

# Contents

---

<i>List of figures</i>	vii
<i>List of tables</i>	viii
<i>List of contributors</i>	ix
<i>Foreword</i>	xi
1 Introduction. SME internationalization: current themes of study and modern challenges	1
<i>Marian V. Jones, Pavlos Dimitratos, Margaret Fletcher and Stephen Young</i>	
2 Does entry mode matter? Reviewing current themes and perspectives	6
<i>Marian V. Jones and Stephen Young</i>	
3 Exploring opportunity creation in internationalizing SMEs: evidence from Scottish firms	20
<i>Lucrezia Casulli</i>	
4 Growth and learning spillovers from international markets: empirical evidence from Greek firms	37
<i>Emmanuella Plakoyiannaki and Ioanna Deligianni</i>	
5 Perspectives on the interrelationships between domestic and international markets for the smaller firm	53
<i>Maria Karafyllia</i>	
6 Learning processes in the development of absorptive capacity of internationalizing SMEs	73
<i>Margaret Fletcher</i>	
7 Clients as a 'hidden' resource in rapid internationalization	91
<i>Sharon Loane and Jim Bell</i>	
8 Networks and the internationalization of firms: what we believe and what we might have missed	106
<i>Yee Kwan Tang</i>	
9 The development of e-commerce and the international growth of established SMEs: a capability perspective	123
<i>Anna Morgan-Thomas</i>	
10 Core rigidities of micromultinationals: the Scottish experience	139
<i>Pavlos Dimitratos, Jeffrey E. Johnson, Kevin I.N. Ibeh and Jonathan Slow</i>	

11	The international entrepreneur: entrepreneurial orientation of local and global firms	150
	<i>Erik S. Rasmussen, Tage K. Madsen and Per Servais</i>	
12	Local bridging ties and new venture internationalization: exploratory studies in Bangalore and Cambridge	166
	<i>Shameen Prashantham and Girish Balachandran</i>	
13	International new ventures: a new organizational form?	185
	<i>Rod B. McNaughton</i>	
14	Conclusion. SME internationalization: where do we go from here?	191
	<i>Marian V. Jones</i>	
	<i>References</i>	204
	<i>Index</i>	239