301
Acs, Z.J. 5, 319, 325
active pharmaceutical ingredients (API) 212, 213, 219–20, 222
Aculai, E. 275
Adler, P. 302
Africa 120, 176, 213
Central Africa 255
Agarwal, R. 16
Agndal, H. 119
Aharoni, Y. 241
Ahlstrom, D. 145
Ahmed, M. 206
Akiner, S. 272
Ala-Mutka, J. 16, 26, 29
Albania 186
Albaum, G. 92
Aldrich, H. 70, 72, 202, 298
Allen, I.E. 272
Allen, K. 272
Almor, T. 131
Amit, R. 123
Anand, B.N. 70, 123
Andersson, S. 297
Antoncic, B. 126
Arbaugh, J.B. 179, 180
Ardichvili, A. 310
Arenius, P. 124, 126, 303
Armenia 186, 212
articles/editorials (on)
‘Born Global’ phenomenon (Journal of International Marketing) 13
‘Little Companies, Big Exports’ (Business Week) 13
patient safety in US private dialysis clinics (ProPublica) 101–2
‘Venous needle dislodgement: how to minimize the risks’ (2008) 101
Artz, K. 275
Asia 120, 213
Central 186, 211
East 176
Aspelund, A. 115
Audretsch, D.B. 319
Aulakh, P. 120, 129, 143, 145
Austin, J. 271
Australia 213
Therapeutic Goods Administration (TGA) 223, 233
Austria 57
Autio, E. 90, 131, 174, 179
Avolio, B.J. 41
Axelsson, B. 247, 249
Azerbaijan 186, 212
Index

Baker, K.B. 217
Baldwin, J.R. 19
Bamford, C.E. 321
Bangladesh 201–2, 349
Directorate of Drug Administration (DDA) 208, 214–16
Foreign Exchange Regulation (FER) Act (1947) 214
generic drug manufacturers in 201–2
Ministry of Health Family Welfare (MOHFW) 214
National Drug Policy (NDP, 2005) 213
National Drug Testing Laboratory 208
Bangladeshi pharmaceutical industry (and) 199–34
analysis of the firm level cases 221
case descriptions 221–8
Beximen Pharmaceutical Limited (BPL) 222–3
Eskayef Bangladesh Limited (SK+F) 223–4
Incepta Pharmaceutical Limited 224, 228
Square Pharmaceutical Ltd (SPL) 221–2
changes in institutional frameworks and conditions in post-1982 period 213
enforcement/monitoring institutions: pharmaceutical industry 214–16
regulations of local pharmaceutical market 213–14
conclusion 233–4
discussion 228–33
evolving institutional context and development of 205–13
enabling context for emergence of locally owned generic drug industry 205–8
development (post 1982) 208–13
implications 234–6
methodology 204–5
theoretical framework 202–4
TRIPS 218–20
Barbato, R. 271
Barley, S.R. 128
Barney, J.B. 122, 123, 174
Baron, R.A. 280
Barrick, M.R. 276, 278, 279, 280
Bass, B.M. 41
Batjargal, B. 144
Baughn, C.C. 297
Baumol, W.J. 234
Bausch, A. 117, 135
Beamish, P.W. 19, 142, 178, 179, 192, 244, 261
Becker, P. 276
Beecham 223
Begum, R. 211, 212
Belarus 186, 212
Belgium 221
and Janssen Pharmaceutical 221
Bell, J. 4, 13, 17, 103, 200, 241, 245, 246, 259, 260
Belso-Martinez, J.A. 179, 180
Benet-Martinez, V. 278
Benito, G.R.G. 247, 260
Bennis, W.G. 59
Berg, D. 16
Bernasek, A. 297
Berry, M. 72
Beximco (Bangladeshi manufacturer) 211–12
Bhattacharjee, H. 209, 211
Bhave, M.P. 322
Biemans, W.G. 93, 108
Big Five, see female and male-specific traits: Big Five personality traits
Biglaiser, G. 185
Bilkey, W.J. 4, 19, 245, 256
Birch, D. 26, 30
Biren, B. 5
Birley, S. 19, 25, 26
Bishop, K. 179, 180
Björkman, I. 247
Blankenburg-Holm, D. 119, 296, 303
Blomstermo, A. 90
Bloodgood, J.M. 40, 179
border-crossing 243–4
Bordignon, C. 78, 81, 84
born globals (BGs) 1–2, 4, 6–7, 119–20,
Index 355

131, 194, 199–200, 245–6, 249, 262, 348
early internationalization of 17 leadership and organization in, see leadership and organization in born globals (and)

pattern of internationalization 5 and reborn globals 246, 259 revisiting aspects of, see revisiting aspects of born globals
as SMEs with accelerated internationalization potential/global market vision 246
Bosnia 185, 186
Bowen, H.P. 130, 234
Bowman-Upton, N. 271, 275, 301
Boxman, E.A.W. 302
Boyd, N.G. 271
Boyd, R.L. 272
Brandstätter, H. 274, 275
Brantly, P. 72
Braukmann, U. 319, 323
Brazeal, D.V. 271
Brazil 200, 213, 219
Breuer, B. 317
Brixy, U. 19, 25, 26, 319, 324, 325
Brock, D.M. 241
Brockmann, H. 326
Brouthers, L.E. 130, 134, 145
Brüderl, J. 321
Bruni, A. 272
Brush, C.G. 26, 272, 274, 275, 297, 301
Bruton, G.D. 116, 121, 128, 142, 143, 144, 145, 147, 177, 203, 236
Bryman, A. 117
Buckley, M.R. 248
Buckley, P.J. 19, 125, 142, 178, 243, 244, 261
Bulgaria 186
Burns, L.R. 94
Burpitt, W.J. 174
Burt, R.S. 126, 300, 304
Busenitz, L.W. 176, 182
Butler, J.E. 72, 73, 84
Buttnar, E.H. 297, 301
Buzina, A.O. 184
Cable, D.M. 290
Cabral, L. 18
Cadogan, J.W. 130
Caliendo, M. 274
Callegarin, M. 273, 279, 280
Calof, J.L. 244, 247, 247, 261
Cameron, A.F. 128
Campbell Hunt, C. 119
Campbell, K.E. 297
Canada 102, 206, 212, 248, 347
US Free Trade Agreement (1989) 6 see also revisiting aspects of born globals
Canadian Business 20
listing qualification criteria for 20–21 ‘Profit 200: Canada’s 200 Fastest-growing Companies’ 20
Canadian SMEs, see revisiting aspects of born globals
Cardoza, G. 262
Carland, J.W. 274
Carter, N.M. 275
Carter, S. 274–5, 297
case study, see Molmed case study
Casillas, J.C. 25, 30, 115, 124
Casson, M. 19
Cavusgil, S.T. 1, 4, 5, 13, 17, 19, 31, 38, 40, 46, 90, 129, 142, 199, 243, 301
Central and Eastern Europe 120, 176; see also Eastern Europe
Chang, H.-J. 234
Chang, J. 178, 180
charismatic leadership 64–5 model of behavioural attributes in 45 see also Conger, J.A.; Kanungo, R.N.
and social trust 64 and transformational leadership 38–9
Che Senik, Z. 121, 126
Cheng, H. 145
Chetty, S.K. 119, 251, 296, 303
Child, J. 39, 127
Chile 54, 206
China (and) 57, 58, 145, 219–20, 250–62, 318, 334, 335, 336, 339, 349
Chinese statistical data 250
Haier 200
pharmaceutical export 219–20
Chowdhury, F. 213
Chowdhury, Z. 206, 207, 208
Index

