
Contributors

Svante Andersson is a professor in Business Administration at the Halmstad University, Sweden. His areas of research include marketing, entrepreneurship and international business. He has published in journals such as *Journal of Business Venturing*, *Journal of International Marketing*, *International Marketing Review*, *European Journal of Marketing* and *International Studies in Management and Organization*. He has extensive international experience as export manager and as guest teacher/researcher.

Ulf Andersson is a professor at Mälardalen University, Sweden, and Professor II at BI Norwegian Business School, Norway and Editor of *Journal of International Business Studies*. He was Professor at Copenhagen Business School (2008–13) and Professor at Uppsala University (2004–08), where he also earned his doctoral degree (1997). His research focuses on subsidiary development, knowledge governance and transfer, network theory, strategy and management of the multinational corporation (MNC). He has published more than 60 articles and books on the above issues.

Ahmad Arslan is currently working as a senior lecturer at the Edge Hill University, Ormskirk, United Kingdom. Before that, he received his PhD degree as well as worked at the University of Vaasa, Finland. His areas of interest include foreign market entry strategies of multinational enterprises (MNEs), foreign direct investment (FDI), mergers and acquisitions (M&As), emerging economies, influences of institutions on international business (IB) and internationalization of firms. His earlier research has been published in *Handbook of Institutional Approaches to International Business*, *Journal of Strategic Marketing*, *Journal of Global Marketing*, *Journal of East-West Business*, *Journal of Management & Governance* and *Journal for East European Management Studies*.

Gabriel Baffour Awuah is Professor of Marketing at the Halmstad University, Sweden. He conducts active research in the areas of marketing, International Marketing, and International Business. He has published in journals such as *Industrial Marketing Management*, *International Business Review*, *Journal of Business-to-Business Marketing*, *International Marketing Review* and *European Journal of Marketing*.

Peter Ekman is Associate Professor of Marketing at Mälardalen University, Sweden and he was a visiting professor at Robins School of Business, University of Richmond (2006, 2010–11). His research focuses on, among other things, the adoption of information and communication technology (ICT) in business relationships mainly in multinational enterprises and new service development in business networks. He recently published a book on management and information technology (IT) at Routledge and his research is also published in journals such as *International Business Review*, *Journal of Business and Industrial Marketing*, and *Decision Support Systems*.

Maria Elo is a post-doctoral researcher at Turku School of Economics, University of Turku, Finland. She has over 20 years of experience in international business and academia in Finland, Belgium, Greece and Germany. She is the founder and leader of the Diaspora Net research platform. Her current research focuses on diaspora networks and resources, international business and non-prime business. Her research has been published, for example, in *Industrial Marketing Management* and presented in numerous conferences and workshops. She is a visiting lecturer at the University of Bremen and University of Patras.

Cecilia Erixon is Assistant Professor of Marketing at Mälardalen University, Sweden. Her main research interests include industrial business relationships, network connections and the use of ICT in business relationships. She also works as a collaboration coordinator for external relationships, coordinating how companies and the public sector can work together with the university with regard to both research and education.

Natasha Evers is a college lecturer in marketing at the National University of Ireland, Galway. She holds PhD and M.Econ.Sc. degrees from University College Dublin. Her expertise lies in international marketing, entrepreneurship and commercialization of innovation. She is lead author of recently published book *Technology Entrepreneurship – Bringing Innovation to the Marketplace* (Palgrave Macmillan). She has published works in the *Journal of International Marketing*, *International Marketing Review*, *Entrepreneurship and Regional Development*, *Journal of Small Business & Entrepreneurship*, and other internationally ranked journals.

