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
<table>
<thead>
<tr>
<th>Index</th>
</tr>
</thead>
<tbody>
<tr>
<td>definitions of 67, 70</td>
</tr>
<tr>
<td>networks in 120–21</td>
</tr>
<tr>
<td>Internet-based 138</td>
</tr>
<tr>
<td>psychological traits 101, 104–6, 110</td>
</tr>
<tr>
<td>need for achievement 103</td>
</tr>
<tr>
<td>tolerance of ambiguity 105</td>
</tr>
<tr>
<td>risk-taking behaviour 68, 72–5, 80, 90–91, 102, 276</td>
</tr>
<tr>
<td>objective 69–70</td>
</tr>
<tr>
<td>subjective 69</td>
</tr>
<tr>
<td>role of experience 106–7</td>
</tr>
<tr>
<td>social 31</td>
</tr>
<tr>
<td>web-based 150–51</td>
</tr>
<tr>
<td>Eriksson, K. 183</td>
</tr>
<tr>
<td>Escolano, C. 108</td>
</tr>
<tr>
<td>Etemad, H. 27, 276</td>
</tr>
<tr>
<td>theory of complex adaptive system (CAS) 292</td>
</tr>
<tr>
<td>European Commission 75</td>
</tr>
<tr>
<td>European Economic Interest Grouping (EEIG) 176</td>
</tr>
<tr>
<td>European Union (EU) 27, 281</td>
</tr>
<tr>
<td>Fang, T. 44</td>
</tr>
<tr>
<td>Faure, G.O. 44</td>
</tr>
<tr>
<td>Ferdinand, N. 106</td>
</tr>
<tr>
<td>Fernandez-Ortiz, R.</td>
</tr>
<tr>
<td>view of role of language on internationalization process 97</td>
</tr>
<tr>
<td>Figueira-de-Lemos, F. 85, 91</td>
</tr>
<tr>
<td>Fishback, B.</td>
</tr>
<tr>
<td>observation of accelerator programs 139</td>
</tr>
<tr>
<td>Fletcher, M. 183–4</td>
</tr>
<tr>
<td>models of experience 186</td>
</tr>
<tr>
<td>foreign direct investment (FDI) 71, 167</td>
</tr>
<tr>
<td>foreign markets 13, 15, 66, 79, 90, 161–2, 168, 173, 277, 280, 289–90</td>
</tr>
<tr>
<td>access 42–3</td>
</tr>
<tr>
<td>commitment to 82</td>
</tr>
<tr>
<td>operations 107–8</td>
</tr>
<tr>
<td>selection 138</td>
</tr>
<tr>
<td>Fox, C.R.</td>
</tr>
<tr>
<td>definition of experiential decision 72</td>
</tr>
<tr>
<td>France 83</td>
</tr>
<tr>
<td>Paris 190</td>
</tr>
<tr>
<td>free trading areas (FTA) 27</td>
</tr>
<tr>
<td>Ford, C.M.</td>
</tr>
<tr>
<td>observations of organizational development 129</td>
</tr>
<tr>
<td>Frese, M. 103</td>
</tr>
<tr>
<td>Frey, R.S. 103</td>
</tr>
<tr>
<td>Gabrielsson, M.</td>
</tr>
<tr>
<td>observation of Born Global firms 141, 184</td>
</tr>
<tr>
<td>Gavlen, M.</td>
</tr>
<tr>
<td>theory of networks 138</td>
</tr>
<tr>
<td>George, G. 199</td>
</tr>
<tr>
<td>Germany 84, 221</td>
</tr>
<tr>
<td>Berlin 147, 191</td>
</tr>
<tr>
<td>Global Accelerator Network (GAN)</td>
</tr>
<tr>
<td>members of 139</td>
</tr>
<tr>
<td>globalization 24, 100, 157, 198, 199</td>
</tr>
<tr>
<td>market 200, 222</td>
</tr>
<tr>
<td>Granovetter, M.S.</td>
</tr>
<tr>
<td>concept of network embeddedness 126–8</td>
</tr>
<tr>
<td>Greece 76, 78, 189</td>
</tr>
<tr>
<td>Greve, A.</td>
</tr>
<tr>
<td>theory of networks 128–9, 131</td>
</tr>
<tr>
<td>Gruppo Germani 21–3, 185, 187–90, 193, 286–7, 289, 295</td>
</tr>
<tr>
<td>internationalization process of 188, 190–91, 193–5</td>
</tr>
<tr>
<td>knowledge base of 195</td>
</tr>
<tr>
<td>Kocca 188</td>
</tr>
<tr>
<td>Gulf Cooperation Council (GCC)</td>