Churchill, N.C. 321; see also models
Ciavarella, M.A. 273, 274, 276, 279, 280
Cieslik, J. 174, 175, 177, 180
Clark, T. 244, 263
Cliff, J. 301, 310
Clydesdale, G. 248
coaching 58–9, 63, 333
Code, S. 273
Cogliser, C.C. 38
Coleman, S. 275
Collins, J.M. 272, 277
Comings, D. 271, 277
commercializing a medical technology
innovation for an INV 88–111
case description 97–103
see also Medical Device
concluding discussion for 103–8
data analysis for 96–7
limitations of and future research on 109
literature review on
international networks and
strategy-as-practice 91–2
internationalization 90–91
trade fairs and research
communities 92–3
research method for 94–6
research questions for 89
and specificities of the life science industry 93–4
Commonwealth of Independent States (CIS) 211–12
communication 6, 52, 53, 58, 60, 64, 99
open 55, 56, 64
Conger, J.A. 39, 41, 42–3, 45, 59, 61, 64; see also models
Conway Date-on, M. 271, 275
Cook, J.274
Cooper, A. 275
Cooper, H. 135, 280
corruption 128, 183, 185–90, 191–3, 349, 351
Costa, P.T. Jr 273, 276, 278, 288
Croatia 185, 186
Coviello, N.E. 70, 71, 91, 97, 115, 118, 119, 125, 126, 142, 146, 174, 203, 204, 243, 296, 298, 302, 303, 310
Covin, J.G. 126
Cox, M.P. 119
Crant, J.M. 301
Crick, D. 32, 48
Cronbach’s alphas 136
Cronbach’s alphas 136
Cummings, D. 96
Cunningham, R. 42, 60
Czech Republic 186
Dacin, T.M. 201
Dahlström, T. 191
Dai, O. 143
Dakhli, M. 125
Dana, L.P. 5, 6
Danis, W.M. 121, 126, 144, 174
Datta, D.K. 143
D’Aunno, T. 143
Davidsson, P. 30, 302
Davies, J. 206
Day, G.S. 123, 125
De Carolis, D.M. 296, 297, 302
De Clercq, D. 115, 124, 125, 126, 127, 144, 145, 174, 179, 234
definition(s) of
a Born Global 46–7
countries with transition economies (World Bank) 176
emerging economies (Hoskisson) 120
entrepreneurial orientation (EO) (Covin and Slevin) 126
institutions (North) 176
international entrepreneurship 31, 243
international new ventures (INVs) 2–3, 14–15
internationalization 244–5, 260
technologically oriented start-ups 5
De Martino, R. 271
De Neve, K.M. 280
De Yong, C.G. 277, 278
Delios, A. 129
Delmar, F. 71
Demirbag, M. 191
Denis, J.L. 104
Descotes, R.M. 174, 180
Dess, G.G. 126, 127, 134
Dew, N. 88, 103
Dhanaraj, C. 142
Diagnostic Products 47, 51–2, 61–3

Hamid Etemad, Tage Koed Madsen, Erik S. Rasmussen and Per Servais - 9781781953426
Downloaded from Elgar Online at 08/19/2019 03:59:03PM via free access
Index

Dietrich, H. 319
Digman, J.M. 276, 288
Dimitratos, P. 273
Doha Declaration 217–18
Dollinger, M.J. 134
‘Dragon’ multinationals 200
Driescher, H.F. 322, 326
Drori, I. 248
Drug Administration, Directorate of (DDA) 210, 213, 214–15
Drug Ordinance (Control) (DOC, 1982) 206–8, 210, 221, 223, 228, 231, 233, 234
Dubai 53
Dubois, A. 250, 251
Dunne, P. 26
Dunning, J.H. 19, 199, 261
Durrieu, F. 303
Dussauge, P. 70
Dutta, A. 4, 5, 6
Dyer, J.H. 72
Dyer, W.G. Jr 250

Eastern Europe 120, 147, 186, 211
Economic Co-operation and Development, Organization for (OECD) 120
report on SMEs in developed countries (2004) 175
economic crisis, see impacts of economic crisis on pre-start-up process of business students in Germany

Economies of international markets 18–19

The Economist 13
Eisenhardt, E.M. 205
Eisenhardt, K.M. 46, 250, 251
Ellis, D.P. 174
Ellis, P. 123, 304

emergence of international entrepreneurship (and) 1–10
challenges to conventional theory 2–3
definitions of INVs 2–3
external impact and firm dynamics 3
higher internationalization speeds 4
international new ventures (INVs) governance structure 4–5
population and sampling concerns 7–8
structural change – freer trade and investment regimes 6–7
technological and environmental factors 5–6
employee(s) 22–3
empowerment literature 42
engagement 64–5
see also role of key foreign employees in successful development
entrepreneurial access to and use of networks/social capital (and) 296–316
conclusion 312
literature review on 300–307
entrepreneurial traits and internationalization 301–2
entrepreneurial traits and networks/social capital 302
networks/social capital and internationalization 303–7
need for integrated approach and suggestions for ways forward 308–11
entrepreneurship and the institutional context 199–240
institutions in the world system and pharmaceutical industry 216–20
see also TRIPS
see also Bangladeshi pharmaceutical industry

Envick, B.R. 271, 272, 275, 287
Estonia 57, 186
Estrin, S. 126, 144
Etemad, H. 4, 5, 6, 16, 18, 26, 29, 38, 118–19, 201, 203–4, 290, 347

