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What happens to international new ventures beyond the start-up phase? The evidence from Finnish software companies

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Published in:
International Business and Sustainable Development

Publication date:
2012

Document Version
Early version, also known as pre-print

[Link to publication from Aalborg University](#)

Citation for published version (APA):

Turcan, R. V., & Juho, A. (2012). What happens to international new ventures beyond the start-up phase? The evidence from Finnish software companies. In *International Business and Sustainable Development* University of Sussex. <http://www.sussex.ac.uk/bam/eiba2012/>

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**European International Business Academy (EIBA)
38th Annual Conference**

**University of Sussex, Brighton, United Kingdom
December 7-9th 2012**

International Business and Sustainable Development

**Provisional Conference Programme
(updated 28 October 2012)**

THURSDAY 6 DECEMBER 2012
COST-EIBA Doctoral Think Tank (0830 – 1700)

***Emerging Markets and their Corporate Players:
Significance and Impact***

Chairs:

Lucia Piscitello (Politecnico di Milano)
& Danny Van Den Bulcke (University of Antwerp)

Faculty:

Helena Barnard (Pretoria University)
Filip De Beule (University of Leuven)
Jaya Prakash Pradhan (Central University of Gujarat)

FRIDAY 7 DECEMBER 2012
John H. Dunning Doctoral Tutorial (0830 – 1700)

Chairs:
Jean-François Hennart (Tilburg University)
& Rebecca Piekkari (Aalto University)

FRIDAY 7 DECEMBER 2012
EIBA Doctoral Symposium (1400 - 1630)

Chairs:
Jeremy Clegg (University of Leeds) & Ödül Bozkurt (University of Sussex)
Featuring a talk by Virginia Thorp (Palgrave) on *Publishing your Ph.D Thesis*

FRIDAY 7 DECEMBER 2012
Welcome Address (1700 – 1730)

EIBA Chair: Peter Buckley (University of Leeds)
EIBA President: Roger Strange (University of Sussex)

Opening Plenary Session I (1730 – 1900)

John Humphrey & Hubert Schmitz (University of Sussex)
The Global Green Economy: a Value Chain Perspective

Chair: Rob van Tulder (Rotterdam School of Management)

SATURDAY 8 DECEMBER 2012

Session A (0900 - 1030)

Session A1: Competitive
Track: International Business and Sustainable Development
Date & time: Saturday 8 December (0900 - 1030)
Room:

MNEs and Environmental Regulation

Chair:

Environmental regulations and multinational corporations' foreign market entry investments (#80)

Chang Hoon Oh & Jorge Rivera

The clean development mechanism and technology transfer to China (#175)

Francesca Sanna-Randaccio & Daniela Marconi

Framework for green supply chain integration with the usage of ISO 14001 environmental management system (#472)

Tomasz Surmacs & Barbara Fura

Session A2: Competitive
Track: Multinationals from Emerging Markets
Date & time: Saturday 8 December (0900 - 1030)
Room:

Foreign Direct Investment by EMNEs

Chair:

Determinants of international acquisitions: the case of Tata (#72)

Laura Rienda, Enrique Claver & Diego Quer

How IB theory explains greenfield or acquisition by Chinese MNEs (#134)

Ziyi Wei

Acquisitions of companies and acquisitions of knowledge: do emerging and advanced multinational companies strategic behaviors differ? (#499)

Stefano Elia, Lucia Piscitello & Filip De Beule

Why do firms use public support during their internationalization process? A country-level perspective (#725)

Miguel Matos Torres & Francisco Figueira de Lemos

Session A3: Competitive

Track: IB Theory and International Economics
Date & time: Saturday 8 December (0900 - 1030)
Room:

FDI Theory

Chair:

Is ownership advantage a necessary condition for the emergence of the MNE? (#48)
 Niron Hashai & Peter Buckley

Re-thinking internationalization theory (#704)
 Douglas Dow & Lawrence Welch

International business strategy: a supply chain perspective (#16)
 Mark Casson & Nigel Wadeson

Is the impact of corporate nationality socially constructed? (#149)
 Yvonne Sefrin, Stefan Eckert, Arkadiusz Ral-Trebacz & Georg Trautnitz

Session A4: Competitive

Track: Supply Chain Strategies, Offshoring and Outsourcing
Date & time: Saturday 8 December (0900 - 1030)
Room:

Global Production and Sourcing Strategies

Chair:

The evolving geography of production hubs across East Asia (#133)
 Gabriele Suder, Peter Liesch, Satoshi Inomata, Irina Mihailova (Jormanainen)
 & Bo Meng

Imports, intra-firm trade and productivity: evidence from Spanish manufacturing firms (#399)
 Carlos Bellido & Marisa Ramirez

Using value chain analysis to explore the internationalisation process of modular product manufacturer: an emerging country perspective (#576)
 Rasha Rezk & Jagjit Srari

Session A5: Competitive

Track: SMEs, Entrepreneurship and Innovation
Date & time: Saturday 8 December (0900 - 1030)
Room:

Entrepreneurial Decision-making

Chair:

Experiential framing and reasoning in internationalization: a conceptual exploration of cognitive alternatives to rationality (#738)

Marian Jones & Lucrezia Casulli

Strategic decision making of a born global: a comparative study from three small open economies (#162)

Sami Saarenketo, Niina Nummela, Paivi Jokela & Sharon Loane

Strategic decision-making during the internationalisation of SMEs: an analysis from the individual cognitive perspective (#639)

Jörg Hruby

Internationalization and effectuation: explaining entrepreneurial decision-making in uncertain international environments (#183)

Igor Kalinic, Saras Sarasvathy & Cipriano Forza

Session A6: Competitive

Track: Knowledge Management and Technology Transfer

Date & time: Saturday 8 December (0900 - 1030)

Room:

R&D and Technology Spillovers**Chair:**

Environment and FDI technology spillovers: does velocity matter? (#350)

Yoo Jung Ha & Axèle Giroud

Spillovers from foreign direct investment: the closer, the stronger? (#664)

Thi Song Hanh Pham & Thang Tran

Some practical remarks on internet application in the global knowledge and technology transfer (#549)

Marcin Gryczka

Session A7: Competitive

Track: International HRM and Cross-Cultural Issues

Date & time: Saturday 8 December (0900 - 1030)

Room:

Expatriate Performance**Chair:**

Perceived organizational support and expatriate performance: understanding the mediating role of work adjustment and affective commitment (#613)

Norifumi Kawai & Roger Strange

Are total reward practices interpreted the same among expatriates? The case of assigned and self-initiated expatriates (#326)

Christelle Tornikoski, Alexandra Gerbasi & Conny Herbert Antoni

Understanding expatriates satisfaction (#89)

Susana Costa e Silva, Paulo Duarte & Silvia Ferraz

Moderating effects of age and experience on the relationship between emotional intelligence and cross-cultural adjustment of expatriates (#375)

Alexei Kovesnikov, Heidi Wechtler & Cecile Dejoux

Session A8: Competitive

Track: International Marketing

Date & time: Saturday 8 December (0900 - 1030)

Room:

On-line Entrepreneurship and Marketing

Chair:

Global online entrepreneurship after fifteen years of research: a review of the empirical literature (#18)

Anna Morgan-Thomas

Online customer reviews and willingness to purchase: brand trust as a mediating variable (#29)

Vincent Cheng, Jo Rhodes & Peter Lok

The new luxury goods and the Portuguese fashion industry (#572)

Fernanda Pargana Ilhéu & Dulce Ferreira

Session A9: Competitive

Track: International Marketing

Date & time: Saturday 8 December (0900 - 1030)

Room:

Marketing Strategies

Chair:

To what degree should firms standardize or adapt their product strategies across countries? New empirical results based on the strategic fit approach (#19)

Stefan Schmid & Thomas Kotulla

Business is pleasure and pleasure in business: a study of how Swedish managers build and sustain personal and business ties during firms' market entry into Russia (#231)

Martin Johanson, Pao Kao, Olga Nilsson & Aron Thyr

Psychic distance, organizational innovation and firm performance (#124)
Goudarz Azar & Rian Drogendijk

Export assistance: a literature review and challenges for future research (#697)
Flavia de Holanda Schmidt, Jorge Forreira da Silva & Jorge Carneiro

Session A10: Competitive

Track: Corporate Governance and Corporate Social Responsibility

Date & time: Saturday 8 December (0900 - 1030)

Room:

Corporate Governance

Chair:

Corporate board internationalization and the dark side of language diversity (#515)
Lars Oxelheim, Rebecca Piekkari & Trond Randoy

Domestic firms strategic responses to government corruption (#178)
Sungjin Hong, Seung-Hyun Lee & Mike Peng

