Index

Abbreviations used in the index:
CBC – cross-border cooperation
CBE – cross-border entrepreneurship

accidental innovators 151
acquis communautaire 26
age of petty traders, Belarus 169
Aidis, R. 135
Aktiva 241
Albania 90–91
Anderson, G. 191
Asheim, B. 135
Bachtler, J. 34
Balkan region 89–110; see also Bulgaria; FYR of Macedonia; Greece
Bartlett, W. 238
Belarus border-crossing barriers to CBC 218
Brest region 7–9, 159–60, 221–3
case study regions 7–9
CBC with Poland 218–19
Grodno region 7–9, 160
household level CBC 157–84
impact of EU enlargement 180–81, 218
Vitebsk region 7–9, 160
Biała Podlaska, Poland 11–12, 172, 212–13
border-crossing difficulties 218
business organizations CBC 224–5
cluster formation 197, 202
cooperation agreement with Brest County 221–3
entrepreneurship assistance 215–16
institutional CBC 220–25, 228–9
partnership agreements 223–4
Boeri, T. 34
Border Assistance Mission 119
border-crossing problems 217–18, 248, 253–4
border issues, effects of EU enlargement 25–7
Brenton, P. 5
Brest, Belarus 159–60
cooperation agreement with Biała Podlaska 221–3
Bricker, H. 34
Bug Euroregion 221
Bulgaria 13, 89–110
case study regions 13
EU accession, effect on cross-border activity 97–101, 245–6
FDI 90
information exchange 199, 200
Kyustendil 13, 199
Petrich 13, 199
unemployment 94
Bulgarian citizenship, Macedonians 246
business environment, influence on trust and learning 48–9
business finance, Germany and Poland 73–4
business mentality as barrier to German–Polish CBC 80
business organizations Biała Podlaska 224–5
Zgorzelec 227–8
business support infrastructure 249–52, 253

calculated trust 60
Castellacci, F. 135
CBCED (Cross-Border Cooperation and Entrepreneurship Development) 6–7
Central and Eastern European Countries (CEECs)
impact of EU enlargement 25–6
see also individual countries
cluster development 189–208
critical size 196–8
and cross-border cooperation 203–5
as policy instrument 190–94
stages 194–203
reasons for slow growth 206
Tornio–Haparanda 195–6
Zgorzelec 228
collective identities 52
communication and trust 55
competitiveness
Moldovan SMEs, effect of Romania joining EU 125
regional 31–2
contracts, German and Polish attitudes to 80–82
Cooperation Agreement, Biala Podlaska and Brest 221–3
Cowles, M.G. 71
Cross-Border Chamber and Information Centre, Tornio–Haparanda 250
cross-border cooperation challenges to 71–83
and cluster development 203–5
EU support 91, 132, 251–2
government support 133
household level 157–84
impact of EU enlargement 97–101, 136–8, 180–81
as local delocalization 102–8
motivations 106–7, 168–9
research projects 5–7
see also cross-border entrepreneurship; institutional cross-border cooperation
Cross-Border Cooperation and Entrepreneurship Development (CBCED) 6–7
Cross-Border Cooperation Poland–Saxony 2007–2013 68
cross-border entrepreneurship 1–3, 235
challenges to 79–83
household level 168–79
impact of EU enlargement 27–30
and public policy 235–54
cross-border regions characteristics 31–4
cluster formation 194–205
typology 34–8
see also specific regions
cultural relationships
Estonia 36–7
Germany–Poland 75–6, 77–8, 82
influence on trust and learning 51–3
customs procedures
and CBE 247–9
inconsistencies 238
dangers of petty cross-border trading, Belarus 173–4
Davoudi, S. 212
deliberate cooperation 151
deliberate innovators 151
Development Law (2004) 249
Dimitrov, M. 29
Doeringer, P.B. 189
economic conditions
Bulgaria–Greece–FYR of Macedonia border regions 93
influence on trust and learning 49
economic effects of household CBC, Belarus 181–3
education and training needs 253
enlargement of the EU, see EU enlargement
ENPI Cross-Border Cooperation Programme 137
entrepreneur organizations, see business organizations
entrepreneurial learning 46
entrepreneurs, flexibility 101
entrepreneurship
Bulgaria–Greece–FYR of Macedonia border region 104–8
effects of EU enlargement 27–30
learning 57–8
Ukraine 138–41
Entrepreneurship and Innovation Programme, EC 144
equity-based CBC, Ukraine 149–50
Estonia
Aktiva information portal 241
Index

