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DENMARK

Understanding rapid internationalization of new low-technology ventures from emerging economies

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Published in:

New Global Developments and the Changing Geography of International Business

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. (2012). Understanding rapid internationalization of new low-technology ventures from emerging economies. In *New Global Developments and the Changing Geography of International Business* University of Liverpool.

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Thursday 29 March 2012

Meeting of the AIB UK&I Executive Committee (Committee members only)

16:00-18:00 ULMS Committee Room 2

Chair: Heinz Tuselmann

Informal Drinks Reception (all welcome)

18:00-19.30 ULMS Atrium

Drinks and capapes will be served

Registration will be open

Meeting for Doctoral Colloquium Panellists (panellists only)

19.30-20:00 ULMS Cafetria

Chair: Anna Morgan-Thomas

Briefing for those involved in giving feedback to PhD students in the doctoral colloquium

Friday 30 March 2012

Coffee

08:00-08:30

ULMS Atrium/Cafeteria

Registration

from 08:00

ULMS Atrium

Doctoral Colloquium 08:30-10:30

Doctoral A1 Innovation and enterpreneurial internationalization

08:30-10:30 ULMS Seminar 3

In search of interrelatedness of innovation and internationalisation processes in Finnish SMEs - The role of cross-border innovation

Nina Rilla

VTT Technical Research Centre of Finland, Espoo, Finland

The Influence of Network Competence on Internationalization of SMEs

Lasse Torkkeli

Lappeenranta University of Technology, School of Business, Lappeenranta, Finland

Internationalization Process of Chinese Born Global Firms

XIAOTIAN ZHANG

University of Tartu, Tartu, Estonia

Doctoral A2 Subsidiary Management and Development of Capabilities

08:30-10.30 ULMS Seminar 4

The Effect Of Non-Marketed Capabilites On The Competition Between Multinational Enterprises In Developing Countries

Awadh Almamari, Naresh Pandit, Andros Gregoriou

University of East Anglia, Norwich, UK

Negotiating Network Position in the Modern MNC: Why Western Subsidiaries must Create and Disseminate Capabilities in Positioning for Growth

Marty Reilly

Dublin Institute of Technology, Dublin, Ireland

Innovative Capability in MNC Subsidiaries: Evidence from a Panel Study In Transition Economies

Huifen Cai

The University of Hull, Hull, UK

Doctoral A3 Developing countries, institutional environment and internationalization

08:30-10:30 ULMS Seminar 5

Investigating the role of institutional environment on entry and participation in global value chains: a comparative case study in transition economies of Tajikistan and Kyrgyzstan

Dilshod Makhmadshoev

University of Strathclyde, Glasgow, UK

Institutional environment in offshoring: Host-country attractiveness and organizational model

Julien Gooris

Université libre de Bruxelles, Brussels, Belgium

An Exploratory Study Of Regional Negotiation Styles In China

Lianghui Lei

Loughborough University, Loughborough, UK

Doctoral A4 Implications of context: the case of Asia

08:30-10:30 Rendall LT1

New Empirical Findings in the Establishment Mode Choices by Chinese MNEs

Ziyi Wei

Henley Business School, University of Reading, Reading, UK

The internationalisation of firms in frontier markets

Namukale Chintu

University of Cambridge, Cambridge, UK

British Multinationals in South East Asia: Strategy, Subsidiary and Performance

Quyen T K Nguyen

University of Reading, Reading, UK

Doctoral A5 Location, institutions and implications for foreign ownership

08:30 - 10:30 Rendall LT2

The Efficacy, Use And Efficiency Of Public Support For Internationalization

Miguel Torres

University of Aveiro, Aveiro, Portugal

The effects of institutional distance on foreign-owned subsidiary development. The case of the Northwest of England.

Sven Dahms

Manchester Metropolitan University, Manchester, UK

Synergistic networks between multinational enterprise (MNEs) subsidiaries and subnational institutions in Ireland

Sinead Monaghan

University of Limerick, Limerick, Ireland

Doctoral B1 Developing capabilities in cross-cultural management

08:30 - 10:30 Rendall LT3

Power Capabilities and Cross-Border Dissemination in Multinational Corporations:
The influence of Internationally-Assigned Managers

Rochelle Haynes

De Montfort University, Leicester, UK

Language and practice translation. Mentoring and coaching practices in Poland.

Edyta Kostanek

Hanken School of Economics, Helsinki, Finland

Moving Towards a Truly Global Knowledge Economy - Bridging the Gap between
Developed and Developing Regions: A Central Eastern European Perspective

*Abdur Rab Athar*¹

¹*University of Liverpool, Liverpool, UK,* ²*Continued Start Ltd., Liverpool, UK*

Doctoral B2 Capabilities, knowledge and value creation

08:30 - 10:30 Rendall LT5

Knowledge exchange between local firms in transitional economies and Multinational
Entities (MNEs), and the creation of viable linkages in the agro-industry sector.