Equity culture development in Central and Eastern Europe: the role of institutional and managerial factors (#655)
Zita Stone, Fragkiskos Filippaios & Carmen Raluca Stoian

Corporate governance devices in French parent companies: an analysis by fuzzy set methods (#642)
Konan Anderson Seny Kan

Session A11: Interactive

Track: International Business and Sustainable Development

Date & time: Saturday 8 December (0900 - 1030)

Room:

The Private Sector and Sustainable Development

Chair:

Public or private foreign funds to spur sustainable human development? Regional differences between Asia and Africa (#392)
Sonia Couprie & Magdalena Godek-Brunel

Sustainable water management: the role of the private sector (#135)
Esa Juhani Stenberg

Comparison of foreign and domestic firms' economic, social and environmental performance between 1999 and 2009 in Hungary (#303)
Annamaria Ónodi

Session A12: Interactive

Track: IB Theory and International Economics

Date & time: Saturday 8 December (0900 - 1030)

Room:

IB Reviews and Future Research Agendas

Chair:

Some new aspects of the international business theory and international economy (#78)

Zdzislaw Walenty Puslecki

Real options theory in the strategic management literature: a review (#185)

Edith Ipsmiller & Desislava Dikova

International business research: understanding past paths to design future research directions (#479)

Manuel Portugal Ferreira, Nuno Rosa Reis, Martinho Ribeiro Almeida & Fernando Ribeiro Serra

Different perspectives on internationalization: half a century of research in the top international business journals (#524)

Joao Carvalhos Santos, Hortensia Karl Barandas, Francisco Vitorino Martins & Manuel Portugal Ferreira

China inward FDI and exports to EU: an exploratory research based on bibliometric method (#554)

Kristina Makalengva & Eurico Brilhante Dias

Determinant factors in the internationalization of knowledge-intensive services in a peripheral area (#482)

Marta Muñoz-Guarasa & Encarnación Moral-Pajares

Session A13: Interactive

Track: SMEs, Entrepreneurship and Innovation

Date & time: Saturday 8 December (0900 - 1030)

Room:

Capabilities in SME Internationalization

Chair:

The international opportunity exploitation of transnational entrepreneurial firms: a conceptual framework (#128)

Pavlos Dimitratos & Chen Li

Reputation perception in the small business (SMEs) context: empirical evidence from Poland (#259)

Tomasz Potocki & Bogdan Wierzbinski

Exploring the relationship between entrepreneurial orientation and export intensity: a process view (#414)

Joaquin Alegre & Anabel Fernandez-Mesa

International learning capabilities in firm internationalization: examining the role of experiential knowledge (#594)

Niklas Åkerman

Organizational capabilities dimensions: evidence from Brazilian SMEs (#621)

Juciara Nunes Alcantara, Cristina Lelis Leal Calegario, Karim Marini Thome & Gabriel Rodrigo Gomes Pessanha

The role of capabilities in international opportunity identification and enactment process of small and medium enterprises (#651)

Khandker Md Nahin Mamun

Session A14: Interactive

Track: SMEs, Entrepreneurship and Innovation

Date & time: Saturday 8 December (0900 - 1030)

Room:

Learning from the Experience of Internationalization

Chair:

Learning by exporting and its spillovers: evidence from Poland (#120)

Ewa Minska-Strusik

How to become industry standard? The international development of a data solution platform in car parts business (#143)

Maria Elo

What happens to international new ventures beyond the start-up phase? The evidence from Finnish software companies (#272)

Romeo Turcan & Anita Juho

International market resistance to innovative service-focused business models: insights from the service dominant logic (#551)

Joerg Freiling, Sven Laudien & Kathrin Dressel

Which is the role of the numerical flexibility on the family firm learning-by-exporting capability? (#555)

Joaquin Monreal

Knowledge flow in industry-university relations: a comparison between the Netherlands and Brazil (#691)

Gustavo Dalmarco, Paulo Zawislak, Willem Hulsink & Flavio Brambilla

Session A15: Interactive

Track: MNE Strategy and Organization

Date & time: Saturday 8 December (0900 - 1030)

Room:

Entry and Ownership Modes

Chair:

Collaborative organizational learning as an aid to accelerated internationalization: the rise of multinational firm distributors c.1920-1960 (#147)

Peter Miskell

Establishment mode strategy of multinational enterprises in China: evidence from Nordic manufacturing investment (#355)

Yi Wang & Jorma Larimo

The role of environmental uncertainty and managerial perception in ownership mode adjustment (#665)

Xia Han & Dorota Piaskowska

Resource augmenting entry modes and international experience: an extension from knowledge based view (#713)

Cristina Villar, José Pla-Barber & Fidel León-Darder

A revised framework on post-entry mode choice: not only institutions matter (#84)

Hua Ye & Shuo-shuo Xu

Training for internationalization through domestic geographical dispersion: the case of emerging market business groups (#269)

Grazia Santangelo & Tamara Stucchi

Session A16: Interactive

Track: Networks and Alliances

Date & time: Saturday 8 December (0900 - 1030)

Room:

The Benefits of Alliances

Chair:

Gaining technological leadership: empirical evidence from high-tech firms originating in the Far East (#88)

Mario Glowik & Sarah Maria Bruhs

The effects of country- and firm-level interactions on knowledge acquisition within international strategic alliances (#129)

Mia Hsiao-Wen Ho

Competitive advantage in business networks: evidence from the health care equipment industry (#169)

Sarah Maria Bruhs, Mario Glowik & Slawomir Smyczek

Knowledge management and knowledge sharing in international joint ventures (#317)

Jeong-Yang Park & Simon Harris

What is guanxi anyway? From faux amis to strategic clarity (#535)

Wenyao Zhao

Being unfaithful or staying true to its mission: how an NGO can influence can influence its supporters' perceptions when it collaborates with firms (#552)

Nicco Graf & Franz Rothlauf

SATURDAY 8 DECEMBER 2012
Plenary Session II (1100 – 1230)

Paul Beamish (University of Western Ontario)
Joint Ventures and Strategic Alliances: Theory and Practice
A Quarter Century of Contributions by Paul Beamish

Chair: Danny Van Den Bulcke

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SATURDAY 8 DECEMBER 2012
Session B (1430 - 1600)

Session B1: Panel

Date & time: Saturday 8 December 2012 (1430 - 1600)

Room:

UNCTAD/IDS Panel:
Private Governance of Global Value Chains

Chair: John Humphrey (University of Sussex)

Session B2: Panel

Date & time: Saturday 8 December 2012 (1430 - 1600)

Room:

Critical Perspectives on the International New Venture Literature

Chair: Pavlos Dimitratos (University of Glasgow)

Panellists: Alan Rugman (University of Reading) & Paloma Almodovar (Complutense University of Madrid & Henley Business School): 'The performance of INVs.'
 Marian Jones (University of Glasgow): 'INVs: What we know, what we think we know, and what we don't.'
 Tamar Almor (The College of Management Academic Studies): 'Maturing INVs.'
 Peter Liesch (University of Queensland): 'Thinking differently about INVs.'
 Pavlos Dimitratos (University of Glasgow): 'Concluding remarks.'

Session B3: Competitive

Track: International Business and Sustainable Development

Date & time: Saturday 8 December (1430 - 1600)

Room:

Collaboration in Environmental/Energy Projects

Chair:

The role of business-NGO relations in social innovation: call for a process outlook (#279)
 Anna Ljung & Anna Bengtson

MNC and the concept of multiple embeddedness: a case study of MNC-NGO collaboration in saving the Baltic Sea (#580)

Asta Salmi, Tiina Ritvala & Per Andersson

European energy security, renewables, and the Russian factor (#669)

Anatoly Zhuplev

Regionalization strategies of EU electric utilities (#679)

Johan Lindeque, Ans Kolk & Daniel van den Buuse

Session B5: Competitive

Track: Multinationals from Emerging Markets

Date & time: Saturday 8 December (1430 - 1600)

Room:

Outward FDI from the Asia-Pacific

Chair:

Shifting motives of China's outward FDI: a panel analysis of resource intensifying, complementing, and developing (#47)

Pervez Ghauri, Hua Zhu & Tariq Malik

The rise of the new Chinese innovation giants and the resultant implications for the global competitive order (#138)

Grahame Fallon, Shaowei He, Jelena Vukicevic, Richard Sanders & Peter Lawrence

Small and medium-sized firms from Asia-Pacific: information and communication technologies (ICTs) as drivers of globalisation (#529)

Thomas Borghoff

Chinese firms' internationalisation: a review and future research topic (#547)

Wensong Bai & Martin Johanson

Session B6: Competitive

Track: Supply Chain Strategies, Offshoring and Outsourcing

Date & time: Saturday 8 December (1430 - 1600)

