Index

Aaboen, L. 140
Abdellaoui, M.
  definition of experiential decision 72
ABI/INFORM Database 259
Abrahamsson, M. 199, 205, 217, 223
  accelerator programs 139, 143–4, 150–51, 284
  business (BAP) 140
  characteristics of 139–40
  seed funding 139
  use by web-based firms 147–8
Acemoglu, D. 256
Agndal, H. 205–6
AIDA database 48, 50
Akhter, S.H. 99
Ambos, T.C.
  observation of venture evolution 130
Andersson, S. 203, 222
  definition of Born Global 206, 222
Annual McGill International Entrepreneurship Conference Pavia 1
Arab League 263
Arab Spring 270
Araujo, L. 99
Aspelund, A. 161
Australia 139
Bahrain 262
BarNir, A.
  theory of networks 128–9
Baron, R.A. 164
Battilana, J. 257
Belgium 189, 215
Bell, J. 85, 96–7, 206
  concept of Born-Again Global 184–5, 193
  definition of global SMEs 79
Belso, J. 108
Benito, G. 99
Bierly, P.E. III
  concept of enterprises knowledge base 186
Birkinshaw, J.
  observation of venture evolution 130
Bollingtoft, A. 143
Born Global firms 21, 25, 141, 174, 184, 198–9, 201–2, 204, 206–7, 217–18, 220, 224, 231, 244, 280, 286, 295
  as INVs 206, 231, 287, 291–2
  definitions of 23–4
  customer value 24
  distribution strategies of 204
  growth of 152
  internationalization strategies of 161
  shortcomings of 138
  value chain activities in 199–200, 205–7, 222
Bound, K. 152
Brannen, M.Y.
  view of role of language in international business 97
Brazil 81
Bromiley, P. 72
Buckley, P.J. 103
  global factory concept 204, 223
Buckley, P.S. 103
  business models 52–3
Busbin, J.W. 205, 219–21, 223
  study of value chains 200, 203–4, 221, 223
Butler, J.E.
  network evolution model of 132
  capital 231
  social 153
Caroli, M.G. 160
Casson, M. 277
  concepts of risk 69, 71, 74–5, 84, 90
Cavusgil, S.T. 138–9
The changing global economy and international entrepreneurship