Pervez N. Ghauri completed his PhD at Uppsala University in Sweden where he also taught for several years. He has also worked at the Norwegian School of Management, Norway, and the University of Groningen, Netherlands, as Professor and Dean for the Faculty of Management. He is currently Professor of International Business at King's College London, UK. He is also visiting professor at University of Vaasa, Finland. He is

a Fellow of European International Business Academy (EIBA) and has served as Vice President for the Academy of International Business (AIB) during the period 2008–10. Recently, he was awarded an honorary doctorate by Turku School of Economics and Management, Finland. He has published in journals such as: *Journal of International Business Studies*, *British Journal of Management*, *Journal of Business Research*, *Journal of World Business*, *International Marketing Review* and *Industrial Marketing Management*. He is Editor in Chief for *International Business Review*.

Mikael Hilmersson is Doctor of Innovation Science at Halmstad University, Sweden. He holds a PhD in business from Linnaeus University. His research has been published in *Journal of International Marketing*, *International Business Review*, *International Small Business Journal* and *Baltic Journal of Management* among others. Currently he is involved in research projects concerning the international opportunity process of small and medium-sized enterprises (SMEs) as well as the entry of SMEs into emerging country markets.

Mia Hsiao-Wen Ho is Assistant Professor of International Business at Yuan Ze University, Taiwan. She completed her PhD at King's College London in the UK (2012) and her research focuses on the co-evolution of international strategic alliances, cross-border knowledge transfer and learning processes, and the internationalization strategies of emerging market multinationals.

Martin Johanson is Professor of Market at Mid Sweden University, Sweden. His primary research interests concern transformation of networks in turbulent economies, firm entry into emerging markets and SME internationalization. He has published in *Industrial Marketing Management*, *International Business Review*, *International Marketing Review*, *Journal of Business Research*, *Journal of International Management*, *Journal of Marketing Management*, *Journal of Purchasing and Supply Management*, *Journal of World Business* and *Management International Review*, as well as several book chapters.

Valtteri Kaartemo (Dr) is a university lecturer at the Department of Marketing and International Business, Turku School of Economics at the University of Turku, Finland. His major interests can be found in international entrepreneurship, network research and service research. He wrote his doctoral dissertation on the network development process of international new ventures.

Jorma Larimo is a full professor of international marketing at the Faculty of Business Studies, University of Vaasa, Finland, and part-time profes-

sor at the Faculty of Economics and Business Administration, University of Tartu, Estonia. He is the Vice Dean of the Faculty of Business Studies and Director of the Doctoral School of the University of Vaasa. His main research areas are internationalization of SMEs, acquisition and international joint venture strategies and performance, and entry and marketing strategies in CEE countries. He is an active member of several academic associations, and his research has been published in several edited books and international journals, including *Journal of Business Research*, *Journal of International Business Studies*, *Journal of International Marketing*, *Journal of World Business*, *International Business Review*, *Management International Review* and *Journal of Global Marketing*.

Cristina López-Duarte is full-time Associate Professor of Management and International Business at the Faculty of Commerce and Social Sciences, in the University of Oviedo, Spain. Her primary research focuses on foreign direct investments, international strategic alliances and international growth. Results derived from her research have been presented in international conferences organized by the European International Business Academy (EIBA), the Academy of Management (AOM) or the Strategic Management Society (SMS). Her work has been published in international peer reviewed journals; among others: *International Business Review*, *Journal of World Business*, *Journal of Business Research*, *Management International Review* and *Journal of Institutional and Theoretical Economics*.

Heléne Lundberg is an assistant professor at Mid Sweden University, Sweden, where she is affiliated with the Centre for Research on Economic Relations. Her main research interests are business-to-business marketing and inter-organizational theory, in particular business relationships and networks in an international context. She has previously published her research in journals such as *Industrial Marketing Management* and *International Business Review* and as editor for the book *Network Strategies for Regional Growth*.

Tuija Mainela is Professor of International Business at the University of Oulu Business School, Finland. Her main research interests are international networks and their dynamics, networking behaviours in international operations, social relationships in business, and international entrepreneurship. On these topics she has published in journals such as *International Journal of Management Reviews*, *Industrial Marketing Management*, *Scandinavian Journal of Management*, *Management Decision*, *Journal of Service Management* and *Journal of International Entrepreneurship*.