Room:

Offshoring and Outsourcing in R&D and Business Services

Chair:

Is sharing suppliers with competitors good for innovative performance? The case of R&D services outsourcing (#443)

Andrea Martinez-Noya & Esteban Garcia-Canal

The international division of labour in knowledge production: the impact of R&D offshoring on firm performance (#618)

Lorena D'Agostino, Keld Laursen & Grazia Santangelo

Organization adaptation and learning in offshoring (#722)

Marcus Møller Larsen & Torben Pedersen

Determinants of greenfield foreign direct investment in business services (#370)

Martin Falk

Session B7: Competitive

Track: International Finance and Accounting

Date & time: Saturday 8 December (1430 - 1600)

Room:

Capital Structure and Financial Performance

Chair:

Capital structure of foreign direct investments: a transaction cost analysis (#60)

Asmund Rygh & Gabriel Benito

Regional influences on the equity share ownership of foreign partners in international joint ventures (#91)

Michael Bowe, Sougand Golesorkhi & Mo Yamin

Market determinants of voluntary disclosure of macroeconomic effects on corporate performance (#59)

Lars Oxelheim & Marcus Thorsheim

Determinants of financial performance in India: a study of BSE 500 index companies (#736)

Monica Singhania

Session B8: Competitive

Track: International HRM and Cross-Cultural Issues

Date & time: Saturday 8 December (1430 - 1600)

Room:

Managing Human Resources

Chair:

Psychological career mobility and person-language fit at the workplace: a conceptual approach (#539)

Maria Jarlstrom, Rebecca Piekkari & Tiina Jokinen

Basking in reflected glory' - psychic distance formation as a social comparison process (#530)

Anja Maria Schuster & Björn Ambos

Exploring the factors influencing the negotiation process in cross-border M&A (#728)

Mohammad Faisal Ahammad, Keith Glaister, Cary Cooper, Shlomo Tarba & Yipeng Liu

Managing human and institutional resources within the changing Indian business landscape: opportunities for the pharmaceutical industry in India (#413)

Surender Munjal & Vijay Pereira

Session B9: Competitive

Track: MNE Strategy and Organization

Date & time: Saturday 8 December (1430 - 1600)

Room:

Contemporary Challenges for International Business Strategy

Chair:

Foreign direct investment in high-risk environments: an historical perspective (#480)

Teresa da Silva Lopes & Mark Casson

An evaluation of matrix structure in today's MNEs (#201)

William Egelhoff & Joachim Wolf

Challenges of international management on the dawn of the 21st Century (#734)

Jean-Paul Lemaire, Ulrike Mayrhofer & Eric Milliot

Cultural attractiveness in international business (#383)

Chengguang Li & Felix Brodbeck

Session B10: Competitive

Track: MNE Strategy and Organization

Date & time: Saturday 8 December (1430 - 1600)

Room:

Multinationality and Performance

Chair:

The contribution of additional cultural distance to firm performance: an organizational learning perspective (#227)

Hannah Richta & Michael-Jörg Oesterle

Export spillovers: opening the black box (#14)

Eliane Choquette & Philipp Meinen

Relationship between entry mode and location factors in foreign direct investment (#592)

Jorge Fleta & María Ramírez Alesón

Necessary, sufficient or redundant? On the role of country-specific legal institutions and firm-specific tangible assets for the valuation impact of corporate nationality (#688)

Stefan Eckert, Marcus Dittfeld & Florian Meinfelder

Session B11: Competitive**Track: Subsidiary Strategies and HQ-Subsidiary Relations****Date & time: Saturday 8 December (1430 - 1600)****Room:****Subsidiary Innovation****Chair:**

Are headquarters good parents? Headquarters' influence on subsidiary level innovation processes (#22)

Francesco Ciabuschi, Mats Forsgren & Oscar Martín Martín

The impact on decision-making autonomy on subsidiary innovation: theory and evidence from Central and Eastern European countries (#28)

Dut Van Vo, Sjoerd Beugelsdijk & Gjalt de Jong

Capability upgrading through innovation strategies and integration in GIN: dynamics of how MNEs enhance global competitiveness through emerging markets strategies (#684)

Vandana Ujjual, Pari Patel & Nick Von Tunzelmann

Patterns and paths of German factories production and innovation strategies in China (#255)

Steffen Kinkel

Session B12: Competitive**Track: Corporate Governance and Corporate Social Responsibility****Date & time: Saturday 8 December (1430 - 1600)****Room:****Responsible Governance****Chair:**

Was the Norwegian gender quota law necessary? The insiders resistance (#131)

Reidar Oystein Strom

Environmental disclosure of the French largest industrial companies from 2005 to 2012: a content analysis (#6)

Elisabeth Albertini

Re-theorizing the firm: in pursuit of well-being and social justice (#685)

Ganesh Nathan

Session B13: Interactive**Track: Multinationals from Emerging Markets****Date & time: Saturday 8 December (1430 - 1600)****Room:**

Foreign Market Entry

Chair:

Greenfield investments of Turkish multinationals, 2003-2011 (#43)

Caner Bakir

The non obsolescence of the obsolescing bargaining model in emerging markets: liberalization, emerging market MNEs and the bargaining constraints faced by flagship MNEs (#720)

Kalindi Maheshwari & Mo Yamin

The rise of Brazilian EMNEs revealed through cross-border acquisitions: the impact of past experience on future M&A activity (#492)

Namik Kalajdzisalihovic & Desislava Dikova

Indian acquisitions in Europe (#707)

Filip De Beule

Foreign market entry in turbulent countries: extending the perceived environmental uncertainty 2 measure (#280)

Ernesto Tapia Moore

Choices over levels of exports in two primary goods: a Brazil-Argentina competition game for USA-Germany destinations (#232)

Augusto Marcos Carvalho de Sena

Session B14: Interactive

Track: International HRM and Cross-Cultural Issues

Date & time: Saturday 8 December (1430 - 1600)

Room:

Language and Cross-Cultural Issues

Chair:

Educating for stakeholder dialogues in transition economies: a principles based approach (#20)

Roland Bardy & Maurizio Massaro

Regional cultural differences within European countries: evidence from multi-country surveys (#45)

Urbas Varblane, Anneli Kaasa & Maaja Vadi

Conflict management in multilingual communities: emerged behavioural actions from language (#66)

Chi-Yun Chavi Chen & Fawaz AlHussan

Language barrier solutions in MNCs (#297)

Nathalie Aichhorn

Managing cross-cultural negotiations in the current Northern Iraq IB environment (#318)

Tobias Blechschmidt & Sabina Jaeger

Session B15: Interactive

Track: International Marketing

Date & time: Saturday 8 December (1430 - 1600)

Room:

International Marketing

Chair:

Organic food consumer behaviour in Brazil: a qualitative study (#5)

Danilo de Oliveira Sampaio & Marlusa Gosling

A study of generation ethnic effects on country of origin (#451)

Connie Chang & Yu-Hsu Sean Hsu

The impact of country image on quality assessment of foreign products: the moderating role of the nationality of the consumer (#557)

Camila Costa, Jorge Carneiro & Rafael Goldszmidt

The effect of geographical location on export-import intensity and overall performance: a study of SMEs in the Swedish furniture industry (#653)

Zsuzsanna Vincse, Johan Svensson & Håkan Boter

Balancing the internationalization process of a multinational corporation expanding into China: the case of acting ambidextrously (#681)

Henrik Dellestrand, Rian Drogendijk, Mikael Eriksson & Ulf Holm

Session B16: Interactive

Track: Networks and Alliances

Date & time: Saturday 8 December (1430 - 1600)

Room:

The Experiences of Alliances and IJVs

Chair:

Internationalization explained as community building effort: moving beyond networks (#347)

Petr Berdyshev & Peter Zellinig

Contribution of social sector organizations in socially entrepreneurial behaviour of multinational corporations (#467)

Misagh Tasavori, Reza Zaefarian & Teck Yong Eng

Environment factors and survival of IJV: the case of Mediterranean region (#617)

Dorra Triki & Emna Moalla

Psychic effect and managing of international acquisition by emerging MNCs in advanced economies (#638)

Le Huu Nguyen & Jorma Larimo

Antecedents and consequences of relational capabilities: a study of MNE subsidiaries in Thai manufacturing sector (#690)

Rapeeporn Rungsithong, Klaus Meyer & Anthony Roach

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SATURDAY 8 DECEMBER 2012

Session C (1630 - 1800)

Session C1: Panel

Date & time: Saturday 8 December 2012 (1630 -1800)

Room:

Meet the Editors

Chair: Roger Strange (University of Sussex)