case study regions 13–14
cluster development 196, 197, 202–3
cultural affinity and CBC 36–7
EU support for entrepreneurs 249
Ida-Viru County 14
information sharing 198, 199
relations with Russia 244
visa regime impact on CBE 246
ethnic identity and CBC 30
EU
relations with Moldova 118–20
restrictions on Moldovan exports 129
trade policy 237–8
EU enlargement 3–5
border-related effects 25–7
and cross-border activity, Bulgaria–Greece–FYR of Macedonia 97–101
and economic development in border regions 23–39
and household level CBC, Belarus 180–81
and Moldova 118–20
and Moldovan SMEs 117–18, 122–31
and Polish–Belarusian CBC 217–20
and regional characteristics 31–8
socio-economic effects 27–30
and Ukrainian SMEs 136–8
EU–Moldova Action Plan 118–19
EU programmes
for promoting Moldovan–Romanian cooperation 132
supporting Bulgaria–Greece–FYR of Macedonia CBC 91
supporting CBE 251–2
Europa-Haus Görlitz e.V. 213
Europe-City Zgorzelec/Görlitz 69, 77–8, 214, 226–7
European Capital of Culture bid, Europe-City Zgorzelec/Görlitz bid 77–8
European Commission Entrepreneurship and Innovation Programme 144
European Neighbourhood Policy and Moldova 118–19
European Union, see EU
external border regions 31, 35–6
family networks and cross-border trading, Belarus 174–7
FDI, Balkan region 90
financial constraints
and German–Polish CBC 73–4
Moldovan SMEs 121
Finland
case study regions 9–10
entrepreneur relations with Russia 244
information sharing 199–200, 201
Russian border problems 246, 247–8
Tornio–Haparanda shopping mall development 195–6
firm size, and impact of EU enlargement 129–30
flexibility of entrepreneurs 101
Florina, Greece 12, 199
foreign direct investment, Balkan region 90
foreign partnerships, Belarus 176–7
forestry cluster, South Karelia 205, 207–8
formal contracts and trust 54
formal institutional trust 45
formal networks and cluster development 193
FYR of Macedonia 89–110
and Bulgaria’s accession to EU 99–101
dispute over name 100–101, 244–5
FDI 90
Macedonians obtaining Bulgarian citizenship 246
tariff quotas 238
unemployment 93–4
Generalized System of Preferences+ (GSP+) and Moldova 119
geographic proximity
influence on trust and learning 50–51
as motivation for CBC 106–7
Germany
barriers to CBC with Poland 71–7, 79–83
case study regions 10–11
see also Görlitz; Hochfranken region
Gerrefl, G. 103
Global Commodity Chains 103
Global Production Networks 103
Index