European
Agency for the Evaluation of Medical Products (EAEM) 224
Bank for Reconstruction and Development (EBRD) 186
Dialysis and Transplant Nurses Association/European Renal Care Association (EDTNA/ERCA) 101
GMP Compliance Certificate 224
Partnernarits 57–8
Single Market (1992) 6
European Union 317
Evangelista, F. 38
Evans, D. 25, 26
Evans, R. 274
Evers, N. 65, 89, 92, 107, 303
Evirgen, C. 19
Fagenson, E. 275
Fahey, L. 177
Fallgatter, M.J. 322
Fan, T. 118
Faroque, A.B.M. 209, 214
Feezer, H.R. 39, 59
female and male-specific traits: Big Five personality traits (and) 272–4, 276–88
the Big Five concept 276
hypotheses development 278–81, 287
1: openness vs closeness to experience 278
2: conscientiousness vs un-conscientiousness 278–9
3: extraversion vs introversion 279–80
4: agreeableness vs antagonism 279–80
5: emotional stability vs neuroticism 279–80
methodology 281–4
pros and cons of 276–8
results 285–6
agreeableness vs antagonism 286
conscientiousness vs un-conscientiousness 286
emotional stability vs neuroticism 286
extraversion vs introversion 286
openness vs closeness to experience 285–6
female- and male-specific traits: their role in entrepreneurial activities (and) 271–95
the Big Five factors, see female- and male-specific traits: Big Five personality traits
conclusion and framework 287
discussion of hypotheses 287–8
entrepreneurial activity 274
female vs male entrepreneurs 274–5
Fernandez, C. 310
Fernhaber, S.A. 249
Fetscherin, M. 252
Filatotchev, I. 123
Finland 57
Fischer, E. 144, 248, 250
five-year cumulative growth rates (FYCGR) 23–5, 30
Fletcher, F. 242, 246, 247, 260, 263
Florén, H. 39, 46
Florin, J. 179, 180
Fogel, D.S. 202
Ford, D. 247
foreign direct investment (FDI) 14, 19, 213, 235, 241–4, 249
Fornes, G. 262
Forsgren, M. 247
Foundation Ambition Types Model 326, 330, 336, 338; see also models; Ruda, W.
France 213, 223
Frank, H. 321
Franke, N. 319
Freeman, S. 119, 130, 246
Frese, M. 277
Frishammar, J. 127
Gabrielsson, M. 246, 249, 259
Gadde, L.-E. 250, 251
Galvin, T. 121, 127, 201, 204
Gartner, W. 26, 30
Garvin, D.A. 125
Gasparashvili, A. 310
Gassmann, O. 90, 103, 115–16, 118, 122
Gatewood, E. 275
General Agreement on Tariffs and Trade (GATT): Uruguay Round (1994) 216
gender perspective on entrepreneurial access and use of networks/social capital, see entrepreneurial access to and use of networks/social capital
George, G. 115, 116, 118, 122, 125, 243, 300, 310
Georgellis, Y. 275
Georgia 186, 212
Germany 49, 52, 57, 206, 212, 213, 256–7, 261
and Bayer AG 222
<table>
<thead>
<tr>
<th>Index</th>
<th>359</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Early-Stage Entrepreneurial Activity (TEA)</td>
<td>325</td>
</tr>
<tr>
<td>see also impacts of economic crisis on pre-start-up process of business students in Germany</td>
<td></td>
</tr>
<tr>
<td>Gerstlberger, W.</td>
<td>350</td>
</tr>
<tr>
<td>Geyskens, I.</td>
<td>136</td>
</tr>
<tr>
<td>Ghauri, P.N.</td>
<td>144, 243, 252, 261</td>
</tr>
<tr>
<td>Ghoshal, S.</td>
<td>124, 300</td>
</tr>
<tr>
<td>Gibrat, R.</td>
<td>25</td>
</tr>
<tr>
<td>law/rule of proportionate growth</td>
<td>25</td>
</tr>
<tr>
<td>Giddens, A.</td>
<td>200, 203</td>
</tr>
<tr>
<td>Glaeser, E.</td>
<td>202</td>
</tr>
<tr>
<td>Gläser, J.</td>
<td>322</td>
</tr>
<tr>
<td>GlaxoSmithKline (GSK)</td>
<td>78, 81, 223</td>
</tr>
<tr>
<td>Gleaves, D.H.</td>
<td>272, 277</td>
</tr>
<tr>
<td>Global Entrepreneurship Monitor</td>
<td>178, 184-5, 325</td>
</tr>
<tr>
<td>Gnyawali, D.R.</td>
<td>202</td>
</tr>
<tr>
<td>Goldberg, L.R.</td>
<td>276, 278, 288</td>
</tr>
<tr>
<td>Goldberg, M.</td>
<td>93</td>
</tr>
<tr>
<td>Golden, P.A.</td>
<td>134</td>
</tr>
<tr>
<td>Golder, P.</td>
<td>16</td>
</tr>
<tr>
<td>good manufacturing practice (GMP)</td>
<td>208, 215, 222</td>
</tr>
<tr>
<td>Compliance Certificate</td>
<td>224</td>
</tr>
<tr>
<td>European Union (EU)</td>
<td>233</td>
</tr>
<tr>
<td>guidelines (WHO)</td>
<td>215</td>
</tr>
<tr>
<td>good manufacturing practice (GMP) WHO</td>
<td>215, 222, 233</td>
</tr>
<tr>
<td>Görisch, J.</td>
<td>319</td>
</tr>
<tr>
<td>governance structure(s)</td>
<td>3, 4-5, 15, 33</td>
</tr>
<tr>
<td>Grant, R.M.</td>
<td>123, 124</td>
</tr>
<tr>
<td>Granovetter, M.S.</td>
<td>144, 300</td>
</tr>
<tr>
<td>Greaney, P.K.</td>
<td>326</td>
</tr>
<tr>
<td>Greece</td>
<td>57</td>
</tr>
<tr>
<td>Greene, R.</td>
<td>275</td>
</tr>
<tr>
<td>Greenwood, R.</td>
<td>128</td>
</tr>
<tr>
<td>Greiner, L.E.</td>
<td>321</td>
</tr>
<tr>
<td>Greve, A.</td>
<td>298</td>
</tr>
<tr>
<td>Grieshuber, E.</td>
<td>319</td>
</tr>
<tr>
<td>Grondin, D.</td>
<td>297</td>
</tr>
<tr>
<td>Grossman, G.M.</td>
<td>25</td>
</tr>
<tr>
<td>Gu, Q.</td>
<td>246</td>
</tr>
<tr>
<td>Gu, W.</td>
<td>19</td>
</tr>
<tr>
<td>Guha, A.</td>
<td>206</td>
</tr>
<tr>
<td>Gummesson, E.</td>
<td>251</td>
</tr>
<tr>
<td>Gupta, V.</td>
<td>310</td>
</tr>
<tr>
<td>Haahti, A.</td>
<td>126</td>
</tr>
<tr>
<td>Haines, G.</td>
<td>275</td>
</tr>
<tr>
<td>Haiti Committee</td>
<td>206</td>
</tr>
<tr>
<td>Håkansson, H.</td>
<td>91, 103, 303</td>
</tr>
<tr>
<td>Hallen, L.</td>
<td>93</td>
</tr>
<tr>
<td>Hambrick, D.C.</td>
<td>39, 40</td>
</tr>
<tr>
<td>Hamel, G.</td>
<td>16</td>
</tr>
<tr>
<td>Hansen, G.S.</td>
<td>72, 73, 84</td>
</tr>
<tr>
<td>Hansen, J.D.</td>
<td>127, 144</td>
</tr>
<tr>
<td>Harris, S.</td>
<td>303, 310</td>
</tr>
<tr>
<td>Hart, P.</td>
<td>26</td>
</tr>
<tr>
<td>Harvey, M.G.</td>
<td>247, 248, 274</td>
</tr>
<tr>
<td>Heath, P.S.</td>
<td>144</td>
</tr>
<tr>
<td>Hedges, L.</td>
<td>135</td>
</tr>
<tr>
<td>Helpman, E.</td>
<td>25</td>
</tr>
<tr>
<td>Henisz, W.J.</td>
<td>129</td>
</tr>
<tr>
<td>Hennart, J.-F.</td>
<td>250</td>
</tr>
<tr>
<td>Herzegovina</td>
<td>185, 186</td>
</tr>
<tr>
<td>Hessels, J.</td>
<td>174, 177</td>
</tr>
<tr>
<td>Hesterly, W.S.</td>
<td>62, 73, 84, 303</td>
</tr>
<tr>
<td>high growth firms (HGFs)</td>
<td>16, 23, 28, 30, 31</td>
</tr>
<tr>
<td>Hillman, A.</td>
<td>203</td>
</tr>
<tr>
<td>Hinings, C.R.</td>
<td>247</td>
</tr>
<tr>
<td>Hinings, R.J.</td>
<td>128</td>
</tr>
<tr>
<td>Hisrich, R.D.</td>
<td>274, 301</td>
</tr>
<tr>
<td>Hitchins, P.W.N.</td>
<td>3, 4</td>
</tr>
<tr>
<td>Hite, J.M.</td>
<td>72, 73, 84, 303</td>
</tr>
<tr>
<td>Hitt, M.A.</td>
<td>70, 144, 175</td>
</tr>
<tr>
<td>Hoang, H.</td>
<td>126</td>
</tr>
<tr>
<td>Hobday, M.</td>
<td>142</td>
</tr>
<tr>
<td>Hodgetts, R.M.</td>
<td>274</td>
</tr>
<tr>
<td>Hofstede, G.</td>
<td>48</td>
</tr>
<tr>
<td>Hollenstein, H.</td>
<td>174, 175</td>
</tr>
<tr>
<td>Holmlund, M.</td>
<td>301, 303</td>
</tr>
<tr>
<td>Holstein, W.J.</td>
<td>5, 13</td>
</tr>
<tr>
<td>Hong Kong</td>
<td>57, 211</td>
</tr>
<tr>
<td>Honig, B.</td>
<td>302</td>
</tr>
<tr>
<td>Honold, L.</td>
<td>42, 60, 61</td>
</tr>
<tr>
<td>Hoskisson, R.E.</td>
<td>120, 123, 128, 129, 144, 147</td>
</tr>
<tr>
<td>House, R.J.</td>
<td>41, 60, 64</td>
</tr>
<tr>
<td>how entrepreneurs access/use networks/social capital</td>
<td>see entrepreneurial access to and use of networks/social capital</td>
</tr>
<tr>
<td>Hoy, F.</td>
<td>274, 275</td>
</tr>
<tr>
<td>Huberman, A.M.</td>
<td>250</td>
</tr>
<tr>
<td>Huff, L.C.</td>
<td>16</td>
</tr>
<tr>
<td>Hughes, A.</td>
<td>26</td>
</tr>
</tbody>
</table>
Index