China, People’s Republic of 10, 41–2, 44, 47, 49, 52–7, 80, 91, 211, 215, 220, 223, 282
Hong Kong 81, 214–15, 219
Choudry, Y.A. 99
Ciravegna, L. 105
cluster analysis 48, 50–54
classificatory 10
collaborative orientation (CO) 1–2, 7–8, 14, 16, 18, 20, 295
collaborative partnerships 16, 25
communication and information technologies (CITs) 1, 20, 27
competitive factors (CFs) 2
Confindustria 47
Cooney, T.M. 221
Corruption 79
Coviello, N.E. 105
model of entrepreneurial internationalization behaviour 140–41, 152
theory of networks 121, 128, 138, 163
Crick, D. 207, 221
cross-cultural orientation (CCO) 9–10
Crumley, E.T. 257
cultural distance 10, 41, 55, 57
culture orientation (CO) 41–2, 47, 54–6
concepts of culture 42–3
Cunningham, J. 100–101
Daellenbach, U.S. 143
Daly, P.S.
concept of enterprises knowledge base 186
Dane, E. 106
Delios, A. 107
Denmark
Copenhagen 147
Dess, G.G. 6–7
definition of EO 39, 275
Di Gregorio, D. 234
DiMaggio, P. 257, 262
definition of international entrepreneurship 253
Dingee, A. 105
Dobbs, M.
theory of relationship between strategic decisions and entrepreneur characteristics 97–8, 102
Dowling, M.
theory of stages of company creation 129
Droege, S.B. 257
during crisis value (DCV) 50
dynamic network 17–18
EBSCO Database 259
Eckhardt, J.T. 234
e-entrepreneurship 136
Eisenhardt, K.M. 143, 206
Endler, N. 106
Endresen, I.
theory of networks 138
entrepreneurial behaviour 47
entrepreneurial internationalization 29
entrepreneurial orientation (EO) 1–7, 10, 12–15, 18, 39–41, 46–7, 54–5, 277
autonomy 6
competitive aggressiveness 6
desired configuration and strategic posture 6
forward-looking actions 5
innovativeness 46
proactiveness 5–6
risk taking 5–6
Strategy-P (EO-P) 7–11, 13, 275–6, 298
international (IEO-IP) 9, 276–7, 280, 292–3, 297–8
entrepreneurship 1, 25, 30–31, 67–8, 97, 110, 137–8
characteristics of 100–101
locus of control 102, 104
risk-taking propensity 102, 105
tolerance for ambiguity 102
cross-border 248
foreign language knowledge 107–8
institutional 29–32, 252–5, 257–8, 268–9
legitimacy 255–6, 260–62, 264–5, 269
international (IE) 1, 8, 10–11, 13, 17, 30–32, 39–41, 43, 66, 70, 74, 85, 108–9, 136, 183, 231, 236, 248–9, 259, 276, 291
definitions of 67, 70
networks in 120–21
Internet-based 138
psychological traits 101, 104–6, 110
need for achievement 103
tolerance of ambiguity 105
risk-taking behaviour 68, 72–5, 80, 90–91, 102, 276
objective 69–70
subjective 69
role of experience 106–7
social 31
web-based 150–51
Eriksson, K. 183
Escolano, C. 108
Etemad, H. 27, 276
theory of complex adaptive system (CAS) 292
European Commission 75
European Economic Interest Grouping (EEIG) 176
European Union (EU) 27, 281
Fang, T. 44
Faure, G.O. 44
Ferdinand, N. 106
Fernandez-Ortiz, R.
view of role of language on internationalization process 97
Figueira-de-Lemos, F. 85, 91
Fishback, B.
observation of accelerator programs 139
Fletcher, M. 183–4
models of experience 186
foreign direct investment (FDI) 71, 167
foreign markets 13, 15, 66, 79, 90, 161–2, 168, 173, 277, 280, 289–90
access 42–3
commitment to 82
operations 107–8
selection 138
Fox, C.R.
definition of experiential decision 72
France 83
Paris 190
free trading areas (FTA) 27
Ford, C.M.
observations of organizational development 129
Frese, M. 103
Frey, R.S. 103
Gabrielsson, M.
observation of Born Global firms 141, 184
Gavlen, M.
theory of networks 138
George, G. 199
Germany 84, 221
Berlin 147, 191
Global Accelerator Network (GAN) members of 139
globalization 24, 100, 157, 198, 199
market 200, 222
Granovetter, M.S.
concept of network embeddedness 126–8
Greece 76, 78, 189
Greve, A.
theory of networks 128–9, 131
Gruppo Germani 21–3, 185, 187–90, 193, 286–7, 289, 295
internationalization process of 188, 190–91, 193–5
knowledge base of 195
Kocca 188
Gulf Cooperation Council (GCC) members of 259
Hadar, L.
definition of experiential decision 72
Hadjikhani, A. 99
Håkansson, H. 43
Hamilton, R.T.
theory of relationship between strategic decisions and entrepreneur characteristics 97–8, 102
Hansen, G.S.
network evolution model of 132
Harris, E. 138–9
Harris, S. 183–4
models of experience 186
Hasan, M. 138–9
Hellman, H.
concept of internationalization 159–60
Hite, J.M. 131
The changing global economy and international entrepreneurship

Huber, G.P.
knowledge acquisition model of 184, 186

Hymer, S. 26
theory of imperfect markets 71

Ice-China 47
incubator programmes 18–19, 139, 143, 284
caracteristics of 139–40
practices of 142–3
India 80

Industrial Marketing and Purchasing (IMP) School 121
industrialization
de-industrialization 75
information and communication technologies (ICT) 138
institutional theory 26
International Accounting Standards (IAS) 50