Panellists: John Cantwell (Editor-in-Chief, *Journal of International Business Studies*)
 Roberto di Pietra (Editor-in-Chief, *Journal of Management and Governance*)
 Pervez Ghauri (Editor, *International Business Review*)
 Peter Liesch (Editor, *Journal of World Business*)
 Joachim Wolf (Editor-in-Chief, *Management International Review*)

Session C2: Panel

Date & time: Saturday 8 December 2012 (1630 -1800)

Room:

Emerging Market Multinationals in Advanced Countries: Internationalization and Innovation

Chair: Filip De Beule (University of Leuven)

Panellists: Helena Barnard (University of Pretoria)
 Lourdes Casanova (Cornell University)
 Jaya Prakash Pradhan (Central University of Gujarat)
 Ying Zhang (Rotterdam School of Management)

Session C3: Competitive

Track: SMEs, Entrepreneurship and Innovation

Date & time: Saturday 8 December (1630 - 1800)

Room:

SME Global and Regional Strategies

Chair:

Regional and global exporting of Italian SMEs (#386)

Alfredo D'Angelo, Antonio Majocchi & Trevor Buck

Resource differences between born global and born regional firms: evidence from Canadian small and medium sized manufacturers 1997-2004 (#58)

Sui Sui, Zhihao Yu & Matthias Baum

The performance of international new ventures: does global orientation matter? (#506)

Daniele Cerrato & Mariacristina Piva

International supply chain management: an emergent perspective on internationalization (#525)

Thomas Borghoff

Session C4: Competitive

Track: Knowledge Management and Technology Transfer

Date & time: Saturday 8 December (1630 - 1800)

Room:

R&D Internationalization

Chair:

Consequences of global R&D portfolios for MNE performance (#346)

Mario Kafourous, Niron Hashai & Chengqi Wang

Changing patterns of R&D relocation activities: before and within the economic crisis (#257)

Steffen Kinkel

Institutional quality and R&D internationalization (#662)

Isabel Alvarez, Raquel Marin & Sara Ballesteros

How CEOs use knowledge to foster dynamic capabilities: the mediating role of knowledge based capital (#261)

Maika Spilke & Malte Brettel

Session C5: Competitive

Track: International Finance and Accounting

Date & time: Saturday 8 December (1630 - 1800)

Room:

International Banks

Chair:

Financial reform and bank efficiency: a multi-country analysis (#585)

Niels Hermes & Aljar Meesters

EU bank performance: the role of labour regulation (#721)

Emmanuel Mamatzakis & Anastasia Koutsomanoli-Filippaki

Ratings assignments: lessons from international banks (#741)

Guglielmo Maria Caporale, Roman Matousek & Chris Stewart

Session C6: Competitive

Track: International HRM and Cross-Cultural Issues
Date & time: Saturday 8 December (1630 - 1800)
Room:

Human Resources and Performance

Chair:

The impact of HR flexibility on knowledge transfer in international mergers and acquisitions (#729)

Riikka Sarala, Cary Cooper & Shlomo Tarba

Effects of personal characteristics on organizational commitment: evidence from Brazil's oil and gas industry (#40)

Mônica Cavalcanti Sá Abreu, Maria Cristiane Cunha & Silvia Maria Pedro Rebouças

Organizational identification in MNE subsidiaries: a multi-level study (#74)

Adam Smale, Ingmar Bjorkman, Mats Ehrnrooth, Kristiina Makela & Jennie Sumelius

Session C7: Competitive

Track: MNE Strategy and Organization

Date & time: Saturday 8 December (1630 - 1800)

Room:

The Internationalization Process

Chair:

The measurement of internationalization (#310)

Sandra Seno-Alday

What do inward-outward linkages in the internationalization process mean for export survival? (#13)

Eliane Choquette

Multinational firms investing into Ireland: an analysis of the software & IT and financial services sectors (#372)

Fragkiskos Filippaios & Fatima Annan-Diab

Mining firms are not just internationalized for natural resources: the motives of Chinese mining SOEs and POEs (#309)

Monica Ren & Robert Jack

Session C8: Competitive

Track: Networks and Alliances

Date & time: Saturday 8 December (1630 - 1800)

Room:

Business Networks

Chair:

Managing institutional impediments through business networks (#121)

Angelika Lindstrand, Kent Eriksson & Nurgul Ozbeck

Inter-firm networks and the forces to a leading position in the knowledge network (#330)

Mei Ho & Even Liu

Global networks in the high-tech industry: structural holes and R&D performance (#687)

Susanne Scherer, Gregor Binder, Jonas Puck & Mario Glowik

How open do MNCs need to be to extract value in open innovation? (#184)

Christopher Williams & Jaap Vossen

Session C9: Competitive

Track: Subsidiary Strategies and HQ-Subsidiary Relations

Date & time: Saturday 8 December (1630 - 1800)

Room:

Subsidiary Networks

Chair:

The strategic management of external networks: factor market concentration's impact on subsidiary external embeddedness (#130)

Grazia Santangelo & Ulf Andersson

Stakeholder networks, subsidiary performance, and the efficiency of subsidiary political strategies (#468)

Stefan Heidenreich, Jonas Puck & Igor Filatotchev

Effects of business networks including socio-political actors on subsidiary strategy processes: the case of Western MNC subsidiaries in emerging economies (#631)

Cecilia Pahlberg & Anna Ljung

Autonomy, network relationships and the performance of subsidiaries in competitive city regions: the case of Denmark (#668)

Frank McDonald, Heinz Tüselmann, Andreas Stephan, Jens Gammelgaard & Christoph Dörrenbächer

Session C10: Competitive

Track: IB Research Methodology and Teaching

Date & time: Saturday 8 December (1630 - 1800)

Room:

New IB Research Practices and Methodologies

Chair:

Towards new conceptualizations of organizational control: outlining a discourse analysis study of managers' talk in a cross-border acquisition (#12)

Laura Erkkila

The case study in family business: a review of research practice (#95)

Emmanuella Plakoyiannaki, Tanja Kontinen & Arto Ojala

Cross cultural rhetorical strategies to publish in international management academic publications (#603)

Jorge Fleta & Fang Pan

Session C12: Interactive

Track: Knowledge Management and Technology Transfer

Date & time: Saturday 8 December (1630 - 1800)

Room:

Knowledge Management and Innovation**Chair:**

Different governance mechanisms, different benefits: knowledge sharing in international professional service firms (#132)

Ragnhild Kvålshaugen & Sverre Tomassen

The role of foreign subsidiaries in internationalization and innovative activity in Poland: the results from CIS 2008 (#166)

Szymon Truskolaski & Justyna Majewska

China's intellectual property environment and risk evaluation for foreign companies (#322)

Qing Cao

How dynamic capabilities improve the ability of firms to perform better during institutional transitions (#712)

Asta Pundziene, Solveiga Buoziute, Margarita Pilkiene & Sarunas Nedzinskas

Organizational attractiveness of emerging market multinational corporations in Europe and the United States (#159)

Terry Alkire

Business model and role of accelerators in creating start-up firm: case of American and European accelerators (#645)

Diala Kabbara

Session C13: Interactive

Track: International Finance and Accounting

Date & time: Saturday 8 December (1630 - 1800)

Room:

International Finance

Chair:

Determinants for political risk insurance of direct investments in emerging markets (#10)
Omar Penna Moreira Filho & Richard Saito

ADRs and their effect on the capital structure of listed firms: evidence from Brazil (#700)
Felipe Flores Martins, Jeferson Lana, Wlamir Goncalves Xavier, Rosilene Marcon & Rodrigo Bandeira-de-Mello

Financial needs of international firms (#730)
Federica Sist

Impact of dividend policy on shareholders' wealth: a study of select Indian companies (#735)
Monica Singhanian

Cross-border mergers and acquisitions: an analysis of Chinese market reaction (#666)
Aysun Ficici, Bulent Aybar, Bo Fan & Lingling Wan

Overseas stock market reactions to the internationalization of emerging market firms: the effects of corporate governance on shareholder value creation (#710)
Lutao Ning, Jing-Ming Kuo & Roger Strange

Session C14: Interactive

Track: Knowledge Management and Technology Transfer

Date & time: Saturday 8 December (1630 - 1800)

Room:

FDI and Host Economies

Chair:

The dark side of dynamic capabilities: on foreign operation mode flexibility and cost-benefit tradeoffs (#661)
Bent Petersen, Gabriel Benito & Lawrence Welch

A model for FDI in mature economies: the case of Japan (#251)
Remy Magnier-Watanabe & Jean-Paul Lemaire

Inward investment in a transition economy: characteristics and performance over the last ten years (#643)
Laura Haar, Nicolae Marinescu & Cristinel Constantin

Cluster dynamics and the MNEs role in cluster development (#79)
Zsuzsanna Vincze & Peter Zettinig