Hungary 57, 186
Hunter, J.E. 130, 132, 135, 136
Hustedde, R.J. 322
Hymer, S. 2, 19
Ibarra, H. 297, 304
Ibeh, K. 303
Ietto-Gillies, G. 248, 260
impacts of economic crisis on pre-start-up process of business students in Germany 317–45
business venturing and start-up attitudes 320–25
conclusion 338–40
hypotheses 325, 330, 333, 336–7
research design 326
results and interpretation 326
start-up barriers 324, 334–5
start-up motives 333
start-up support preferences 333–4
India 200, 206, 219–20, 334, 336, 339
Ingram, P. 177
institutional theory 121, 128, 144, 147, 176, 180, 190, 203
international entrepreneurship from emerging economies: a meta-analysis 115–72, 348–9
appendix to 161–72
conclusions, limitations and future research 146–7
discussion 142–6
hypothesis development 122–30
entrepreneurial orientation (EO) and hypothesis (4) 126–7, 140
institutional factors/environmental uncertainty and hypotheses (5, 6) 127–9, 140–41
knowledge and learning, and hypotheses (2a, 2b) 124–5, 139
networks and hypothesis (3) 125, 139–40
resources and capabilities and hypotheses (1a, 1b) 123–4, 137, 139
strategy and competition and hypotheses (7, 8) 129–30, 141
method 130–36
meta-analytic 135–6
protocol for meta-analysis 135
search method criteria and sample of studies 131–2
variables 132–4
results 136–41
theoretical background to 117–22
IE research in developed contexts 117–20
IE research in emerging contexts 120–21
international entrepreneurship – learning points and implications 347–51
international new ventures (INVs) 2–3, 6, 15–16, 19, 20, 21, 23, 26, 29
international trade fairs, see
commercializing a medical technology innovation for an INV
internationalization as driven by multiple factors 179
literature 41–2
internationalization of SMEs from transition economies (and) 174–98
discussion and conclusion 190–93
hypotheses, negative perceptions of 182–6
1a – tax rate 183, 188
1b – tax administration 183, 188
2 – conditions for business licensing/permits 184
3 – political instability on domestic market 184
4 – corruption in domestic institutional environment 185
5 – court system in domestic institutional environment 185
limitations and future research directions 194
literature review 175–82
degree of internationalization 179–82
role of institutions 175–8
method 185–8
data 185
model 186–7
variables 187–8
results 187–90
theoretical and practical implications 193–4
Iran 287, 349
Ministry of Labour and Social Affairs 281

*see also* female- and male-specific traits

Isakova, N.B. 275
Islam, I. 214
Isomaki, H. 178
Italy 73, 257, 261

Jaeger, W. 323
Jang, K. 271, 277
Jantunen, A. 127, 179
Japan 206, 212, 213
Jarvenpaa, S.L. 143
Jarzabkowski, P. 89, 91, 06, 103
Javalgi, R.G. 243
Jensen, P.H. 143
Johanson, J. 2, 3, 15, 17, 90, 126, 199, 242, 245, 246, 247, 249, 256, 260, 261, 247, 249, 296, 303, 308, 309
John, O.P. 273, 276, 278, 280, 290
Johnson & Johnson (USA) 221
Johnson, A. 191
Jolly, V.K. 5, 17, 71
Jones, M.V. 48, 115, 118, 119, 125, 142, 146, 204, 243, 244, 245, 246–7, 261, 300, 301
Jones, V. 115, 116, 118, 131
Josten, M.319
Judge, T.A. 280