International Business (IB) 1, 73
international new ventures (INVs) 23, 66, 204–5, 231–2, 236–7, 240, 280, 292
border firms 233–7, 240, 243–4, 248–9, 288
born again 244–5
Born Global firms as 206, 231, 287, 291–2
creation of 232
development of 130
export-import venture 231
geographically focused ventures 231, 233, 246–8
multinational traders 231
new venture location 235
opportunity development process 234, 243
international orientation (IO) 18
concept of 159
eclectic theory of 159
Uppsala Model 160

de-internationalization 12, 96, 99, 278–9
entrepreneurial 29, 40, 43, 161–2
failure of 103
network model of 184
of firms 29, 131–2
web-based 18, 136–7, 143, 145, 147–8, 152, 154
of SMEs 23, 27, 66–7, 75, 78, 83–4, 90–92, 159, 161, 163, 165–9, 184–5, 194, 296
of supply chain 22
process 97, 137–8, 141–2, 145, 157–8, 183, 188, 190–91, 193, 295–6
theory 71
re-internationalization 12, 96–100, 104–10, 278
formulation strategy 100
institutional factors 100
risks of 27, 81
strategies used by Born Global firms 161
trade shows 190
intervening factors (IFs) 2
Iran 78
Islam 254
Quran 269
Islamic Conference Organization 263
Italian Institute for Foreign Trade 54
Italy 19, 41–2, 57, 78, 157, 192, 282, 286, 295
Abruzzo 166
Basilicata 166
Chamber of Commerce 54–5
Emilia Romagna 166
government of 19, 157
Lombardia 166
Milan 191
Veneto 166
Italy China Foundation 47

Jack, S.L.
theory of networks 119–20
Janney, J.J. 74, 84
Japan 80
Tokyo 191
Johansson, J. 26
model of entrepreneurial internationalization behaviour 141
Index

theory of networks 120–21, 163
Jones, M.V. 207
model of entrepreneurial internationalization behaviour 140–41, 152

Kahneman, D.
role in development of PT 72
Kauffman Foundation 39, 281
Khalifa, Sheikh 263, 265, 268
Kisfalvi, V. 106
KK-Foundation 206
Kliger, D. 72
Knight, F.H.
definition of IE 67–8
view of risk 68
Knight, G.A. 138–9
knowledge 5, 15, 20, 22, 25, 28, 32, 40, 42, 52, 74, 85, 97, 100, 102, 106, 125–7, 132, 136–8, 140–42, 145, 151, 162, 170, 175, 183–4, 192
acquisition 21–2, 184, 186, 191–2, 194–5
role in internationalization of SMEs 185
base 186–7, 192
creation 127, 160
experiential 7, 11, 14, 17, 71–2, 161, 183
foreign language 12, 98, 106–8, 110
internal/tacit 12–14, 23, 119
local 82
market 7
market 99, 183, 191–2
networks 172–3
organizational 184–6
sharing 171
transfer 25, 190–91, 221

Knowledge Management and Organizational Learning 184
Kogut, B. 74
Koh, H.C.
theory of tolerance of ambiguity 105
Kontinen, T. 164
Koppell, J.G.S. 256
Kropp, F. 39–40, 45, 55
model of EO 41, 46, 56
Kuwait 261
labour 231, 236
Lamb, P. 97, 99
Larsen, G. 44, 119, 129
Larson, A.
model of entrepreneurial networking activity 130
Lautanen, T.
view of role of language on internationalization process 97
Lavie, D. 107
learning orientation (LO) 1–2, 6–8, 10, 40–41, 45, 54–6, 277, 279
definitions of 56
low 7
Lechner, C. 107, 127
theory of stages of company creation 129
leverage buy-out (LBO) 79
Liesch, P.X. 91, 97, 99
Lischeron, J. 100–101
Littunen, H. 103
Lombardo, G.F.
view of role of language on internationalization process 97
Lounsbury, M. 257
Lumpkin, G.T. 6–7
definition of EO 39, 275
Luostarinen, R. 99
concept of internationalization 159–60, 166–7
definition of re-internationalization 110
Macmillan, I.C. 152
Magagula, P.
view of role of language on internationalization process 97
Magnusson, D. 106
Makino, S. 107
March, J.G. 73
definition of risk-taking behaviour of entrepreneurs 68
market/marketing orientation (MO) 1–2, 6, 8, 10, 14, 18, 40–41, 44–5, 47, 54–5, 277
concept of 6–7
exploitation 56
relationship with firm performance 44–5
The changing global economy and international entrepreneurship