</tr>
<tr>
<td>members of 259</td>
</tr>
<tr>
<td>Hadar, L.</td>
</tr>
<tr>
<td>definition of experiential decision 72</td>
</tr>
<tr>
<td>Hadjikhani, A. 99</td>
</tr>
<tr>
<td>Håkansson, H. 43</td>
</tr>
<tr>
<td>Hamilton, R.T.</td>
</tr>
<tr>
<td>theory of relationship between strategic decisions and entrepreneur characteristics 97–8, 102</td>
</tr>
<tr>
<td>Hansen, G.S.</td>
</tr>
<tr>
<td>network evolution model of 132</td>
</tr>
<tr>
<td>Harris, E. 138–9</td>
</tr>
<tr>
<td>Harris, S. 183–4</td>
</tr>
<tr>
<td>models of experience 186</td>
</tr>
<tr>
<td>Hasan, M. 138–9</td>
</tr>
<tr>
<td>Hellman, H.</td>
</tr>
<tr>
<td>concept of internationalization 159–60</td>
</tr>
<tr>
<td>Hite, J.M. 131</td>
</tr>
</tbody>
</table>
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
- characteristics 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
- cross border 240, 243, 246, 249
- 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
- Johanson, J. 26
- model of entrepreneurial internationalization behaviour 141
<table>
<thead>
<tr>
<th>Index</th>
<th>307</th>
</tr>
</thead>
<tbody>
<tr>
<td>theory of networks 120–21, 163</td>
<td>labour 231, 236</td>
</tr>
<tr>
<td>Jones, M.V. 207</td>
<td>Lamb, P. 97, 99</td>
</tr>
<tr>
<td>model of entrepreneurial internationalization behaviour 140–41, 152</td>
<td>Larsen, G. 44, 119, 129</td>
</tr>
<tr>
<td>Kahneman, D.</td>
<td>Larson, A.</td>
</tr>
<tr>
<td>role in development of PT 72</td>
<td>model of entrepreneurial networking activity 130</td>
</tr>
<tr>
<td>Kauffman Foundation 39, 281</td>
<td>Lautanen, T.</td>
</tr>
<tr>
<td>Khalifa, Sheikh 263, 265, 268</td>
<td>view of role of language on internationalization process 97</td>
</tr>
<tr>
<td>Kisfalvi, V. 106</td>
<td>Lavie, D. 107</td>
</tr>
<tr>
<td>KK-Foundation 206</td>
<td>learning orientation (LO) 1–2, 6–8, 10, 40–41, 45, 54–6, 277, 279</td>
</tr>
<tr>
<td>Kliger, D. 72</td>
<td>definitions of 56</td>
</tr>
<tr>
<td>Knight, F.H.</td>
<td>low 7</td>
</tr>
<tr>
<td>definition of IE 67–8</td>
<td>Lechner, C. 107, 127</td>
</tr>
<tr>
<td>view of risk 68</td>
<td>theory of stages of company creation 129</td>
</tr>
<tr>
<td>Knight, G.A. 138–9</td>
<td>leverage buy-out (LBO) 79</td>
</tr>
<tr>
<td>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</td>
<td>Liesch, P.X. 91, 97, 99</td>
</tr>
<tr>
<td>acquisition 21–2, 184, 186, 191–2, 194–5</td>
<td>Lischeron, J. 100–101</td>
</tr>
<tr>
<td>role in internationalization of SMEs 185</td>
<td>Littunen, H. 103</td>
</tr>
<tr>
<td>base 186–7, 192</td>
<td>Lombardo, G.F.</td>
</tr>
<tr>
<td>creation 127, 160</td>
<td>view of role of language on internationalization process 97</td>
</tr>
<tr>
<td>experiential 7, 11, 14, 17, 71–2, 161, 183</td>
<td>Lounsbury, M. 257</td>
</tr>
<tr>
<td>foreign language 12, 98, 106–8, 110</td>
<td>Lumpkin, G.T. 6–7</td>
</tr>
<tr>
<td>internal/tacit 12–14, 23, 119</td>
<td>definition of EO 39, 275</td>
</tr>
<tr>
<td>local 82</td>
<td>Luostarinen, R. 99</td>