Kabbara, D. 72, 73, 84, 348
Kacik, E. 174, 175, 177, 180
Kaiser, L. 322
Kamineni, R. 274
Kanungo, R.N. 39, 41, 42–3, 45, 59, 61, 64; *see also* models
Kasem, L. 303
Katila, R. 122
Katsikeas, C.S. 245, 256
Kazakhstan 186, 212
Keen, C.H. 6, 16, 26, 29
Keim, G. 203
Kelly, K. 5, 13
Kerr, R.W. 202
Ketokivi, M. 134
Keupp, M. 90, 103, 115–16, 118, 122
Khaleghy Baygy, M. 271, 283
Khan, J.U. 214
Khanne, T. 70, 123
Khavul, S. 143
Kim, L. 145
Kirkman, B.L. 43
Kiss, A.N. 116, 120, 121, 126, 131, 142, 144, 174
Klandt, H. 320, 324, 326
Klein, K.J. 41, 60
Klyver, K. 299, 302
Knickerbocker, F. 7
Knight, G.A. 1, 4, 5, 6, 13, 17, 31, 38, 46, 127, 129, 142, 199, 243
Knight, J. 303
Knight, K. 92, 107
knowledge management 124–5, 143
knowledge-based view theories (KBVs) 124
knowledge-intensive firms (KIFs), *see* social networks/inter-organizational ties of KIFs
Koch, L.T. 319
Kock, S. 301, 303
Kogut, B. 123, 124, 145
Kohaut, S. 19, 25, 26
Kolvereid, L. 271
Korhonen, H. 246, 260
Korunka, C. 321
Kosiol, E. 321
Koslowksy, M. 136
Kosovo 186
Kostova, T. 176
Kotabe, M. 120
Krist, M. 117, 135
Kropp, F. 142
Krueger, N.F. Jr 271
Krugman, P. 318
Krygyzstan 186, 212
Kshetri, N. 121
Kuemmerle, W. 41
Kuivalainen, O. 127, 241, 245, 249, 260
Kuratko, D.F. 274
Kwon, S. 302

Langan-Fox, J. 273
Langford, M. 271, 272, 275, 287
Larson, A. 72, 73, 84
Latin America 53, 120, 176, 334, 336, 339
Latvia 57, 186
Index

Le, Q.V. 191
leadership
behaviours, see leadership behaviours
charismatic 64–5
see also charismatic leadership
charismatic and transformational 38–9
leadership behaviours 41, 44–6, 49–50, 52–61
promoting the structure/mechanism for empowerment 60–61
self-efficacy information 61
vision 59–60
leadership and organization: case companies
Diagnostic Products 51–3, 61, 62–3
cuvette system 51
leadership behaviours 52–3
organizational factors 53
Identity Products 56–9, 62
importance of coaching 58
leadership behaviours 57–9
organizational factors 59
Rubber 53–6, 62, 63
leadership behaviours 54–6
organizational factors 56
strategic recruiting 55
Security 48–50
leadership behaviours 49–50
organizational factors 50
leadership and organization in born globals (and) 38–69
analysis of leadership behaviours, see leadership behaviours
case companies for, see leadership and organization: case companies
discussion 64–5
leadership behaviours, see leadership behaviours
method: comparative case study 46–8
organizational factors 61–3
autonomy through boundaries 62
empowerment and the organization 63
information sharing 62
team accountability 63
theoretical framework 39–46
importance of entrepreneurs in born global firms 39
leadership in born global firms 41–2
leadership and empowerment 42–6
learning points and implications 347–51
Lee, D.Y. 300, 302
Lee, S.M. 130
Lee, T.W. 250, 252
Lee, Y. 118
legislation (Bangladesh)
Draft Patent Act 214
Drugs Act (1940) 207
Foreign Exchange Regulation (FER) Act (1947) 214
Patent and Design Rules (1933) 214
Patents and Designs Act (2011) 214
legislation (general)
Afghanistan Generic Drug Law (1976) 206
Drug Ordinance Control (DOC) 1982 206, 208, 231
Indian Patent Act (1970) 206
Leidner, D.E. 143
Leonard-Barton, D. 251
Leonidou, L.C. 40
Lerner, M. 272
Lewis, V.L. 321; see also models
Li, H.Y. 128
Li, Y. 130
Liao, J. 304
Lichtenstein, B.B. 125
Lieberman, M.B. 16
Likert scale 284
Lincoln, Z. 209, 211
Lindstrand, A. 72, 300, 304
Lisbon Agenda (2000) 317
literature (of/on)
firm’s age and growth rate 25–6
International Marketing 4
Lithuania 186
and the Baltic Tigers 57
Littell, J.H. 135
Liu, X. 143
Loane, S. 1, 4, 17, 18, 103
Locke, E.A. 43
Loncan, T. 179, 192
Long, W.A. 39, 59
López, L.E. 16
Lotti, F. 26
Lu, J.W. 19, 178, 179, 192, 245
Lu, Y. 128, 143
Luk, C. 125
Lumpkin, G.T. 125, 126, 127
Luo, Y.D. 126, 130, 131, 134, 144
Luostarinen, R. 242, 244, 246, 247, 250, 260, 261
Lusch, R. 89, 103, 104
Luthans, A.D.S. 130
Lüthje, C. 319
Lyles, M.A. 123–4, 134
Lyon, D.W. 127
McAuley, A. 126, 174
McCarthy, D. 183
Macedonia 186
McClelland, E. 310
McCrae, R.R. 273, 276, 278, 279, 288
McDougall, P.P. 1, 2, 4, 13, 14, 15, 31, 38, 40, 46, 59–60, 61, 71–2, 90, 91, 115, 118, 131, 190, 200, 243, 245, 247, 248, 249, 259, 260, 296, 298, 300, 301, 308
McDougall-Covin, P. 304, 311
McGee, J.E. 271
McKinsey & Co. 1, 13
MacMillan, I.C. 126
McMullan, W.E. 39, 59
Madsen, T.K. 4, 13, 38, 40, 61, 90, 245, 290
Mainela, T. 121
Makadok, R. 123
Makihira, M. 128
Malaysia 213, 216
Malhotra, N. 247
Manolova, T.S. 302, 311
Markman, G.D. 26, 30, 280
Marlino, D. 272
Marshall, C. 74
Maskell, P. 89
Mason, P.A. 39, 40
Massini, S. 25, 26
Masters, J.K. 274
Matanda, M.J. 130
Mathews, J.A. 122, 200, 244, 249, 261, 263
Mattsson, L.-G. 242, 246, 249, 260, 261, 296, 303
Medical Device 97–103
 activities 102
actors 102–3
exhibits at American Society of Nephrology (2010) 99
exhibits at International ADC Congress (2007) 98
factors impinging on commercialization process of 99–100
and patient risk assessment tool 101
tools/materials 101–2
and venous needle dislodgement (VND) 101
in Veteran Affairs dialysis centers 99
Medicines and Healthcare Products Regulatory Agency (MHRA) 222
Medoff, J. 30
Mejri, K. 241, 243
Mellewigt, T. 32, 322
meta-analysis, see international entrepreneurship from emerging economies
Mexico 200, 219
Meyer, K.E. 175
Middle East 53, 176
Miguel, E. 126
Miles, M.B. 250
Miller, B. 322
Min, S. 16
Minniti, M. 234
Mintzberg, H. 59
models
of behaviour attributes in charismatic leadership (Conger and Kanungo) 45
Big Five Personality (Goldberg) 278
Churchill and Lewis 321
conceptual (Weerawardena) 120
enterprise life cycle (Kaiser and Gläser) 321–2
Foundation Ambition Types 326, 330, 336, 338
growth phases (Greiner) 321
Uppsala (U-) (Wiedersheim-Paul) 245, 258, 309
see also role models
Moehn, O. 4, 5, 15
Index