Marlow, S.
view of role of geography in venture creation 235

Martin, B. 44

Marvel, M.R. 257

Mary, C. 106

Matthyssens, P. 99

McClelland, D.C.
theory of achievement trait 101–103

McDougall, P.P. 66, 217
classification of INVs 233
definition of IE 39, 66–7, 70–71, 183
study of value chains 201, 218, 220–22

McLarty, R. 200, 205, 217
view of role of management in value chain 223–4

McPhee, W. 200, 224
mediating factors (MF) 13

Mexico 79–80, 84

Middle East and North Africa (MENA) 139, 154

Miller, D.
articulated strategic profile 5–6, 275–6

Miller, K. 72, 103
theory of locus of control 104

Miller, P. 152

Milliman, R.A. 69
moderating factors (MFs) 2

Mohammed, Sheikh 263–4, 265, 266, 268

Moen, O. 161
theory of networks 138

Monczka, R. 202–3, 219

Moore, W.T. 72, 85

Morgan, G. 258

multinational corporations (MNCs) 105

multinational enterprises (MNEs) 297

Munro, H.J. 105
theory of networks 138, 163

Musteen, M.
view of role of language on internationalization process 97

Netherlands 214

Amsterdam 147, 190

business 122
cohesion 129
concepts of 120–21, 162
contracts 19–21, 158, 164–7, 175
sizes of 166
diversity 129
dynamic, flexible networking (DFN) strategy 286, 293–4
embeddedness 119, 126–7, 281–2
socially 125
structural 126
entrepreneurial 121–2
formal
use by SMEs 158, 162–3, 166
formation of 129–32
governance 119, 126
knowledge 172
project 171–2
social 121–2, 164
structure 123, 125, 127
measurement of 123, 128
network ties 130
structural holes 119
value-creating 25, 203–4

Nielsen, S.L. 125

Nooteboom, B. 186

North Atlantic Treaty Organization (NATO) 237

Norton, W.I. 72, 85

Norway 28, 240, 243–8, 289

border of 232, 237, 296

Nummela, P. 174

Obben, J.
view of role of language on internationalization process 97

Ojala, Arto 164
organizational culture 83–4
original equipment manufacturer (OEM) suppliers 53
orientation–performance (O–P) relationship 4

Oviatt, B.M. 66, 127, 217
classification of INVs 233
definition of IE 39, 66–7, 70–71, 183
study of value chains 201, 218, 220–22
Ozgen, E. 164