Hannu Makkonen (Dr) is senior researcher at the Department of Marketing and International Business, Turku School of Economics at the University of Turku, Finland. His research interests lie in the areas of innovation management and industrial networks and relationships. His previous work has been published, for example, in *Industrial Marketing Management*, *Journal of Business Research*, *Management Decision*, *Journal of Business and Industrial Marketing* and *Journal of Business Market Management*.

Marin Marinov is Professor of International Business and Management at the University of Gloucestershire, UK, and Visiting Professor of International Business at Aalborg University in Denmark. His research encompasses internationalization of business, multinational corporations and business development in emerging economies, as well as business policy and strategy. He has consulted numerous firms on country and firm-specific strategies in the process of their internationalization. He is on the editorial board of numerous academic journals and periodicals, including *Organization Studies*, *Journal of Islamic Marketing* and *Journal of Euromarketing*. He has published 13 books, numerous book chapters and more than 90 articles in academic journals.

Svetla Trifonova Marinova has an MBA degree from Warwick University in the UK and a PhD from Copenhagen Business School in Denmark. She is an associate professor at Aalborg University in Denmark. She has conducted extensive research and taught in many countries worldwide. Her research interests include business internationalization and the role of institutions, strategy of multinational firms from emerging economies and the management of firms undergoing intensive internationalization processes. She has published nine books and more than 70 papers in scholarly journals, including *International Marketing Review*, *Management and Organization Review*, *Research in Marketing* and *European Journal of Marketing*.

Lars-Gunnar Mattsson is emeritus professor at the Stockholm School of Economics, Sweden. His current research interests are market dynamics, especially interaction between competition and cooperation, ICT-based service innovations, and network theory. He has published previously in several book chapters and journals including *Industrial Marketing Management*, *Harvard Business Review*, *International Journal of Research in Marketing*, *Journal of World Business* and *European Journal of Marketing*.

Hemant Merchant (PhD, Purdue) is Professor of International Management at Kate Tiedemann College of Business at University of South Florida, St. Petersburg, USA. An award-winning scholar, he is currently ranked worldwide as the tenth most prolific international man-

agement researcher. Dr Merchant has published in several leading international business and strategy journals, and has written extensively on international joint ventures as well as emerging markets. He is the author of *Competing in Emerging Markets* (2008, Routledge) and co-editor of *Handbook of International Strategic Management* (2013, Edward Elgar Publishing) and *Handbook of Research on Emerging Markets* (forthcoming, Edward Elgar Publishing). Dr Merchant is the Editor-in-Chief of *Journal of Asia Business Studies* (Emerald).

Klaus E. Meyer is Professor of Strategy and International Business at China Europe International Business School (CEIBS) in Shanghai, China, and an adjunct professor at Copenhagen Business School, Denmark. His research focuses on the strategies of multinational enterprises in emerging economies, especially how firms adapt their business strategies to the specific conditions prevailing in each emerging economy. Recently, he has also taken an interest in multinational enterprises originating from emerging economies, such as China, with a focus on how the context of the home country affects their pattern of their outward investment. He has published widely in various leading IB journals, such as *Journal of International Business Studies*, *Strategic Management Journal*, *Organization Science*, *Journal of World Business*, *Long Range Planning*, *Journal of Management Studies* and *Management International Review*. He has also written together with Mike Peng the textbook *International Business*. From his wide editorial activities can be mentioned that he is the Deputy Editor-in-Chief of *Management and Organization Review*, and a consulting editor of the *Journal of International Business Studies*.

Nicola Mirc is Associate Professor of Strategy at the Toulouse Graduate School of Management, researcher at the Centre de Recherche en Management (CRM) at the University of Toulouse, France, and associated researcher at the Centre de Recherche en Gestion (CRG) of the Ecole Polytechnique, France. Her research interests are on human and organizational issues in M&A, with a particular focus on social network dynamics in post-acquisition integration.