Moldova 186, 212
Molmed case study 73–85
discussion 78–83
inter-firm collaborations with other entities 81
inter-organizational network 78
link between social and inter-organizational network 78
social map 78–81
social network 75
top management team (TMT)/map 74, 75–7

Mongolia 186
Montenegro 186
Montgomery, D.B. 16
Moore, D.P. 301
Moran, P. 124
Morena, A.M. 25, 30
Morgan, R.E. 245, 256
Morone, J. 16
Morris, M.H. 296, 297, 310
Morrison, K.A. 281
Morrow, J.F. 118
Mosey, S. 302
Mount, M.K. 276, 278, 279, 280
Mozambique 206
Mueller-S. 271, 275
Mugler, J. 321, 322, 324
Müller-Böling, D. 326
multinational enterprises (MNEs) 3, 4, 14–15

Munro, H.J. 119, 296, 298, 302, 303
Musteen, M. 129, 143, 145, 174, 298, 301, 303, 304

Myanmar 211

Nahapiet, J. 300
Naidu, G. 242
Nalda, L. 90
Nanus, B. 59
Naor, J. 4, 301
Narayanan, V.K. 177
Nascent Entrepreneurship Rate 325
Nasra, R. 201
Nathusius, K. 319, 321, 322, 323
Naudé, W. 145, 244, 249, 252, 260, 263

Nepal 211
Netherlands 102, 213
network membership 302, 309, 312

new pharmaceutical compound (NPC) 219

Nicholson, N. 273, 274
Nicolaou, N. 271, 273
Nique, W.M. 179, 192
Nonaka, I. 5, 124, 145
Norman, T.W. 276
North, D.C. 127, 202
North America 6, 213, 248, 334, 335, 336, 339

North American Free Trade Agreement (NAFTA, 1991) 6, 33
Novartis 223, 224
Nummela, N. 38, 41, 301

Öchsner, T. 324
O’Donnell, A. 96
O’Farrell, P.N. 3, 4
Ofstad, D. 321
O’Gorman, C. 65
Ojala, A. 178
Okpara, J.O. 191
Oliver, A. 91
Oliver, C. 128
Olshfski, D. 42, 60
Onetti, A. 70, 72
organizational learning 5, 121, 125
Orser, B. 297, 311
Otten, C. 319
Ottoson, H. 299, 302
Outlaw, N. 26
outsidership 2
Overesch, M. 180, 183, 190
Oviatt, B.M. 1, 2, 4, 13, 14, 15, 31, 38, 40, 46, 59–60, 61, 71–2, 90, 91, 115, 118, 131, 199, 200, 243, 245, 247, 248, 249, 260, 296, 298, 300, 301, 308
Ozer, D.J. 278