Pauwels, P. 99
Pearce, J.A. 202, 219
definition of value chain analysis
199–200, 219
Penrose, E.T.
definition of risk-taking behaviour
of entrepreneurs 68
Pfeffer, J. 262
Piekkari, R.
view of role of language in
international business 97
pre-crisis variation value (PCV) 50
Prencipe, A.
theory of learning mechanisms 186
Poland 82, 84, 90
Porter, M.E.
development of value chain analysis
198–9, 201, 205
Powell, W.W. 262
Pratt, M.G. 106
proactiveness 5
product life cycle (PLC) 8–9
prospect theory (PT)
application of 72–3
concept of 72
public–private partnerships (PPPs)
266
Qatar 262
QSR
NVivo 9 240
questionnaires 48, 50, 144–5, 164–6
closed-response 47
semi-structured 20, 158, 207
rapidly internationalizing enterprises
(RIEs) 24, 278, 287, 291–2
Rashid, Sheikh 262
Rauch, A. 103
Republic of Ireland 215
Dublin 147
research and development (R&D) 5–6,
46, 160, 167, 169, 173, 214, 218, 290
Rezende, S. 99
Ridgman, T. 106
risk management 71, 277–8, 282
competencies 278–8
strategies 84
Robinson, J. 256
Robinson, R.B. 202, 219
definition of value chain analysis
199–200, 219
Romania 82
Rouse, M.J. 143
Rumelt, R.P.
theory of entrepreneurship 110
Russian Federation 28, 78, 84, 91, 189,
240, 243–8, 289
border of 232, 237, 296
oil and gas fields of 245
Salaff, J.W.
theory of networks 128–9, 131
Sandberg, E. 199, 205, 217, 223
Sandberg, J. 97
Sarasvathy, S.D. 277–8
Sashkin, M. 105
Scabini, P. 83, 91
Schumpeter, J.A. 234
Scott, W.R.
theory of legitimacy 256
Servais, P. 200, 202, 203–4, 221–2
observations of market globalization
222
Shakhrbut, Sheikh 260–61
Shamir, B. 221
Shane, S. 183
Shapira, Z. 73
definition of risk-taking behaviour
of entrepreneurs 68
share ownership 74
Shi, Y. 106
da Silva Lopes, T. 277
concepts of risk 69, 71, 74–5, 84, 90
Singh, H. 107
Slotte-Kock, S.
theory of networks 121
small- and medium-sized enterprises
(SMEs) 12, 19–20, 39–40, 66, 68,
74, 78–9, 81, 85, 92, 98, 102–7,
157–8, 162, 176, 184, 195, 281,
286, 294–5
expansions of
abductive approach 164
exports 76
global
definitions of 79
industrial 75
internationalization of 23, 27, 66, 75, 78, 83–4, 90–92, 159, 161, 163, 165–9, 184–5, 194, 296
role of knowledge acquisition in 185
strategies 67, 76, 81, 85
use of LBOs 79
manufacturing 90
risk-seeking 84, 90–91
use of formal networks 158, 162–3, 166
Smircich, L. 258
Smith, K.A.
theory of networks 128–9
Smollen, L. 105
South Africa 139
Soviet Union (USSR) 76, 78, 237
Spain
Barcelona 190
Madrid 147
Stan, S. 107
Starr, J.A.
model of entrepreneurial networking activity 130
start-ups 138
assistance 139
investment in 142
web-based 18–19, 148, 151–2
strategic factors (SFs) 2
strategic orientation 4–5
Suchman, M.C. 256–7
theory of legitimacy 255, 262–4
cognitive 255–6
moral 255–6
pragmatic 255
Sullivan, D.M.
observations of organizational development 129
supply chain 16
international 17
internationalization of 22
upper stream of 20–21
Sweden 25, 210–12, 215, 218–19, 221
Tell, F.
theory of learning mechanisms 186
Tietze, S.
view of role of language in international business 97
Timmons, J. 105
top management teams (TMT) 1–3, 25, 279
Toulouse, J.M.
theory of locus of control 104
Trent, R. 219
Tsui, J. 102
Tsur, I. 72
Tversky, A.
role in development of PT 72
UAE Offset Group (UAE Offset Program Bureau) 264
Ulhoi, J.P. 143
United Arab Emirates (UAE) 259–60, 270, 290
Abu Dhabi 29–31, 252, 254, 258–60, 262–70, 290–91
Abu Dhabi Investment Authority (ADIA) 258, 263–4, 266