Facilitating the conception and execution of innovation strategies within the MNC: the role of knowledge governance mechanisms (#675)

Karina Jensen

Session C15: Interactive

Track: Networks and Alliances

Date & time: Saturday 8 December (1630 - 1800)

Room:

Trust and Social Capital

Chair:

Beyond cronyism: in pursuit of deep trust (#321)

Antony Drew, Anton Kriz, Byron Keating & Christopher Rowley

Control mechanisms and trust between complementary and substitutive effects: an empirical investigation on international strategic alliance (#654)

Marina Vignola & Bernardo Balboni

Developing "we-ness" with others: collective identity work in international collaborations (#177)

Ying Zhang & Chris Huxham

The influence of social capital on business performance: an analysis in Brazilian small firm networks (#278)

Douglas Wegner, Clara Koetz, Eduardo de Oliveira Wilk & Antonio Domingos Padula

Co-location, social capital and the internationalization process of Basque MNCs through country-of-origin industrial agglomeration in China (#465)

Berrbizne Urzelai & Jinmin Wang

Employees as entrepreneurs: social capital and opportunity recognition (#656)

Sebastian Schorch & Alexandra Gerbasi

Session C16: Interactive

Track: Subsidiary Strategies and HQ-Subsidiary Relations

Date & time: Saturday 8 December (1630 - 1800)

Room:

Subsidiary Strategies

Chair:

Informal governance and its impact on transactional uncertainty of transnational corporations: the case of social relatedness (#157)

Kim-Leong Chung, Joerg Freiling & Sven Laudien

The individual network position's effect on subsidiary initiative acceptance (#602)

Anna Strutzenberger

Subsidiary identity construction: managing boundaries, distinctiveness and relationships (#637)

Helene Colman, Inger Stensaker & Birgitte Groggaard

The role of subsidiary identity and organisational identification in the co-construction of MNE subsidiary mandates (#652)

Eva Alfoldi, Jeremy Clegg & Sara McGaughey

A dual-sided transaction costs perspective on IJV partnerships (#699)

Alexander Wisgickl, Markus Hoedl & Jonas Puck

DRAFT

SUNDAY 9 DECEMBER 2012

Session D (0900 - 1030)

Session D1: Competitive

Track: International Business and Sustainable Development

Date & time: Sunday 9 December (0900 - 1030)

Room:

Corporate Social Responsibility & Human Rights

Chair:

Human rights due diligence in global value chains (#249)

Sarianna Lundan & Peter Muchlinski

Global business and society: exploring CSR adoption and human rights abuses by large corporations (#385)

Elisa Giuliani & Davide Fiaschi

CSR and the multinational corporation: a case study of embedding a social mission (#650)

Jacqueline Mees-Buss & Catherine Welch

Determinants potentially motivating CSR activities in MNC subsidiaries: a stakeholder perspective (#740)

Byung Il Park & Pervez Ghauri

Session D2: Competitive

Track: IB Theory and International Economics

Date & time: Sunday 9 December (0900 - 1030)

Room:

The Location of FDI

Chair:

The FDI location decision: modelling conceptions of distance (#119)

Graham Cookson, Frédéric Blanc-Brude, Jenifer Piesse & Roger Strange

How different are emerging market MNEs: a comparative study of location choice (#262)

Klaus Meyer & Saul Estrin

Regional location-specific drivers for the post-entry subsidiary development: empirical evidence from a transition economy (#96)

Christine Holmström Lind, Agnieszka Chidlow, Ulf Holm & Heinz Tüselmann

Motives of location of FDI companies in Poland: the case of Lodz region (#416)

Tomasz Dorozynski & Wojciech Urbaniak

Session D3: Competitive
Track: SMEs, Entrepreneurship and Innovation
Date & time: Sunday 9 December (0900 - 1030)
Room:

The Influence of SME Dynamic Capabilities

Chair:

Dynamic capabilities for internationalization: from market entry to sustainable internationalization (#635)

Margaret Fletcher, Simon Harris & Volker Mahnke

Disentangling competitive advantage, capabilities and knowledge conditions: the case of the GRD exporting and non-exporting firms (#165)

Kostas Tsekouras, Areti Gkypali & Kostas Kounetas

Dynamic capabilities of resource poor exporters: a study of SMEs in New Zealand (#4)

Dietmar Sternad, Sabina Jaeger & Christina Mundschoetz

International entrepreneurs' performance orientation and their social capital for internationalization (#677)

Simon Harris, Colin Wheeler & Pervez Ghauri

Session D4: Competitive
Track: SMEs, Entrepreneurship and Innovation
Date & time: Sunday 9 December (0900 - 1030)
Room:

The Determinants of SME Performance

Chair:

Inside the black box: learning, innovation and SMEs international performance (#711)

Birgit Hagen, Antonella Zucchella, Davide Guido, Mario Grassi, Peter Liesch, Jay Weerawardena & Gillian Sullivan-Mort

Speed of SME globalization and performance (#208)

Mikael Hilmersson & Martin Johanson

The role of internationalization as a determinant of innovation performance: an analysis of 42 countries (#141)

Andrea Filippetti, Marion Frenz & Grazia Ietto-Gillies

Internationalization and survival of manufacturing firms: the case of new ventures (#680)

Francisco Puig, Miguel Gonzalez-Loureiro & Pervez Ghauri

Session D5: Competitive**Track: Knowledge Management and Technology Transfer****Date & time: Sunday 9 December (0900 - 1030)****Room:****Technology and Technology Transfer in MNEs****Chair:***Knowledge flows within multinational corporations: how well does it flow? (#170)*

Catia Fernandes Crespo

International joint ventures as a boundary spanner of technological knowledge transfer: a case of automotive parts industry in the emerging market (#69)

Zaheer Khan, Yong Kyu Lew & Rudolf Sinkovics

Pre-emptive knowledge transfer, information overload as a barrier, and a lock-out as an externality (#498)

Namik Kalajdzisalihovic & Andras Lengyel

Session D6: Competitive**Track: International Finance and Accounting****Date & time: Sunday 9 December (0900 - 1030)****Room:****Executive Remuneration, Retention and Monitoring****Chair:***Executive compensation in Europe and the US: a contingency perspective to integrate substitutionary and complementary corporate governance mechanisms (#628)*

Alexander Huettenbrink, Jana Oehmichen, Marc Rapp & Michael Wolff

The effect of globalization on disclosure level of director and executive remuneration in Australia (#335)

Pradeep Ray, Sangeeta Ray & Zaheed Riaz

The influence of institutions in founder-CEO retention: IPO firms in a developing country context (#727)

Bruce Hearn & Jenifer Piesse

The use of financial contracting arrangements to constrain rent-seeking behaviour of managers of subsidiary firms (#698)

Robert Suban, Michael Bowe & Mo Yamin

Session D7: Competitive**Track: International HRM and Cross-Cultural Issues****Date & time: Sunday 9 December (0900 - 1030)**

Room:

The Effects of National Culture

Chair:

Going beyond national cultures: matching cultural change in multi-level analysis (#139)

Innan Sasaki

Top management team's cultural diversity, ambidextrous orientation and firm performance (#140)

Timurs Umans

An examination of the existing measures of cultural distance: does one size fit all? (#410)

Fragiskos Filippaios & Anthi Avloniti

Session D8: Competitive

Track: MNE Strategy and Organization

Date & time: Sunday 9 December (0900 - 1030)

Room:

Location Determinants and Impacts

Chair:

Locational determinants of FDI in Africa (#122)

Rian Drogendijk, Martin Boman, Christian Hellqvist & Desiree Blankenburg Holm

The choice of foreign locations of Swiss MNEs: an analysis based on firm data (#328)

Spyros Arvanitis, Heinz Hollenstein & Tobias Stucki

Location choices of FDI and multinational performance: first evidence from matched firms (#97)

Nigel Driffield & Yong Yang

The role of sub-national geographic space in multinational firms' entry mode choices (#496)

Stefano Elia, Lucia Piscitello & Sergio Mariotti

Session D9: Competitive

Track: MNE Strategy and Organization

Date & time: Sunday 9 December (0900 - 1030)

Room:

The Activities of MNE Subsidiaries

Chair:

Funding sources for decentralized R&D activity: evidence from MNE subsidiaries in the European periphery (#508)

Pavlos Dimitratos, Dimitris Manolopoulos & Ioannis Thanos

Examining strategy diversity and interdependence in the MNC's subsidiaries and their functional activities (#536)

Paz Estrella Tolentino, Odile Janne & Pi-Chi Chen

The role of TNC subsidiaries on host countries: the case of Malaysia (#719)