Maeve O'Connell

Manchester Business School, University of Manchester, Manchester, UK

Suppliers' technological capability upgrading and regional expansion of value chain
activities: The role of chain governance, market-driving orientation and value chain
innovation in extant and parallel chains

Tanyaporn Soontornthum

Manchester Business School, Manchester, UK

Rising Power Firms And Drivers Of Economic Change

Umair Choksy

Manchester Business School, Manchester, UK

Coffee

10:15 - 10:45 ULMS

Atrium/Cafeteria

Conference Welcome

10:45 - 11:00 Rendall LT6

Chair: Gary Cook

Keynote Speech - Prof. Ram Mudambi

11:00 - 12:15 Rendall LT6

Chair: Gary Cook

Prof. Ram Mudambi, Fox School of Business, Temple University

"New Directions in Economic Geography and IB"

Lunch

12:15 - 13:15 ULMS

Atrium/Cafeteria

Parallel Paper Sessions 13:15-15:00

1A Critical Perspectives on IB/IM Track Paper Session: Spatiality and Mobilities

13.00-14.15 ULMS Seminar 3

Chair: Dr. James Faulconbridge

The Transfer of Taiwanese Management Practices to British Subsidiaries: A Diachronic Analysis of Stickiness

Yi-Ying Chang

National Taiwan University of Science and Technology, Taipei, Taiwan

Towards A New New Geography Of Innovation - The Rise Of Chinese Innovation Giants And Its Implications For The Global Economic Order

Shaowei He¹, Grahame Fallon², Peter Lawrence¹, Richard Sanders¹, Jelena Vukicevic¹

¹The University of Northampton, Northampton, UK, ²Brunel University, London, UK

Global Production Networks in the Aerospace Industry: The Role of Risk and Revenue Sharing Partnerships

David Smith¹, David Williams²

¹Nottingham Trent University, Nottingham, UK, ²University of Liverpool, Liverpool, UK

1B Panel Session. Blown to Bits: ICT, International Enterprise and the Death of Distance

13:15 - 15:00 ULMS Seminar 4

Chair: Dr. Anna Morgan-Thomas

The Internet as an Alternative Path to Internationalization?

Dr. Rudolf Sinkovics, Manchester Business School, University of Manchester

ICT, International Enterprise and the Demand-Side Perspective

Dr. Becky Reuber, Rotman School of Management, University of Toronto

E-Opportunities and the Emergent Forms of Participation in IB

Dr. Anna Morgan-Thomas, University of Glasgow Business School

The Use of Netnography for Online Data Collection

Dr. Sharon Loane, Ulster Business School, University of Ulster

1C Influences on Outward FDI

13:15-15:00 ULMS Seminar 5

Investigating Outward FDI by Indian MNEs in the UK

Reza Aboutalebji, Hui Tan

Royal Holloway, University of London, Surrey, London, UK

Determinants of Outward Foreign Direct Investment: Does Public Policy Matters?

Miguel Torres^{1,2}, Celeste Varum^{1,2}

¹University of Aveiro, Aveiro, Portugal, ²GOVCOOP, Aveiro, Portugal

Extending Dunning's Investment Development Path: The Role of Home Country Institutional Determinants in Explaining Outward Foreign Direct Investment

Carmen Stoian

Kent Business School, Kent, UK

Outward Foreign Direct Investment and the Adaptive Efficiency of the German Institutional System

Martin Bohl¹, Frank McDonald¹, Heinz Tuselmann¹, Svitlana Voronkova¹, Paul Windrum¹

¹Westfälische Wilhelms University Münster, Münster, Germany, ²University of Bradford, Bradford, UK, ³Manchester Metropolitan University, Manchester, UK, ⁴Freelance Researcher, San Francisco, USA, ⁵University of Nottingham, Nottingham, UK

The Home Country Determinants of Outward Foreign Direct Investment from East Asia during Industrialisation Period

Ling Liu

University of Edinburgh, Edinburgh, UK

1D Economic Geography and IB Track Paper Session 1: MNEs and Economic Geography

13:15-15:00 Rendall LT1

Chair: Dr. Gary Cook

Inertia and change in the evolution of multinational enterprise subsidiary capabilities: an economic geography perspective

Nicholas Phelps¹, Crispian Fuller²

¹UCL, London, UK, ²Aston University, Birmingham, UK

Host Country Location, Subsidiary-Level Firm-Specific Advantages, And Subsidiary Performance In South East Asia

Quyen T.K Nguyen, Alan M. Rugman

University of Reading, Reading, UK

Location Choice And Firm Strategy: Insight From The Oil And Gas Firms

Colin Dale, Simon Collinson

University of Reading, Reading, UK

Location and reverse international knowledge transfer in the MNE: where does affiliate performance boost parent performance?