Niina Nummela is Professor of International Business at the Turku School of Economics at the University of Turku, Finland. Her areas of expertise include international entrepreneurship, cross-border acquisitions, inter-firm cooperation, and research methods. She has published widely in academic journals, including the *International Business Review*, the *Journal of World Business*, the *Management International Review*, the *European Journal of Marketing*, and the *International Small Business Journal*, among others. She has also contributed to several internationally published

books, and edited a book for Routledge on the *International Growth of Small and Medium Enterprises* (2010).

Rami Olkkonen (Dr) is Professor of Marketing and Department Head at the Department of Marketing and International Business, Turku School of Economics at the University of Turku, Finland. His major research interests lie in the field of inter-organizational marketing, especially business networks and relationships in a variety of empirical contexts. His previous studies have been published, for example, in *Industrial Marketing Management*, *Journal of Business Research*, *Journal of Business and Industrial Marketing*, *Management Decision*, *International Journal of Retail & Distribution Management*, *Journal of Retailing and Consumer Services*, *Journal of Product and Brand Management* and *Academy of Marketing Science Review*.

Ursula F. Ott is a senior lecturer in international business at the School of Business and Economics, Loughborough University, UK. She has published research monographs and journal articles applying game theory and its applications to international business topics, for instance international joint ventures (IJVs), international negotiations and compensation schemes. Her book *International Joint Ventures: An Interplay of Co-operative and Non-co-operative Games under Incomplete Information* was published by Palgrave Macmillan in 2006 and some of her journal articles appeared in the *Journal of Management Studies*, *Organization Studies*, *International Business Review* and *International Negotiations*.

Stylianos Papaioannou is a PhD student in Mid Sweden University, Sweden, Department of Business, Economics and Law. His current research is concerned with international entrepreneurship and his research focus is on the international opportunity exploration and exploitation of small and medium-sized exporters. He is a member of the Centre for Research on Economic Relations of Mid Sweden University. He completed his master's degree from Linnaeus University of Sweden receiving two honorary scholarships from Sparbanksstiftelsen Kronan as well as Linnaeus University for the 'Outstanding Master Thesis' project. He received his bachelor's degree from Panteion University of Athens in 2010.

Elina Pernu is a postdoctoral researcher at the Oulu Business School, University of Oulu, Finland. Her main research interests include multinational corporations, internal networks, sense-making in organizations and management of global customer relationships.

Vesa Puhakka is Professor of Management at the University of Oulu Business School, Finland. His main research interests are interna-

tional entrepreneurship, opportunity creation processes, growth generating mechanisms of regions and strategy practices of organizations. His latest research on international entrepreneurship has been published in *International Journal of Management Reviews*. The Academy of Management and the National Federation of Independent Business (NFIB) Education Foundation awarded his doctoral dissertation for outstanding research in the fields of entrepreneurship and independent business in 2003.

Paul A. Ryan is Lecturer in Entrepreneurship and International Business at the National University of Ireland, Galway, and a research project leader on 'Innovation Systems and Industrial Clusters' at the university's research centre, the Whitaker Institute. He completed his PhD on 'Industrial networks' at the Judge Institute of Management Studies, University of Cambridge. His research focuses on MNE subsidiary innovation, industrial clusters and technological entrepreneurship. His work has been published in the *International Journal of Innovation & Technology Management*, *Journal of Management Research*, *Regional Studies*, *European Journal of International Management* and *Organizational Research Methods*.

Sami Saarenketo is Professor of International Marketing at the School of Business, at Lappeenranta University of Technology, Finland. His primary areas of research interest are international marketing and entrepreneurship in technology-based small firms. He has published on these issues in *Journal of World Business*, *International Business Review*, *European Journal of Marketing* and *Journal of International Entrepreneurship*, among others.