Görlitz 10, 67–84
  challenges to CBC 71–83
  cluster development 197
  IT network of Upper Lusatia 202
  partnership with Zgorzelec 67–84, 213–14, 219, 226–7
  support for CBC 250
  Görlitz–Zgorzelec European City 69, 77–8, 214, 226–7
governance structures and practices, Poland 211–29
  Biała Podlaska 212–13, 215–16
determinants 214–17
  institutional CBC 220–29
  Zgorzelec 213–14, 216, 219–20
Greece 89–110
  case study regions 12
  cluster formation 202
  dispute over name Macedonia 100–101, 244–5
effect of Bulgaria’s accession to EU 98–100
  FDI 90
  reluctance to cooperate 199
  unemployment 93
Grodno region, Belarus 160
  GSP+ (Generalized System of Preferences+) and Moldova 119
  Guild of Görlitz 78
Häkli, J. 30
  hard (external) borders 35–6
Hashi, I. 141
Henderson, J. 103
Hochfranken region, Germany 10–11
  information sharing 200, 201
  subcontracting 202
Höhmann, H.-H. 47
  household level CBC 157–84
  economic effects 181–3
  factors affecting CBC 179–80
  family networks 174–5
  foreign partnerships 176–7
  forms of petty trading 169–72
  household characteristics 168–9
  impact of EU enlargement 179–80
  restrictions of trading 172–3
  risks 173–4
  supply chain links 175–6
  types of cooperation 177–9
Huber, P. 136
Ida-Viru County, Estonia 14
  cluster formation 202–3
IKEA 195–6
  import restrictions, petty trading, Belarus 172–3
  informal agreements and personal trust 53–4
  informal institutional trust 45
  informal networks and cluster development 193
  information access and CBE 241, 253
  information exchange and cluster development 198–201
  innovation 141–4
  impact of CBC 144–5
  Ukrainian SMEs 142–4
  institutional cross-border cooperation 220–29
  Biała Podlaska 220–25
  Bulgaria–Greece–FYR of Macedonia 102
  Zgorzelec 225–8
  see also Görlitz–Zgorzelec European City
  institutional trust 45, 48–9
  internal border regions 31, 35–6
  international relations, effects of EU enlargement 25
  INTERREG programmes 67, 137
  IT network, Upper Lusatia 202
Jessop, B. 32–3, 36
  joint ventures, Polish–Ukrainian 149–50
Jones, M. 220
Kornzeniewicz, M. 103
Krasniqi, B. 141
Krätke, S. 31–2, 36
Kyustendil, Bulgaria 13
  information sharing 199
  visa regimes effect on CBE 245–6
  labour costs, Germany and Poland 79–8
  labour market regulations, Germany and Poland 82–3
labour migration, Moldova 121, 124–5
labour shortages 253
Labrianidis, L. 103
language barrier, Germany–Poland 76–7
language skills, Bulgaria–Greece–FYR of Macedonia border areas 96
learning 46–7
learning entrepreneurship 57
learning international entrepreneurship 57–8
learning to trade 57
learning to trust 58–9, 60–61
legal frameworks
as barrier to German–Polish CBC 82–3
facilitating trust 49–50
Lewis, N. 217
Li Meng, Y. 138
local authorities
business finance, Germany and Poland 73
cross-border cooperation, Zgorzelec 225
local delocalization 102–8, 109
logic of appropriateness 217
logic of consequentialism 217
loose clusters 201
Lower Silesians Closer to Europe project 78–9
Macedonia, see FYR of Macedonia
Macleod, G. 220
market demand and cluster formation 195–6
market opportunities through EU enlargement 3
marketing, regional 243
Mason, C. 28
mentality differences as barrier to German–Polish CBC 80
Moldova
case study regions 9
impact of EU enlargement on SMEs 122–33
relations with EU 118–20
relations with Romania 120
SMEs 121–31
Möllering, G. 45, 60, 61
motivations for CBC
Bulgaria–Greece–FYR of Macedonia 106–7
household level, Belarus 168
Muller, E. 33, 36
national identity and CBC 30
Nauwelaers, C. 36
networking and cluster development 193
non-equity-based CBC, Ukraine 150–51
oblavt ratings, Ukraine 140
organizational cross-border cooperation, see institutional cross-border cooperation
organizational differences as barrier to CBC 72–3
overdominant clusters 205
partnership agreements, Biała Podlaska 223–4
partnership arrangements, household level CBC 177–9
Partnership and Cooperation Agreement, Moldova 118
payment and trust 81
Perkmann, M. 70, 74
personal trust 45, 49, 53–7, 60
Petrich, Bulgaria 13
information sharing 199
support for SMEs 252
petty trading, see household level CBC
PHARE programme 67, 137
Poland
border with Belarus 159–60
case study regions 11–12
challenges to CBC 71–9
EU accession 71, 217–20
regional governance structures and practices 214–17
see also Biała Podlaska; Zgorzelec
policy, see public policy; trade policy
Polish–Belarusian International Coordination Committee for Cross-Border Cooperation 221
Polish–Ukrainian joint ventures 149–50
political relations
and CBE 243–5
Moldova and Romania 132–3
and trust and learning 49
Porter, M. 190, 191, 197–8
prejudices, Germany–Poland 75
Programme Enlarge-net 227
public policy 235–54
as constraint on CBE 243–9
direct effects on CBE 240–42
enabling CBE 249–50
indirect effects on CBE 239–40
as potentially enabling CBE 250–52
R&D, Ukraine 143
Radosevic, S. 33
regional clusters, see cluster development
regional effects of household CBC 181–2
regional identity and cluster formation 202–3
research institutions, Ukraine 143
Resmini, L. 31, 36
risks of petty cross-border trading, Belarus 174
Romania, relations with Moldova 120
impact of EU accession 122–31
Rosenfeld, S. 193
Russia
border-crossing problems 246, 247–8
relations with Estonian and Finnish entrepreneurs 244
self-government authorities, Poland 214–15
Serres 12
cluster development 197, 202
information sharing 201
subcontracting 202
Setomaa, Estonia 36–7
single-loop learning 217
Smallbone, D. 30, 138, 239
SMEs
Bulgaria–Greece–FYR of Macedonia border areas 94–5
effects of EU enlargement 27–30
soft (internal) borders 31, 35–6
South Karelia, Finland 10
cluster formation 203
forestry cluster 205, 207–8
information sharing 200, 201
South-Western Forum of Territorial Self-Government 78–9
spatial proximity, see geographic proximity
stereotypes, Germany–Poland 75–6
subcontracting and cluster development 202
supply chain, cross-border petty trading, Belarus 175–6
Swyngedouw, E. 211
Terespol 172
Terkla, D.G. 189
territorial governance 211–12
Poland 214–17
Textile Euroregion 228
textiles industry, cluster development 204
Tornio, Finland 9–10
information sharing 201
Tornio–Haparanda region
cluster formation 195–6
Cross Border Chamber and Information Centre 250
tourism, Bulgaria–Greece–FYR of Macedonia border regions 105
trade policy
and CBE 237–8
effects of EU enlargement 25–7
restrictions on petty trading, Belarus 172–3
trust 45–7
and CBE 44–61, 80–82
cultural influences 51–3
and economic conditions 49
and geographical proximity 50–51
institutional trust 45, 48–9
learning to trust 58–9, 60–61
and legal frameworks 49–50
personal trust 45, 49, 53–7, 60
trust-building initiatives, Zgorzelec and Görlitz 78