Pakistan: introduction of Drug Generic Name (1971) 206
Parasuraman, S. 275
Parker, S.C. 25, 30
Pearson correlation coefficient 135
Pech, R.J. 42, 45, 46, 60, 61, 64
Peng, M.W. 120, 123, 126, 128, 134, 144, 175, 176–7, 178
Penrose, T. 123
Degree of internationalization 180
Determinants of internationalization process 179
Differences and similarities between female and male entrepreneurs 274–5
Emerging market firm internationalization 129
High level of corruption in transition economies 191
Importance of different types of networks in internationalization of entrepreneurial firms and SMEs 126
Increasing tax rate in domestic market and lower degree of internationalization 190
Internationalization 179–80
Personality traits 273
Underlying factors motivating or encouraging entrepreneurial activities 271
See also Molmed case study
Research and development (R&D) 84, 90, 136–7, 142–3, 145, 219–20, 223–4, 246, 258
Resource-based view (RBV) 72, 123, 129
Revisiting aspects of born globals (and) 13–37
Analysis of findings and discussion 25–30
Age (time and timing) 25–8
Impact of exports on growth 29
Impact of technology on growth and internationalization 29–30
International intensity 28
Implications 32–3
Calls for further research 32
Conducive policy environment 33
Need to achieve high export intensity 32–3
Literature review and theoretical developments 14–19
BGs’, INVs’ and RIFs’ conception of time and timing 15–16
Economics of international markets 18–19
Hypothesis (1) 16, 28
hypothesis (2) 18, 29
hypothesis (3a, 3b) 19
technology/technological intensity
as bases of competitive advantage 16–18
methodology 20–25
eligibility conditions for consideration 20–21
firm size (number of employees) 22–3
growth rates 23–5
internationalization intensity 22
population and sample 20
profile of firms in sample 21–2
see also definition(s) of
Reuber, A.R. 144, 248, 250
Reynolds, P.D. 183, 322
Rialp, A. 38, 115, 348
Ripollés-Meliá, M. 179
risk-taking 126–7, 143, 274, 275, 297
Roberts, E.B. 16
Robinson, R.B. 134
Robinson, S. 302
Robinson, W.T. 16
role of female- and male-specific traits, see female- and male-specific traits: their role in entrepreneurial activities
role of key foreign employees in successful development 241–67
case study evidence for 252–8 see also China
and conclusions, limitations, implications 261–2
discussion on 258–61
literature review on 242–50
definitions of internationalization 242–5
measuring level/degree of internationalization 248–50
types of international firms 245–8
methodology for 250–52
role models 49–50, 55, 61, 63, 64
Romania 185, 186
Rondinelli, D.A. 174
Rosa, P. 275
Rosen, B. 43
Rossman, G. 74
Rosson, P. 89, 92, 96, 104
Rossouw, S. 244, 249, 252, 260, 263
Rubanik, Y. 145
Ruda, W. 318, 325, 326, 350
Russia 57, 145, 185, 186, 212, 213, 219, 334, 335, 336, 339
opening new ventures in 184
SMEs in 175
Ruzzier, M. 243
Sagie, A. 136
Salaff, J.W. 298
San Raffaele Scientific Institute 75, 78, 81
Sandberg, S. 241
Saparito, P. 296, 297, 302
Sapienza, H.J. 118, 119, 122, 125
Sarason, Y. 200
Sarasvathy, S. 65, 88, 103
Sarker, M.M.M. 210
Sasi, V. 303
Scabini, P. 118, 119, 120
Scandinavia 56–7
Scanlan, T. 72
Scarborough, N.M. 272
Schaefer, N. 297
Schäfer, U. 318, 326
Schmidt, F.L. 130, 132, 135, 136
Schnaars, S.P. 16
Schnell, R. 326
Schoemaker, P. 123
Schroeder, R. 134
Schwartz, D. 272
Schwartz, E. 274
Schwarz, E. 319
Schweizer, R. 243
Scott, W.R. 176
Segev, A. 6
Seibert, S.E. 44, 63
Serbia 185, 186
Seringhaus, F.H.R. 89, 92, 96, 104
Servais, P. 4, 5, 13, 15, 38, 40, 61, 90, 245
Sexton, D.L. 271, 275, 301
Seymour, R.G. 243
Shamir, B. 41, 59, 64
Shane, S. 18, 71, 122, 124, 200, 201, 202, 271, 274, 280
Sharma, D.D. 90
Shepherd, D. 20, 23
Shirokova, G. 304, 311, 349
Shvorin, M.V. 183, 191
Silicon Valley 5
Silverman, B.S. 177
Silverman, M. 206
Singh, H. 72
Singh, J. 70
Sinkovics, R.R. 250
Sinkula, J.M. 125
Siqueira, A. 142, 147
Sirmone, D.G. 123
Slater, S.F. 40
Slevin, D.P. 126
Slotte-Kock, S. 71, 91, 298
Slovakia 186
Slovenia 186
small- and medium-sized businesses (SMEs) 6, 41, 119, 126, 242, 246, 252, 299
Canadian 13–37
internationalization of 174–98
Smallbone, D. 202, 271
Smart, B. 272
Smith, P. 274, 275
SmithKline & French (SKF, USA) 223
Snehota, I. 91, 103, 303
social networks/inter-organizational ties of KIFs 70–87
discussion on, see Molmed case study
literature review and theoretical framework for 71–3
methodology, see Molmed case study
propositions for 85
Söderman, S. 250
Solberg, C.A. 303
Solymossy, E. 274
South America 213
South Korea 219
South-East Asia 176
Soviet Union, collapse and break-up of 211, 212
Spain 57
Spee, A.P. 89, 91, 96, 103
Spence, M. 32, 41, 60, 142, 297, 301, 311
Spender, J.C. 124
Spreitzer, G.M. 42, 43, 63
Sri Lanka 211
National Formulator Committee (NFC) 206
Srivastava, S. 276, 278, 279–80, 288
Staats, J.L. 185
Stan, S. 40
Starr, J.A. 72, 73, 84, 126
Stewart, D.B. 178, 194
Stinchcombe, A.L. 2, 16
strategic recruitment 55, 58, 60–61, 64
Stray, S. 177, 179
Street, C. 128
Stremersch, S. 93, 104
studies (on/by)
aspects of external environments 180
Australian Manufacturing Council (McKinsey & Co. 1993) 1
competition intensity (Cadogan, 2003) 130
correlation of subjective and objective measures 134
cross-country comparisons of entrepreneurship in emerging economies 121
crossing borders as criterion for internationalization 243
entrepreneurial internationalization by firms from emerging economies 121
factors defining a firm’s strategic choice 177
IE research 119
inpatriates and foreign employees 248
substantial exporting by small Australian firms, called Born Globals (McKinsey & Co. 1993, for Australian Manufacturing Council) 13
successful BG firms 38
validity and reliability of subjective (perceptual) measures of performance 134
Styles, C. 243
Sullivan, D. 178, 260
Sundqvist, S. 241
surveys (on/by)
Business Environment and Enterprise Performance Survey (BEEPS, 2009) 185
defining Born Globals from survey of joint stock companies 47
ranking of economies on ease of doing business (World Bank 2012) 184
Sweden 46–9, 51, 54–8, 97, 108, 213, 255, 258, 261; see also Medical Device
Switzerland (and) 213, 221
CIBA Specialty Chemicals 233
F. Hoffman-La Roche 221
Szliowicz, D. 121, 127, 201, 204
Szyperski, N. 319, 321, 322, 323
Tajikistan 186, 212
Tanzania 213
TATA 200
Teece, D.J. 123, 124, 146, 174
Teegen, H. 177
Tellis, G.J. 16
Terjesen, S. 5, 174, 177
Tesar, G. 4
Tether, B. 25, 26
Thomas, K.W. 43, 44, 63
Thornton, P.H. 271
Thursby, J. 143
Thursby, M. 143
Timmons, J.A. 274
Tolbert, P.S. 128
Tolstoy, D. 174
Tovstiga, G. 178
Tracey, P. 121
Trade Related Aspects of Intellectual Property Rights, see TRIPS
transnational activities spread index 249, 260
TRIPS (and) 201, 214, 216–20, 232, 234, 235
Article 31(f) of 216–17
Bangladeshi pharmaceutical industry 218–20
the pharmaceutical industry 216–18
Trull, T.J. 276
Tsang, E.W.K. 300, 302
Tsar, G. 19
Tseng, C.H. 179
Tufano, P. 16
Tung, R.L. 130, 131
Turkey 200, 219
Turkmenistan 212
Turunen, H. 242, 250, 261
Tushman, M. 72

Umemoto, K. 241, 243
Unterkofler, G. 322, 323
Urban, G.L. 16
Ukraine 186, 213
United Kingdom (UK) 212, 213, 252–3, 255, 258
Medicines and Healthcare Product Regulatory Authority (MHRA) 233
United States of America (USA) 52, 95, 108, 212, 213, 252–3, 255, 258
Congress 208
Congressional Committee 208
Federal Drug Administration (FDA) 233
Upjohn Inc. USA 222
Uzbekistan 186, 212
Uzzi, B. 304, 310
Vahlne, J.-E. 2, 3, 15, 17, 90, 126, 199, 242, 245, 246, 247, 256, 260, 303, 308, 309
value creation, Schumpeterian supply-push approach to 90
Van Dyck, W. 104
Van Stel, A. 274
VanDuzer, T. 214
Varga, A. 325
Vargo, S. 89, 103, 104
Vecchio, R.P. 43, 44, 62, 63, 64
Velthouse, B.A. 43, 44, 63
Venkataraman, S. 18, 200, 201, 274
venous needle dislodgement (VND) 101
Veteran Affairs 99, 101, 108
Vietnam 205, 213
Vignali, C. 96
Vissak, T. 247, 349
Voss, C. 251, 252
Vozikis George, S. 271
Wall, H. 275
Wamser, G. 180, 183, 190
Wang, D. 219
Watson, J. 302
Wayne, J.H. 273
Weber, S. 318, 324
Webster, E. 143
Webster, F.E. 125
### Index