Asta Salmi is Professor at Lappeenranta University of Technology, Finland, and Docent (International Business) at Aalto University School of Business, Finland. Her research focuses on international business networks and their dynamics, social ties in business, international purchasing and sustainable supply chains. She has published several chapters in research books and in journals such as *International Business Review*, *Industrial Marketing Management*, *European Journal of Marketing* and in the *Journal of Management Studies*.

Per Servais is Associate Professor of Marketing at the University of Southern Denmark, Denmark. He has been working at the Department of Marketing & Management since 1989 as a researcher and Head of Studies. His research interests are: international entrepreneurship, the formation and growth of international new ventures, industrial firms' international purchasing and sourcing activities, buying behaviour in small industrial firms, e-business and e-procurement in industrial firms,

branding in industrial markets, outsourcing activities in industrial firms, and relationships and de-internationalization in small firms. He has published a large number of book chapters and articles, for example, in *Industrial Marketing Management*, *International Marketing Review*, *Journal of International Marketing*, *Advances in International Marketing* and *International Business Review*. He was co-organizer of the Fourteenth McGill International Entrepreneurship Conference in Denmark 2011.

Adele Smith lectures at Galway Business School, Ireland. She completed her PhD on born global networks at the Cairnes School of Business & Economics, National University of Ireland Galway. Previously, she completed an MSc in international business at the University of Ulster, Derry and a Bachelor of Business Degree at the Letterkenny Institute of Technology, Letterkenny. She has published her research in the *European Journal of International Management* and presented at both national and international conferences. She is a member of the international entrepreneurship scholars' network. Beyond academia, she is the founder and managing director of a successful retail business.

Aron Thyr is a doctoral student at Mid Sweden University, Sweden, where he is affiliated with the Centre for Research on Economic Relations. He holds a BSc. and a MSc. in Business and Economics from Uppsala University. His primary research interests are mainly network theory, entrepreneurship and international business.

Lasse Torkkeli is a postdoctoral researcher at the School of Business, at Lappeenranta University of Technology, Finland. His research interests include SME internationalization, business networks, organizational capabilities and competencies, and business-to-business interaction. He has previously published in the *Journal of International Entrepreneurship* and in the *European Management Journal*.

Philippe Very is Professor of Strategic Management at EDHEC Business School, France. He is the author of many articles published in top-tier academic journals, of several books and of many interventions in the media. He was elected as the 2009–10 President of AIMS, the French-speaking Academy of Management. He has also been awarded 'Robert Reynolds Distinguished Lecturer' by the University of Denver (USA). His research projects deal with M&A, international strategies and criminal risk management. His previous research has been published in, for example, *Journal of International Business Studies*, *Journal of Management Studies*, *Organization Studies*, *Long Range Planning*, *Journal of World Business*, *Strategic Management Journal* and *Human Resource Management*.

Marta M. Vidal-Suárez is full-time Associate Professor of Management and International Business at the Faculty of Commerce and Social Sciences, in the University of Oviedo, Spain. Her research interests are on internationalization processes through strategic alliances by firms (both big multinationals and small and medium-sized firms) coming from late investor countries. Results derived from her research have been published in peer-reviewed international journals such as, *Long Range Planning*, *International Business Review*, *Journal of Business Research (JBR)*, *European Business Review*, *Management Research* and the *International Journal of Cross Cultural Management*. She regularly attends international conferences like those organized by the European International Business Academy (EIBA), the Academy of Management (AOM), and the Strategic Management Society (SMS).

Yi Wang is a doctoral candidate in international marketing at the Faculty of Business Studies, University of Vaasa, Finland. His research interests focus on FDI entry strategies and survival of foreign subsidiaries operating in transition economies such as China. He has presented his research papers several times in conferences, for example, at the Academy of International Business, the European International Business Academy, and the World Business Congress. His research article has been published in *Journal of Global Marketing*.