Chie Iguchi

Subsidiary mandates beyond host markets: a select and temporary MNC phenomenon? (#113)

Nicolas Lohr, Dirk Morschett & Hanna Schramm-Klein

Session D10: Competitive

Track: Subsidiary Strategies and HQ-Subsidiary Relations

Date & time: Sunday 9 December (0900 - 1030)

Room:

Knowledge Transfer within MNEs

Chair:

Competence building in transnational companies: the role of regional headquarters in subsidiary coordination (#151)

Joerg Freiling & Sven Laudien

The lifecycle of a population of regional headquarters (#325)

Perttu Kahari & Rebecca Piekkari

Diffusing subsidiary initiatives in multinational enterprises: national and organizational determinants (#187)

Christopher Williams & Maya Kumar

Reverse knowledge transfer and the implication of embeddedness: a cross-level interaction perspective (#510)

Yen-Chen Ho

Session D11: Interactive

Track: International Business and Sustainable Development

Date & time: Sunday 9 December (0900 - 1030)

Room:

Stakeholder Influences

Chair:

Perceptions of business cultures in transforming economies (#9)

Chris Brewster, Clive Viegas Bennett & Claudia Ruiz Mendoza

NGOs in the news: the implications of media attention (#168)
Angela Marberg

Internationalization pathway of social entrepreneurs: conceptualizing the social cosmopolitan (#179)
Max Pater & Igor Kalinic

International immigration in the European Union: chances and challenges (#267)
Renata Orlowska

An unexpected consequence of fair trade: producers' dependence (#282)
Garance Gautry & Ernesto Tapia Moore

Session D13: Interactive

Track: Supply Chain Strategies, Offshoring and Outsourcing

Date & time: Sunday 9 December (0900 - 1030)

Room:

Conceptual and Theoretical Perspectives

Chair:

In the light of theory: the "offshoring - competitive advantage" relationship (and why 'distance' matters again) (#541)
Bjoern Schmeisser

The role of language in managing the MNC: challenging the concept of distance as a representation of difference (#349)
Angels Dasí & Torben Pedersen

Offshoring of value activities: a critical literature review and conceptual framework (#548)
Bjoern Schmeisser

Shaping supply chain governance (#646)
Thi Song Hanh Pham & Kien Nguyen

Session D14: Interactive

Track: SMEs, Entrepreneurship and Innovation

Date & time: Sunday 9 December (0900 - 1030)

Room:

The Process of Internationalization

Chair:

Coopetition and innovation activities among SMEs: the case of manufacturing and export companies in one region of Poland (#7)

Barbara Jankowska

Internationalization of franchises in emerging markets (#46)

Pedro Resende Melo, Ronaldo Couto Parente, Moacir de Miranda Oliveira Jr. & Filipe Mendes Boroni

The activities of Chinese immigrant entrepreneurs in Canada and China: a case study (#86)

Tiia Vissak & Xiaotian Zhang

Institutional entrepreneurship in competitive interactions (#250)

Alex Bitektine

Explaining the process of new venture internationalization from emerging economies: case of Russia (#348)

Irina Mihailova (Jormanainen), Galina Shirokova & Igor Zibarev

New Zealand construction and engineering firms: overcoming challenges to internationalization (#649)

Swati Nagar & Peter Enderwick

Session D16: Interactive

Track: Networks and Alliances

Date & time: Sunday 9 December (0900 - 1030)

Room:

On Clusters and Networks

Chair:

Cluster mapping in MNE: an empirical approach for Switzerland (#678)

Michael Keller & Xavier Tinguely

A dynamic perspective on technological distance and network positioning in alliance networks (#461)

Jojo Jacob & Geert Duysters

A typology for analysing network changes in M&As (#703)

William Degbey & Elina Pelto

Handling uncertainty by reaching insidership in networks: the case of ABB in Turkey (#737)

Siavash Alimadadi, Anna Bengtson, Cecilia Pahlberg & Amjad Hadjikhani

Influence of network leadership on network performance (#516)

Susanne Ruckdäschel

SUNDAY 9 DECEMBER 2012
EIBA Fellows' Plenary Session III (1100 – 1230)

Martin Wolf (Financial Times)
The Limits to Growth in the 21st Century

Chair: Danny Van Den Bulcke

DRAFT

SUNDAY 9 DECEMBER 2012
Session E (1400 -1530)

Session E1: Panel

Date & time: Sunday 9 December 2012 (1400 -1530)

Room:

UNCTAD Panel:
FDI, Regional Value Chains and Sustainable Development

Chair: James Zhan (UNCTAD)

Panellists: Alan Rugman (University of Reading)
 Peter Buckley (University of Leeds)
 Karl Sauvant (Columbia Law School)
 Antonella Zucchella (University of Pavia)
 Rob van Tulder (Rotterdam School of Management)
 Hafiz Mirza (UNCTAD)

Session E2: Panel

Date & time: Sunday 9 December 2012 (1400 -1530)

Room:

Cultural Differences: Between versus Within Country Variation

Chair: Sjoerd Beugelsdijk (University of Groningen)

Panellists: Mark Peterson (Florida Atlantic University)
 Mikael Sondergaard (University of Aarhus)
 Brendan McSweeney (Royal Holloway)

Session E3: Competitive

Track: Multinationals from Emerging Economies

Date & time: Sunday 9 December (1400 - 1530)

Room:

Emerging MNEs in Advanced Economies

Chair:

Geographical agglomeration of Indian and Chinese multinationals in Europe: a comparative analysis (#41)

Haiyan Zhang, Zhi Yang & Danny Van Den Bulcke

An empirical study on Turkish EMNCs outward FDI motives into the EU and their marketing-related underlying dimensions (#342)

Nukhet Vardar, Nimet Uray & Ramazan Nacar

Emerging market MNEs investing in Europe: a typology of subsidiary global-local connections (#430)

Sara Gorgoni, Elisa Giuliani, Christina Günther & Roberta Rabbellotti

Home country knowledge base as driver of emerging firms' asset-seeking investments in advanced countries (#682)

Stefano Elia & Grazia Santangelo

Session E4: Competitive

Track: IB Theory and International Economics

Date & time: Sunday 9 December (1400 - 1530)

Room:

Culture and Psychic Distance

Chair:

The role of culture on mimetic foreign market entries (#636)

Chengguang Li

The role of psychic distance in international trade: a longitudinal analysis (#17)

Lars Håkanson

When East meets West: a new incentive theory for cultural differences in performance orientation (#339)

Ursula Ott

Session E6: Competitive

Track: SMEs, Entrepreneurship and Innovation

Date & time: Sunday 9 December (1400 - 1530)

Room:

The Process of SME Internationalization

Chair:

Understanding internationalization processes of new ventures: looking inside the swollen middle (#190)

Nuno Fernandes Crespo, Vitor Corado Simões & Margarida Fontes

Internationalization sequence? Exploring internationalization patterns of small and medium sized firms (#514)

Marie Oehme & Suleika Bort

Dunning's eclectic paradigm and the entry mode choice: the evidence of SMEs from emerging markets (#163)

Rose Quan

Foreign direct investment location choice of small and medium-sized firms: the moderating effect of knowledge intensity and international experience (#683)

Pascal Huett, Matthias Baum & Christian Schwens

Session E7: Competitive

Track: SMEs, Entrepreneurship and Innovation

Date & time: Sunday 9 December (1400 - 1530)

Room:

The Difficulties of SME Internationalization

Chair:

Perception of competitors from an individual cognitive perspective: an explorative study (#633)

Jörg Hruby

Nonlinear internationalization: the case of MVM Meccanica Valle Metauro SRL (#77)

Tiia Vissak, Barbara Francioni & Fabio Musso

Perceived problems and difficulties in SME internationalisation: a managerial cognition perspective (#354)

Jörg Hruby

The importance of strategic alliances for small entrepreneurial firms (#71)

George Nakos, Keith Brouthers & Pavlos Dimitratos

Session E8: Competitive

Track: Knowledge Management and Technology Transfer

Date & time: Sunday 9 December (1400 - 1530)

Room:

Reverse Technology Transfer in MNEs

Chair:

Bridging knowledge gaps: returnees and reverse knowledge spillovers from Chinese local firms to foreign firms (#226)

Xiaohui Liu, Jiangyong Lu, Seong-jin Chio & Lan Gao

The role of reverse knowledge transfer in explaining MNCs' performance (#57)

Lamia Ben Hamida, Valeriya Dominé & Mario Kafourous

That shiny moon has a dark side too: reverse transfer of practices and intra-corporate plagiarism (#714)

Michal Lemanski

Session E9: Competitive

Track: International HRM and Cross-Cultural Issues

Date & time: Sunday 9 December (1400 - 1530)

Room:

International Staffing Practices

Chair:

