

# 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  
Anderson, S. 297  
Andersson, S. 38, 39, 40, 46, 59, 61, 65, 108, 117, 127, 348  
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

- Baker, K.B. 217  
 Baldwin, J.R. 19  
 Bamford, C.E. 321  
 Bangladesh 201–2, 349  
   Department of Patent, Designs and Trademarks: Draft Patent Act 214  
   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  
 Bhawe, 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,

- 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  
 Brantley, P. 72  
 Braukmann, U. 319, 323  
 Brazeal, D.V. 271  
 Brazil 200, 213, 219  
 Breuer, B. 317  
 Brigham, K.H. 38  
 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  
 Buttner, 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

- 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
- Cummins, 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

- 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  
 Ebstein, R. 271, 277  
 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  
 economics 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  
 Partenariats 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
  - 4: agreeableness vs antagonism 279–80
  - 5: emotional stability vs neuroticism 280–81
- 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

- Total Early-Stage Entrepreneurial Activity (TEA) 325  
*see also* impacts of economic crisis on pre-start-up process of business students in Germany
- Gerstlberger, W. 350
- Geyskens, I. 136
- Ghuri, P.N. 144, 243, 252, 261
- Ghoshal, S. 124, 300
- Gibrat, R. 25  
 law/rule of proportionate growth 25
- Giddens, A. 200, 203
- Glaeser, E. 202
- Gläser, J. 322
- GlaxoSmithKline (GSK) 78, 81, 223
- Gleaves, D.H. 272, 277
- Global Entrepreneurship Monitor 178, 184–5, 325
- Gnyawali, D.R. 202
- Goldberg, L.R. 276, 278, 288
- Goldberg, M. 93
- Golden, P.A. 134
- Golder, P. 16
- good manufacturing practice (GMP) 208, 215, 222  
 Compliance Certificate 224  
 European Union (EU) 233  
 guidelines (WHO) 215
- good manufacturing practice (GMP) WHO 215, 222, 233
- Görisch, J. 319
- governance structure(s) 3, 4–5, 15, 33
- Grant, R.M. 123, 124
- Granovetter, M.S. 144, 300
- Greaney, P.K. 326
- Greece 57
- Greene, R. 275
- Greenwood, R. 128
- Greiner, L.E. 321
- Greve, A. 298
- Grieshuber, E. 319
- Grondin, D. 297
- Grossman, G.M. 25
- Gu, Q. 246
- Gu, W. 19
- Guha, A. 206
- Gummesson, E. 251
- Gupta, V. 310
- Hahti, A. 126
- Haines, G. 275
- Haiti Committee 206
- Håkansson, H. 91, 103, 303
- Hallen, L. 93
- Hambrick, D.C. 39, 40
- Hamel, G. 16
- Hansen, G.S. 72, 73, 84
- Hansen, J.D. 127, 144
- Harris, S. 303, 310
- Hart, P. 26
- Harvey, M.G. 247, 248, 274
- Heath, P.S. 144
- Hedges, L. 135
- Helpman, E. 25
- Henisz, W.J. 129
- Hennart, J.-F. 250
- Herzegovina 185, 186
- Hessels, J. 174, 177
- Hesterly, W.S. 62, 73, 84, 303
- high growth firms (HGFs) 16, 23, 28, 30, 31
- Hillman, A. 203
- Hinings, C.R. 247
- Hinings, R.J. 128
- Hisrich, R.D. 274, 301
- Hitchins, P.W.N. 3, 4
- Hite, J.M. 72, 73, 84, 303
- Hitt, M.A. 70, 144, 175
- Hoang, H. 126
- Hobday, M. 142
- Hodgetts, R.M. 274
- Hofstede, G. 48
- Hollenstein, H. 174, 175
- Holmlund, M. 301, 303
- Holstein, W.J. 5, 13
- Hong Kong 57, 211
- Honig, B. 302
- Honold, L. 42, 60, 61
- Hoskisson, R.E. 120, 123, 128, 129, 144, 147
- House, R.J. 41, 60, 64
- how entrepreneurs access/use networks/social capital, *see* entrepreneurial access to and use of networks/social capital
- Hoy, F. 274, 275
- Huberman, A.M. 250
- Huff, L.C. 16
- Hughes, A. 26

- 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
- Jäger, 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
- Kaciak, 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
- Khanna, T. 70, 123
- Khavul, S. 143
- Kim, L. 145
- Kirca, A. 130
- 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
- Kolvreid, L. 271
- Korhonen, H. 246, 260
- Korunka, C. 321
- Kosiol, E. 321
- Koslowsky, 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

- 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
  - reviews 14–19, 71–3, 90–93, 116, 131–2, 175–82, 242–50, 300–308
- 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, 199, 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  
 Makhija, 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. 321, 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
- Moen, O. 4, 5, 15

- 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.L. 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
- Naldi, 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
- Ottosson, 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

- Peterson, R.B. 248  
 Peterson, S.J. 130  
 Phan, P. 118  
 Philippines 213  
 Phillips, N. 121  
 Picot, A. 321  
 Piekkari, R. 250, 251  
 Pines, A.M. 272  
 Plomin, R. 271  
 Podmetina, D. 180  
 Poggio, B. 272  
 Poland 57, 186  
 Pörner, R. 322  
 Porter, M. 129, 174, 236  
 Portugal 57  
 Powell, W.W. 72  
 Prashantham, S. 72  
 Presutti, M. 302, 303, 304, 311  
 proportionate growth, law/rule of 25  
 Puffer, S. 183  
 Pugh, D.S. 244, 263  
 Puhakka, V. 121  
 Pulver, G.C. 322
- Ramirez-Pasillas, M. 89  
 Randolph, W.A. 44, 62  
 Rao, T. 242  
 rapidly internationalizing firms (RIFs)  
   6, 7, 15–16, 19–20, 22, 23, 26,  
   29–30  
 Rasmussen, E.S. 41, 290  
 Rastvortseva, S.N. 184  
 Rauch, A. 117, 135, 277  
 Read, S. 103  
 Redding, G. 126  
 references 8–10, 34–7, 66–9, 85–7,  
   109–11, 147–60, 195–8, 237–40,  
   263–7, 290–95, 312–16, 341–5  
 Reich, M.R. 208  
 Reid, I. 246  
 Reijonen, H. 5  
 Reinemann, H. 318  
 re-internationalization 15, 246–7, 248,  
   260  
 Rennie, M. 1, 2, 13, 31, 38  
 Renzulli, L.A. 297, 310  
 research (on)  
   charismatic and transformational  
   leadership 38–9  
   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
- Rossmann, 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
- Sirmon, 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  
in-patriates 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  
 Zyliowicz, D. 121, 127, 201, 204  
 Zyperski, 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



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