<table>
<thead>
<tr>
<th>Author</th>
<th>Page Numbers</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Weerawardena, J.</td>
<td>118, 119, 120; see also models</td>
<td></td>
</tr>
<tr>
<td>Weick, K.E.</td>
<td>2, 6, 41</td>
<td></td>
</tr>
<tr>
<td>Wiedersheim-Paul, F.</td>
<td>15</td>
<td></td>
</tr>
<tr>
<td>Weiler, S.</td>
<td>297</td>
<td></td>
</tr>
<tr>
<td>Weinzimmer, L.</td>
<td>23</td>
<td></td>
</tr>
<tr>
<td>Welch, C.L.</td>
<td>48, 242, 246, 247, 250, 260, 297, 310</td>
<td></td>
</tr>
<tr>
<td>Welch, D.</td>
<td>261</td>
<td></td>
</tr>
<tr>
<td>Welch, L.S.</td>
<td>260, 261</td>
<td></td>
</tr>
<tr>
<td>Welsch, H.</td>
<td>304</td>
<td></td>
</tr>
<tr>
<td>Welter, F.</td>
<td>271, 321</td>
<td></td>
</tr>
<tr>
<td>Westhead, P.</td>
<td>19, 25, 26, 40, 41, 177, 178, 179, 194</td>
<td></td>
</tr>
<tr>
<td>Wheeler, C.</td>
<td>303, 310</td>
<td></td>
</tr>
<tr>
<td>Whittington, R.</td>
<td>91–2</td>
<td></td>
</tr>
<tr>
<td>Wictor, I.</td>
<td>38, 40, 46, 55, 61, 348</td>
<td></td>
</tr>
<tr>
<td>Wideger, T.A.</td>
<td>276</td>
<td></td>
</tr>
<tr>
<td>Wiedenmayer, G.</td>
<td>202</td>
<td></td>
</tr>
<tr>
<td>Wiedersheim-Paul, F.</td>
<td>245, 258; see also models</td>
<td></td>
</tr>
<tr>
<td>Wiersema, M.F.</td>
<td>130</td>
<td></td>
</tr>
<tr>
<td>Wiklund, J.</td>
<td>20, 23, 25, 30</td>
<td></td>
</tr>
<tr>
<td>Wilkins, A.L.</td>
<td>250</td>
<td></td>
</tr>
<tr>
<td>Willard, G.E.</td>
<td>39, 59</td>
<td></td>
</tr>
<tr>
<td>Wilson, F.</td>
<td>272</td>
<td></td>
</tr>
<tr>
<td>Wilson, H.I.M.</td>
<td>303</td>
<td></td>
</tr>
<tr>
<td>Wimmer, R.</td>
<td>322, 323</td>
<td></td>
</tr>
<tr>
<td>Witt, P.</td>
<td>321, 322</td>
<td></td>
</tr>
<tr>
<td>Witte, E.</td>
<td>326</td>
<td></td>
</tr>
<tr>
<td>Women Entrepreneurs’ Network</td>
<td>281</td>
<td></td>
</tr>
<tr>
<td>Woo, C.Y.</td>
<td>274</td>
<td></td>
</tr>
<tr>
<td>Wood, E.</td>
<td>128, 143, 145, 177, 179, 180</td>
<td></td>
</tr>
<tr>
<td>Woodcock, C.P.</td>
<td>134</td>
<td></td>
</tr>
<tr>
<td>World Bank</td>
<td>120, 176, 186, 219</td>
<td></td>
</tr>
<tr>
<td>World Health Organization (WHO)</td>
<td>206</td>
<td>and good manufacturing practice (GMP) 215, 222, 233</td>
</tr>
<tr>
<td>World Intellectual Property Organization (WIPO)</td>
<td>214</td>
<td></td>
</tr>
<tr>
<td>World Trade Organization (WTO)</td>
<td>201, 216–17</td>
<td>enforcement of TRIPS 221</td>
</tr>
<tr>
<td>TRIPS board of</td>
<td>216</td>
<td></td>
</tr>
<tr>
<td>Wright, M.</td>
<td>123, 125, 128, 129, 131, 144, 147, 302</td>
<td></td>
</tr>
<tr>
<td>Xu, K.</td>
<td>130, 134, 145</td>
<td></td>
</tr>
<tr>
<td>Yamakawa, Y.</td>
<td>116, 120, 121, 123, 128, 131, 174, 175, 180</td>
<td></td>
</tr>
<tr>
<td>Yammarino, F.J.</td>
<td>39</td>
<td></td>
</tr>
<tr>
<td>Yaprak, A.</td>
<td>130</td>
<td></td>
</tr>
<tr>
<td>Yetim, N.</td>
<td>297</td>
<td></td>
</tr>
<tr>
<td>Yeung, H.W.</td>
<td>248</td>
<td></td>
</tr>
<tr>
<td>Yeung, H.W.-C.</td>
<td>244, 261</td>
<td></td>
</tr>
<tr>
<td>Yin, R.K.</td>
<td>46, 47, 48, 94, 250, 251</td>
<td></td>
</tr>
<tr>
<td>Yiu, D.W.</td>
<td>174</td>
<td></td>
</tr>
<tr>
<td>Yli-Renko, H.K.</td>
<td>174, 303, 304, 310</td>
<td></td>
</tr>
<tr>
<td>Yu, C.</td>
<td>145</td>
<td></td>
</tr>
<tr>
<td>Zahra, S.A.</td>
<td>115, 116, 118, 125, 131, 177, 179, 243, 300, 310</td>
<td></td>
</tr>
<tr>
<td>Zak, P.J.</td>
<td>191</td>
<td></td>
</tr>
<tr>
<td>Zander, I.</td>
<td>122, 249</td>
<td></td>
</tr>
<tr>
<td>Zander, U.</td>
<td>124, 145</td>
<td></td>
</tr>
<tr>
<td>Zapalska, A.</td>
<td>297</td>
<td></td>
</tr>
<tr>
<td>Zhang, M.</td>
<td>143</td>
<td></td>
</tr>
<tr>
<td>Zhang, Y.</td>
<td>128</td>
<td></td>
</tr>
<tr>
<td>Zhao, H.</td>
<td>271, 277</td>
<td></td>
</tr>
<tr>
<td>Zhou, L.</td>
<td>126, 127, 128, 143, 144, 260, 299</td>
<td></td>
</tr>
<tr>
<td>Zhurzhenko, T.</td>
<td>272</td>
<td></td>
</tr>
<tr>
<td>Zimmer, C.</td>
<td>298</td>
<td></td>
</tr>
<tr>
<td>Zimmerer, T.W.</td>
<td>272</td>
<td></td>
</tr>
<tr>
<td>Zou, S.</td>
<td>40</td>
<td></td>
</tr>
<tr>
<td>Zucchella, A.</td>
<td>70, 117, 118, 119, 120, 348</td>
<td></td>
</tr>
<tr>
<td>Zucker, L.G.</td>
<td>128</td>
<td></td>
</tr>
</tbody>
</table>