Index

Bulgaria–Greece–FYR of Macedonia border areas 94–5
effects of EU enlargement 27–30
soft (internal) borders 31, 35–6
South Karelia, Finland 10
cluster formation 203
forestry cluster 205, 207–8
information sharing 200, 201
South-Western Forum of Territorial Self-Government 78–9
spatial proximity, see geographic proximity
stereotypes, Germany–Poland 75–6
subcontracting and cluster development 202
supply chain, cross-border petty trading, Belarus 175–6
Swyngedouw, E. 211
Terespol 172
Terkla, D.G. 189
territorial governance 211–12
Poland 214–17
Textile Euroregion 228
textiles industry, cluster development 204
Tornio, Finland 9–10
information sharing 201
Tornio–Haparanda region
cluster formation 195–6
Cross Border Chamber and Information Centre 250
tourism, Bulgaria–Greece–FYR of Macedonia border regions 105
trade policy
and CBE 237–8
effects of EU enlargement 25–7
restrictions on petty trading, Belarus 172–3
trust 45–7
and CBE 44–61, 80–82
cultural influences 51–3
and economic conditions 49
and geographical proximity 50–51
institutional trust 45, 48–9
learning to trust 58–9, 60–61
and legal frameworks 49–50
personal trust 45, 49, 53–7, 60
trust-building initiatives, Zgorzelec and Görlitz 78
### Index

<table>
<thead>
<tr>
<th>Ukraine</th>
<th>Moldovan–Romanian border 124, 127–8</th>
</tr>
</thead>
<tbody>
<tr>
<td>case study regions 9</td>
<td>Polish–Belarusian border 217–18</td>
</tr>
<tr>
<td>CBC and innovation 144–53</td>
<td>Vitebsk region, Belarus 160</td>
</tr>
<tr>
<td>entrepreneurship 138–41</td>
<td>Weise, C. 33–4</td>
</tr>
<tr>
<td>and EU enlargement 136–8</td>
<td>Welter, F. 47, 135, 239</td>
</tr>
<tr>
<td>innovation 141–4</td>
<td>Williamson, O.E. 60</td>
</tr>
<tr>
<td>as market for Moldovan businesses 130–31</td>
<td>Woodward, D. 191</td>
</tr>
<tr>
<td>Moldovan border, customs regime 119</td>
<td>Zgorzelec, Poland 11, 67–84, 213–14</td>
</tr>
<tr>
<td>unemployment</td>
<td>entrepreneurship assistance 216</td>
</tr>
<tr>
<td>Bulgaria 94</td>
<td>Görlitz–Zgorzelec European City 69, 77–8, 214, 226–7</td>
</tr>
<tr>
<td>FYR of Macedonia 93–4</td>
<td>information sharing 201</td>
</tr>
<tr>
<td>Greece 93</td>
<td>institutional CBC 219–20, 225–8</td>
</tr>
<tr>
<td>Van Winden, W. 138</td>
<td>social mobilization 216–17</td>
</tr>
<tr>
<td>visa regulations 245–7</td>
<td></td>
</tr>
</tbody>
</table>