Abu Dhabi Investment Council (ADIC) 266
Council for Economic Development (ADCED) 258
Education Council 258
Executive Council 259
Investment Council 258
Mubadala 258, 264, 266
Municipality of Abu Dhabi 258
Tourism Development & Investment Company (TDIC) 258, 265–6
ZonesCorp 265
oil reserves of 260–64, 269
Trucial States Development Fund 262
United Kingdom (UK) 78
London 191
United Nations (UN) 263
Conference on Trade and Development (UNCTAD)
World Investment Report 66
United States of America (USA) 39, 78, 82, 144, 210–11, 221, 281
New York 191
University of Pavia 1
Utsch, A. 103
<table>
<thead>
<tr>
<th>Name</th>
<th>Page(s)</th>
<th>Reference</th>
</tr>
</thead>
<tbody>
<tr>
<td>Vahlne, J.E.</td>
<td>26</td>
<td>model of entrepreneurial internationalization behaviour 141</td>
</tr>
<tr>
<td></td>
<td></td>
<td>theory of networks 120–21, 163</td>
</tr>
<tr>
<td></td>
<td></td>
<td>value chains 201–2, 220–24</td>
</tr>
<tr>
<td></td>
<td></td>
<td>analysis 24, 198–9</td>
</tr>
<tr>
<td></td>
<td></td>
<td>models of 199–201, 205</td>
</tr>
<tr>
<td></td>
<td></td>
<td>management 204–5, 211, 213, 215, 217, 220, 223</td>
</tr>
<tr>
<td></td>
<td></td>
<td>manufacturing 203–4, 210, 215, 218–19</td>
</tr>
<tr>
<td></td>
<td></td>
<td>purchasing/outsourcing 202–3, 211, 213, 215, 219</td>
</tr>
<tr>
<td></td>
<td></td>
<td>sales/distribution 204, 210, 212–15, 218</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Videoavatars 150</td>
</tr>
<tr>
<td></td>
<td></td>
<td>definition of re-internationalization 110</td>
</tr>
<tr>
<td>Welch, S.L.</td>
<td>110</td>
<td>theory of re-internationalization 98–9</td>
</tr>
<tr>
<td>Wheeler, D.</td>
<td>200, 224</td>
<td>wholly foreign owned enterprises (WFOE) 53</td>
</tr>
<tr>
<td>Welch, L.</td>
<td>99</td>
<td>definition of Born Global 206</td>
</tr>
<tr>
<td>Williams, N.L.</td>
<td>106</td>
<td>process of 143, 152, 154</td>
</tr>
<tr>
<td>Welch, C.L.</td>
<td>97</td>
<td>start-ups 18–19, 148, 151–2</td>
</tr>
<tr>
<td></td>
<td></td>
<td>use of accelerator programs 147–8</td>
</tr>
<tr>
<td>Weber, E.U.</td>
<td>69, 278</td>
<td>view of role of geography in venture creation 235</td>
</tr>
<tr>
<td>Welch, S.L.</td>
<td>110</td>
<td>definition of IE 67</td>
</tr>
<tr>
<td>Welch, L.</td>
<td>99</td>
<td>theory of learning mechanisms 186</td>
</tr>
<tr>
<td>Williams, N.L.</td>
<td>106</td>
<td>view of role of geography in venture creation 235</td>
</tr>
<tr>
<td>Winter, S.G.</td>
<td></td>
<td>definition of Born Global 206</td>
</tr>
<tr>
<td>World Trade Organization</td>
<td>27</td>
<td>theory of learning mechanisms 186</td>
</tr>
<tr>
<td>Wright, M.</td>
<td></td>
<td>view of role of geography in venture creation 235</td>
</tr>
<tr>
<td>Wu, A.</td>
<td>73</td>
<td>definition of Born Global 206</td>
</tr>
<tr>
<td>Yin, R.K.</td>
<td>207</td>
<td>process of 143, 152, 154</td>
</tr>
<tr>
<td>Zahra, S.A.</td>
<td>199</td>
<td>start-ups 18–19, 148, 151–2</td>
</tr>
<tr>
<td>Zander, U.</td>
<td>74</td>
<td>use of accelerator programs 147–8</td>
</tr>
<tr>
<td>Zayed, Sheikh</td>
<td>261–3, 265, 267–9</td>
<td>theory of learning mechanisms 186</td>
</tr>
<tr>
<td>Zollo, M.</td>
<td></td>
<td>view of role of geography in venture creation 235</td>
</tr>
<tr>
<td>Zou, S.</td>
<td>107</td>
<td>definition of Born Global 206</td>
</tr>
<tr>
<td>Zucchella, A.</td>
<td>83, 91</td>
<td>view of role of geography in venture creation 235</td>
</tr>
</tbody>
</table>