</tr>
<tr>
<td>market 7</td>
<td>concept of internationalization 159–60, 166–7</td>
</tr>
<tr>
<td>market 99, 183, 191–2</td>
<td>definition of re-internationalization 110</td>
</tr>
<tr>
<td>networks 172–3</td>
<td>Macmillan, I.C. 152</td>
</tr>
<tr>
<td>organizational 184–6</td>
<td>Magagula, P.</td>
</tr>
<tr>
<td>sharing 171</td>
<td>view of role of language on internationalization process 97</td>
</tr>
<tr>
<td>transfer 25, 190–91, 221</td>
<td>Magnusson, D. 106</td>
</tr>
<tr>
<td>Knowledge Management and Organizational Learning 184</td>
<td>Makino, S. 107</td>
</tr>
<tr>
<td>Kogut, B. 74</td>
<td>March, J.G. 73</td>
</tr>
<tr>
<td>Koh, H.C.</td>
<td>definition of risk-taking behaviour of entrepreneurs 68</td>
</tr>
<tr>
<td>theory of tolerance of ambiguity 105</td>
<td>market/marketing orientation (MO) 1–2, 6, 8, 10, 14, 18, 40–41, 44–5, 47, 54–5, 277</td>
</tr>
<tr>
<td>Kontinen, T. 164</td>
<td>concept of 6–7</td>
</tr>
<tr>
<td>Koppell, J.G.S. 256</td>
<td>exploitation 56</td>
</tr>
<tr>
<td>Kropp, F. 39–40, 45, 55</td>
<td>relationship with firm performance 44–5</td>
</tr>
</tbody>
</table>
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.
thought 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

Nootenboom, 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
### Index

<table>
<thead>
<tr>
<th>Study of Value Chains</th>
<th>Risk Management</th>
</tr>
</thead>
<tbody>
<tr>
<td>201, 218, 220–22</td>
<td>71, 277–8, 282</td>
</tr>
<tr>
<td>Ozgen, E. 164</td>
<td>Competencies 278–8</td>
</tr>
<tr>
<td>Pauwels, P. 99</td>
<td>Strategies 84</td>
</tr>
<tr>
<td>Pearce, J.A. 202, 219</td>
<td>Robinson, J. 256</td>
</tr>
<tr>
<td>definition of value chain analysis</td>
<td>Robinson, R.B. 202, 219</td>
</tr>
<tr>
<td>199–200, 219</td>
<td>definition of value chain analysis</td>
</tr>
<tr>
<td>Penrose, E.T.</td>
<td>199–200, 219</td>
</tr>
<tr>
<td>definition of risk-taking behaviour of entrepreneurs 68</td>
<td>Romania 82</td>
</tr>
<tr>
<td>Pfeffer, J. 262</td>
<td>Rouse, M.J. 143</td>
</tr>
<tr>
<td>Piekikari, R.</td>
<td>Rumelt, R.P.</td>
</tr>
<tr>
<td>view of role of language in international business 97</td>
<td>theory of entrepreneurship 110</td>
</tr>
<tr>
<td>pre-crisis variation value (PCV) 50</td>
<td>Russian Federation 28, 78, 84, 91, 189, 240, 243–8, 289</td>
</tr>
<tr>
<td>Prencipe, A.</td>
<td>border of 232, 237, 296</td>
</tr>
<tr>
<td>theory of learning mechanisms 186</td>
<td>oil and gas fields of 245</td>
</tr>
<tr>
<td>Poland 82, 84, 90</td>
<td>Salaff, J.W.</td>
</tr>
<tr>
<td>Porter, M.E.</td>
<td>theory of networks 128–9, 131</td>
</tr>
<tr>
<td>development of value chain analysis</td>
<td>Sandberg, E. 199, 205, 217, 223</td>
</tr>
<tr>
<td>198–9, 201, 205</td>
<td>Sandberg, J. 97</td>
</tr>
<tr>
<td>Powell, W.W. 262</td>
<td>Sarasvathy, S.D. 277–8</td>
</tr>
<tr>
<td>Pratt, M.G. 106</td>
<td>Sashkin, M. 105</td>
</tr>
<tr>
<td>proactiveness 5</td>
<td>Scabini, P. 83, 91</td>
</tr>
<tr>
<td>product life cycle (PLC) 8–9</td>