The deployment of strategic individualized compensation systems: a multi-level approach (#731)

Paul Gooderham, Michael Brookes, Mark Fenton-O'Creevy & Richard Croucher

Global staffing practices for knowledge professionals: key drivers for the selection of international assignees (#489)

Dimitris Manolopoulos, Panagiota Sapouna, Pavlos Dimitratos & Emmanouil Sofikitis

International business travelling and work-to-life interface: does international career orientation make it easier? (#23)

Liisa Mäkelä, Ulla Kinnunen & Vesa Suutari

Session E10: Competitive

Track: International Marketing

Date & time: Sunday 9 December (1400 - 1530)

Room:

Marketing and Firm Performance

Chair:

Multiple sales channel strategy and performance: the moderating role of international experience and globalization potential (#398)

Mika Gabrielsson & Peter Gabrielsson

The impact of SMEs degree of internationalization on their tacit export knowledge and the financial export performance in a period of global economic recession (#408)

Raluca Mogos Descotes, Olli Kuivalainen & Bjorn Walliser

How marketing strategies influence export performance? An investigation on micro and small Brazilian enterprises (#540)

Reynaldo Danneker Cunha, Thelma Valeria Rocha & Sergio Garrido Moraes

Customer orientation and SME export performance: insights from Italian manufacturing firms (#556)

Simone Novello, Jorge Lengler & Pilar Murias

Session E11: Competitive

Track: MNE Strategy and Organization

Date & time: Sunday 9 December (1400 - 1530)

Room:

Outside Influences on Firm Strategy

Chair:

Exploring the influence of industry factors on the implementation on non-market strategy (#145)

Steven McGuire, Tazeeb Rajwani, Thomas Lawton & Johan Lindeque

Corporate political strategies of MNEs: a resource dependence perspective (#144)

Vikrant Shirodkar

Voluntary standards and industry associations: perspectives from British economic history (#726)

Aashish Velkar

Market driving capabilities and performance in global firms (#641)

Fatima Wang, Pervez Ghauri & Ulf Elg

Session E12: Competitive

Track: MNE Strategy and Organization

Date & time: Sunday 9 December (1400 - 1530)

Room:

Ownership and Entry Mode

Chair:

Are family firms more internationally involved than non-family firms? The case of Italy (#733)

Antonio Majocchi & Jean-François Hennart

Firm resources, institutional distance, and the choice of entry mode (#686)

Markus Hoedl, Jonas Puck & Igor Filatotchev

Foreign market entry as a competitive response (#488)

Wolfgang Gleich & Jan Fisch

Economic freedom and foreign direct investment ownership mode strategy of multinational enterprises in Asia and Latin America (#73)

Ahmad Arslan, Syed Hussain & Jorma Larimo

Session E13: Interactive

Track: Multinationals from Emerging Markets

Date & time: Sunday 9 December (1400 - 1530)

Room:

The Process of EMNE Internationalization

Chair:

Is being acquired by a Chinese company a way to internationalize in the Chinese market? The case of Chinese acquisitions in the German automotive sector (#197)

Simona Gentile-Luedecker

Internationalization agents: wolves or sheep? (#521)

Erica Kovacs, Walter Moraes, Renata Oliveira, Rodrigo Bandeira-de-Mello & Rosilene Marcon

The internationalization process of family businesses: a two-case study on the agribusiness (#657)

Bianca Magnani Tavares & Luis Henrique Pereira

Multinationals, business groups, and group-specific advantages (#351)

Roderick Bugador

A multi-case study of Polish firms venturing abroad via FDI (#409)

Jan Nowak, Marian Gorynia, Piotr Trapczynski & Radoslaw Wolniak

Session E14: Interactive

Track: SMEs, Entrepreneurship and Innovation

Date & time: Sunday 9 December (1400 - 1530)

Room:

The Drivers of SME Internationalization

Chair:

Internationalization support services for internationally oriented new ventures (#39)

Petri Ahokangas & Tiina Petäsnoro

One, two, many - opportunity recognition in team based international new ventures (#63)

Per Servais, Tuija Mainela & Vesa Puhakka

Institutions, resources and firm strategies: a comparative analysis of entrepreneurial firms in three transitional economies (#109)

Krzysztof Obloj, Garry Bruton & Chung-Ming Lau

The emergence of born globals in Poland: what made this possible (#214)

Mirosław Jarosinski

Financial incentives to exporting SMBs in emerging markets (#648)

Izabel Regina Souza, Dinora Elite Floriani & Felipe Mendes Borini

Drivers in foreign market location selection: comparative studies of Chinese born global and non-born global firms (#706)

Xiaotian Zhang & Tatyana Tsukanova

Session E15: Interactive

Track: International HRM and Cross-Cultural Issues

Date & time: Sunday 9 December (1400 - 1530)

Room:

HR Issues in MNEs

Chair:

Top management teams' competencies for internationalization process: does it influence on firm's result? (#62)

Marina Latukha & Andrei Yu Panibratov

Staffing foreign subsidiaries with parent company nationals or host country nationals? Insights from European subsidiaries (#186)

Christoph Dörrenbächer, Jens Gammelgaard, Frank McDonald, Andreas Stephan & Heinz Tüselmann

Do German firms differ from UK firms in the internationalization of their top managers? A neo-institutionalist perspective (#507)

Stefan Schmid, Dennis Wurster & Tobias Dauth

Global integration between strategy and HRM: an exploratory case study in KIFs (#671)

Tamiko Kasahara & Shingo Nishii

Task conflict, cooperation and performance (#689)

Ursula Pregernig & Jonas Puck

Dynamic capabilities in crisis management HR system: an exploratory proposition from the cases of multinationals in NIEs (#324)

Jaeho Lee & Jim Slater

Session E16: Interactive

Track: MNE Strategy and Organization

Date & time: Sunday 9 December (1400 - 1530)

Room:

International Strategies

Chair:

The influence of the country of origin effect on the relationship between internationality and performance (#173)

Paul Dammenhayn

How home-based resources become host market advantages: an exploratory case study of Uniqlo (#427)

Tetsuya Usui, Masae Takimoto & Masaaki Takemura

The myth about emerging market R&D strategies of MNEs: location specific drivers and global innovation networks - the case of Novozymes (#577)

Vandana Ujjual & Stine Haakonsson

International strategy and its redefinition in the context of the economic crisis: insights from a study on Basque firms (#717)

Aitziber Elola

Determinants of success in the South American wine industry (#724)

Luiz Felipe Dias Rangel Kling, Leonardo Augusto dos Santos Oliveira & Ronaldo Couto Parente

SUNDAY 9 DECEMBER 2012

Session F (1600 -1730)

Session F1: Panel
Date & time: Sunday 9 December 2012 (1600 -1730)
Room:

Alternative Approaches to Online Teaching

Chair: Ronaldo Couto Parente (Florida International University)
Panellists: Marcela Alvarado-Vargas (Florida International University)
 Keith J. Kelley (Florida International University)
 Yannick Thams (Florida International University)
 David Wernick (Florida International University)

Session F2: Panel
Date & time: Sunday 9 December 2012 (1600 -1730)
Room:

The Brewery Industry in a Global Context

Chair: Jens Gammelgaard (Copenhagen Business School)
Panellists: Magnus Andersson (Lund University)
 Christoph Dörrenbächer (Berlin School of Economics and Law)
 Rian Drogendijk (Uppsala University)
 Jorma Larimo (University of Vaasa)
 Urmas Varblane (University of Tartu)

Session F3: Competitive
Track: International Business and Sustainable Development
Date & time: Sunday 9 December (1600 - 1730)
Room:

Sustainable Development in Emerging Economies

Chair:

Effectiveness of investment incentives (#76)

Anže Burger, Andreja Jaklic & Matija Rojec

Dynamic relations between FDI, economic growth and productivity in an emerging economy: evidence from Turkey (#176)

Xanthippi Adamoglu & Dimitrios Kyrkilis

Does the EU play an effective role as a single representative for all members? Case of Poland (#276)

Krystyna Zoladkiewicz

Session F4: Competitive

Track: Multinationals from Emerging Markets

Date & time: Sunday 9 December (1600 - 1730)

Room:

The Strategies of EM Firms

Chair:

Internationalization of small firms in emerging markets: the strength of historical ties (#271)

Miguel Matos Torres, Francisco Figueira de Lemos & Penelope Fidas

The dynamics of the strategy formation process throughout the internationalization of Brazilian companies (#450)

Walter Moraes, Erica Kovacs, Renata Oliveira & Emili Oliveira

Management-driven internationalisation - a way to become international in a transformational economy (#670)

Emma Incze

Government role in shaping competitive advantages of emerging MNEs: a multidimensional approach for Russian context (#100)

Andrei Yu Panibratov & Marina Latukha

Session F5: Competitive

Track: Supply Chain Strategies, Offshoring and Outsourcing

Date & time: Sunday 9 December (1600 - 1730)

Room:

The Coordination of Global Value Chain Activities

Chair:

The hidden hub: coordinating global value chains with limited formal authority (#206)

Randi Lunnan & Sara McGaughey

In the shadow of offshoring: comparing the expectations of providers of multiple clients and providers of single clients (#37)

Mariana Almeida & Raquel Meneses

Strategic decision-making in offshoring: the moderating role of coordination (#90)

Marcus Møller Larsen

The outsourcing of primary activities: the case of Apple and Foxconn (#739)

Stefano Denicolai, Roger Strange & Antonella Zucchella

Session F6: Competitive
Track: SMEs, Entrepreneurship and Innovation
Date & time: Sunday 9 December (1600 - 1730)
Room:

The Influence of the Entrepreneur

Chair:

Influence of an entrepreneur's international business vision on promoting small firm internationalization: the moderating effect of strategic networking (#341)

Yee Kwan Tang

Steering firms in uncertain times: how CEOs make their firms more innovative as well as responsive to changing markets and demands (#256)

Maika Spilke & Malte Brettel

International entrepreneurial orientation and micromultinationals: the moderating effect of being an international new venture (#137)

Ioanna Deligianni, Pavlos Dimitratos & Andreas Petrou

Session F7: Competitive
Track: Knowledge Management and Technology Transfer
Date & time: Sunday 9 December (1600 - 1730)
Room:

R&D and Technology Spillovers

Chair:

Environment and FDI technology spillovers: does velocity matter? (#350)

Yoo Jung Ha & Axèle Giroud

Spillovers from foreign direct investment: the closer, the stronger? (#664)

Thi Song Hanh Pham & Thang Tran

Some practical remarks on internet application in the global knowledge and technology transfer (example of Poland) (#549)

Marcin Gryczka

Session F8: Competitive
Track: International Marketing
Date & time: Sunday 9 December (1600 - 1730)
Room:

Media and Advertising

Chair:

The cultural impact of language integration in print advertisements: a marketing insight from India (#593)

Dev Kumar Boojihawon & Mona Mohamed Ishaq

Attitudes towards advertising in Brazil and China (#224)

Marin Marinov, Svetla Marinova & Dan Petrovici

Cross-cultural variations in consumer perceptions of corporate social responsibility in global food retailing (#258)

Chia-Shu Lin & Augustos Osseo-Asare

Session F9: Competitive

Track: MNE Strategy and Organization

Date & time: Sunday 9 December (1600 - 1730)

Room:

International Business & the Commonwealth**Chair:**

Comments by Mohammad Razzaque (Chief Economic Advisor to the Commonwealth Secretariat)

Role of country alliances in reducing transaction costs in internationalisation of Indian multinational enterprise firms (#254)

Peter Buckley, Peter Enderwick, Nicolas Forsans & Surender Munjal

Managing political actors through network partners: the case of market driving strategy (#742)

Ulf Elg, Janina Schaumann & Pervez Ghauri

Session F10: Competitive

Track: Networks and Alliances

Date & time: Sunday 9 December (1600 - 1730)

Room:

Strategic Alliances and Joint Ventures**Chair:**

The impact of internationalization on the cooperation strategy: investigation on strategic alliance management in successful enterprises (#441)

Alexander Bode & Viviane Bressemer

The role of partner diversity for the survival of international multi-party joint ventures (#356)

Alexander Mohr, Chengang Wang & Anthony Goerzen

Geographic diversity and effective knowledge sourcing through alliances and M&As: redundancy, sequencing and complexity (#204)

Rene Belderbos, Jojo Jacob & Boris Lokshin

A liaison with a stranger? An empirical investigation on the competitive advantage of companies generated by a "green alliance" with an NGO (#344)

Stefan Kolb & Joachim Zentes

Session F11: Competitive

Track: **Subsidiary Strategies and HQ-Subsidiary Relations**

Date & time: **Sunday 9 December (1600 - 1730)**

Room:

Subsidiary Development

Chair:

Internationalization of the second degree: process drivers and restrictions in modern MNCs (#110)

Nicolas Lohr, Dirk Morschett & Bernhard Swoboda

Qualifying the learning channels of creative subsidiaries (#622)

Isabel Alvarez & John Cantwell

The role of flagship MNE subsidiaries in extending satellite cluster lifecycles: specialisation, adaptation and connectivity (#570)

Johanna Clancy, Paul Ryan, Majella Giblin & David Collings

Session F12: Interactive

Track: **Supply Chain Strategies, Offshoring and Outsourcing**

Date & time: **Sunday 9 December (1600 - 1730)**

Room:

Empirical Studies of Global Value Chains

Chair:

An empirical investigation of supply chain flexibility and performance in the present dynamic environment characterised by an increasing frequency of catastrophic events (#83)

Fabian Lehnert, Joachim Zentes & Hanna Schramm-Klein

The adoption of global sourcing by a Brazilian company (#277)

Luciana Marques Vieira & Moema Pereira Nunes

Organizational strategies and internationalization through global value chains: Brazilian information technology firms multiple case study (#323)

Eduardo Armando & Adalberto Americo Fischmann

Global sourcing readiness: on opportunity recognition, comfort zones, and risk-reducing measures (#440)

Bent Petersen, Peter Oerberg Jensen & Roger Schweizer

Value chain module relocations and competitive position of an enterprise: perspectives of companies from clothing and automotive industries (#509)

Marlena Dzikowska

Remanufacturing and international trade: strategic implications in the automotive aftermarket (#587)

Maria Elo

Session F13: Interactive

Track: International HRM and Cross-Cultural Issues

Date & time: Sunday 9 December (1600 - 1730)

Room:

Expatriates and International Assignments

Chair:

The effect of psychological contract breach on international assignment success: a conceptual framework (#358)

Hasuli Kumarika Perera, Elaine Chew & Ingrid Nielsen

Factors influencing self-initiated expatriation: new insights from a developing country (#369)

Manjit Singh Sandhu & Chitra Jeevaprakasam Joseph

Not local or foreign: the Nikkeijin - another option for international human resource management (#705)

Masayuki Furusawa & Chris Brewster

Institutional leverage: diversity in the functions of internationally-assigned managers and potential for competitive advantage (#715)

Rochelle Haynes

Effects of social support on the dimensions of empowerment (#64)

Manjari Singh & Anita Sarkar

Session F14: Interactive

Track: MNE Strategy and Organization

Date & time: Sunday 9 December (1600 - 1730)

Room:

Political and Regulatory Influences

Chair:

Responses of incumbents to decisions of European regulator in the European telecommunications industry (#82)

Hans Van Kranenburg & Tristan Ross

A strategic approach to lobbying activities at the EU from the energy & power generating sector (#647)

Fragkiskos Filippaios & Robert Kennedy

Do multinational enterprises contribute to sustainable development by engaging in lobbying? The automotive industry and environmental regulations (#561)

Sigrun Wagner & Stephanos Anastasiadis

Geographical indications and sustainable exports: the implications of EU versus US legal protection (#673)

June Francis & David Robertson

The concept of enterprises' structural power in the context of competition's restrictions (#550)

Magdalena Sliwinska

Session F15: Interactive

Track: Corporate Governance and Corporate Social Responsibility

Date & time: Sunday 9 December (1600 - 1730)

Room:

Corporate Governance

Chair:

Catalysing strategic change: the effect of board capital and institutional differences (#640)

Sebastian Schrapp, Jana Oehmichen & Michael Wolff

Political connections effect on stock market price: evidence from Brazil (#329)

Jeferson Lana, Felipe Flores Martins, Rosilene Marcon, Rodrigo Bandeira-de-Mello & Wlamir Goncalves Xavier

Corporate governance around the world: a transaction cost economics perspective (#94)

Dorothee Feils, Manzur Rahman & Florin Sabac

Is CSR embedded in the system of corporate innovation objectives? Evidence from Poland (#327)

Malgorzata Lewandowska & Tomasz Golebiowski

Regulating temporary agency work: one inclusive proposition and three transnational private labour regulation mechanisms (#75)

Elizabeth Cotton

Session F16: Interactive

Track: IB Research Methodology and Training

Date & time: Sunday 9 December (1600 - 1730)

Room:

IB Research and Training

Chair:

Situational export training priorities (#15)

Tiit Elenurm

Doing "halfie" research in an emerging context: the case of Vietnam (#202)

Li Thuy Dao

Varieties of interdisciplinarity: a bi-dimensional framework (#412)

Sierk Horn & Malcolm Chapman