<td>Schumpeter, J.A. 234</td>
</tr>
<tr>
<td>prospect theory (PT)</td>
<td>Scott, W.R.</td>
</tr>
<tr>
<td>application of 72–3</td>
<td>theory of legitimacy 256</td>
</tr>
<tr>
<td>concept of 72</td>
<td>Servais, P. 200, 202, 203–4, 221–2</td>
</tr>
<tr>
<td>public–private partnerships (PPPs) 266</td>
<td>observations of market globalization 222</td>
</tr>
<tr>
<td>Qatar 262</td>
<td>Shakhbut, Sheikh 260–61</td>
</tr>
<tr>
<td>QSR</td>
<td>Shamir, B. 221</td>
</tr>
<tr>
<td>QSR</td>
<td>Shane, S. 183</td>
</tr>
<tr>
<td>QSR</td>
<td>Shapira, Z. 73</td>
</tr>
<tr>
<td>questionnaires 48, 50, 144–5, 164–6</td>
<td>definition of risk-taking behaviour of entrepreneurs 68</td>
</tr>
<tr>
<td>closed-response 47</td>
<td>share ownership 74</td>
</tr>
<tr>
<td>semi-structured 20, 158, 207</td>
<td>Shi, Y. 106</td>
</tr>
<tr>
<td>Qatar 262</td>
<td>da Silva Lopes, T. 277</td>
</tr>
<tr>
<td>QSR</td>
<td>concepts of risk 69, 71, 74–5, 84, 90</td>
</tr>
<tr>
<td>rapidly internationalizing enterprises (RIEs) 24, 278, 287, 291–2</td>
<td>Singh, H. 107</td>
</tr>
<tr>
<td>Rashid, Sheikh 262</td>
<td>Slotte-Kock, S.</td>
</tr>
<tr>
<td>Rauch, A. 103</td>
<td>theory of networks 121</td>
</tr>
<tr>
<td>Republic of Ireland 215</td>
<td>small- and medium-sized enterprises</td>
</tr>
<tr>
<td>Dublin 147</td>
<td>(SMEs) 12, 19–20, 39–40, 66, 68, 74, 78–9, 81, 85, 92, 98, 102–7,</td>
</tr>
<tr>
<td>research and development (R&amp;D) 5–6, 46, 160, 167, 169, 173, 214, 218, 290</td>
<td>157–8, 162, 176, 184, 195, 281, 286, 294–5</td>
</tr>
<tr>
<td>Rezende, S. 99</td>
<td>expansions of</td>
</tr>
<tr>
<td>Ridgman, T. 106</td>
<td>abductive approach 164</td>
</tr>
<tr>
<td></td>
<td>exports 76</td>
</tr>
</tbody>
</table>
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
Index

Vahlne, J.E. 26
  model of entrepreneurial internationalization behaviour 141
  theory of networks 120–21, 163
value chains 201–2, 220–24
  analysis 24, 198–9
  models of 199–201, 205
management 204–5, 211, 213, 215, 217, 220, 223
manufacturing 203–4, 210, 215, 218–19
purchasing/outsourcing 202–3, 211, 213, 215, 219
sales/distribution 204, 210, 212–15, 218
Videoavatars 150
web-based firms 141, 145–6, 150–51
  internationalization of 18, 136–7, 145, 147–8
  process of 143, 152, 154
start-ups 18–19, 148, 151–2
use of accelerator programs 147–8
Weber, E.U. 69, 278
Welch, C.L. 97, 110
  theory of re-internationalization 98–9
Welch, L. 99
definition of re-internationalization 110
Welch, S.L. 110
  theory of re-internationalization 98–9
Wheeler, D. 200, 224
wholly foreign owned enterprises (WFOE) 53
Wictor, I.
  definition of Born Global 206
Williams, N.L. 106
Winter, S.G.
  theory of learning mechanisms 186
World Trade Organization (WTO) 27
Wright, M.
  view of role of geography in venture creation 235
Wu, A. 73
Yin, R.K. 207
Zahra, S.A. 199
  definition of IE 67
Zander, U. 74
Zayed, Sheikh 261–3, 265, 267–9
Zollo, M.
  theory of learning mechanisms 186
Zou, S. 107
Zucchella, A. 83, 91