Nigel Driffield¹, James Love², Yong Yang³

¹Aston University, Birmingham, UK, ²University of Birmingham, Birmingham, UK, ³Essex University, Essex, UK

Who Benefits from Clusters? Multinational Enterprises versus Uninational Enterprises

Naresh Pandit², Gary Cook¹, Jonathan Beaverstock³, Pervez Ghauri⁴

¹University of Liverpool, Liverpool, UK, ²Norwich Business School, University of East Anglia, Norwich, UK, ³University of Nottingham, Nottingham, UK, ⁴King's College London, London, UK

1E Developing and Exploiting Subsidiary Capabilities

13:15-15:00 Rendall LT2

Subsidiary value adding from adverse environments

Ulf Andersson¹, Fidel León-Darder², Luis Eduardo Sigala Paparella³

¹Copenhagen Business School, Frederiksberg, Denmark, ²Universitat de València, València, Spain, ³UCLA, Quito, Venezuela

Synergistic networks between Multinational Enterprise (MNE) Subsidiaries and Subnational Institutions: Exploring the utility of Social Network Analysis (SNA)
Sinead Monaghan, Jonathan Lavelle, Patrick Gunnigle
University of Limerick, Limerick, Ireland

The Interplay of Networking Activities and Internal Knowledge Actions for Subsidiary Influence within MNCs

Zhaleh Najafi Tavani¹, Axele Giroud², Ulf Andersson³

¹*University of Leeds, Leeds, UK*, ²*University of Manchester, Manchester, UK*,

³*Copenhagen Business School, Copenhagen, Denmark*

Shifting balance in capability development

Taina Eriksson, Mari Ketolainen

University of Turku, School of Economics, Turku, Finland

Navigating in the modern MNC: The emergence of a Pilot Subsidiary Role

Marty Reilly¹, Pamela Scott¹, Vincent Mangematin²

¹*Dublin Institute of Technology, Dublin, Ireland*, ²*Grenoble Ecole de Management, Grenoble, France*

Reconceptualising Cross-border Knowledge Acquisition: An Empirical Investigation into Antecedents

Mia Hsiao-Wen Ho, Pervez Ghauri

King's College London, London, UK

1F Rapidly Internationalising Firms

13:15 - 15:00 Rendall LT3

Modelling the speed of internationalization: examining the different modes of internationalization according to their timing and speed

Masahiro Kotosaka

Saïd Business School, University of Oxford, Oxford, UK

Understanding rapid internationalization of new low technology ventures from emerging economies

Romeo V. Turcan

Aalborg University, Aalborg, Denmark

Accelerated internationalization of small firms: Adjusting and activating networks for opportunities

Anita Juho, Tuija Mainela

Oulu Business School, Oulu, Finland

Early Rapidly Internationalising Small Firms: A case for continuous International Entrepreneurial Opportunity Development.

Shingairai Masango¹, Svetla Marinova^{1,2}

¹*Sheffield Hallam University, Sheffield, UK*, ²*Aalborg Universitet, Denmark, Denmark*

Rapid Internationalization Strategy for Emerging Market SMEs: The Effect of the Interplay between Speed, Competitive Intensity and Foreign Partnerships on Firm Survival

Ziliang Deng¹, Ruey-Jer 'Bryan' Jean², Rudolf R. Sinkovics³

¹*School of Business, Renmin University of China, Beijing, China*, ²*National Chengchi University, Taipei, Taiwan*, ³*Manchester Business School, Manchester, UK*

1G Entry Mode Choice

13:15-15:00 Rendall LT5

Determinants of foreign direct investments (FDI) ownership mode choice in China: evidence from Nordic manufacturing investment

Yi Wang, Jorma Larimo
University of Vaasa, Vaasa, Finland

Market entry and the size of operators in European mobile telecommunication markets

Peter Curwen¹, Ulrich Heimeshoff², Jason Whalley¹
¹*University of Strathclyde, Glasgow, UK*, ²*University of Düsseldorf, Düsseldorf, Germany*

Why firms employ different internationalisation strategies? - Evidence from China

Meng Song, Jun Du, Nigel Driffield
Aston University, Birmingham, UK

Performance or friends? Orientations in internationalization relationship choices

Simon Harris¹, Colin Wheeler¹
¹*University of Edinburgh, Edinburgh, UK*, ²*University of Portsmouth, Portsmouth, UK*

The Foreign Direct Investment of Japanese MNEs in Europe: analysis of entry modes and performance

David Tanganelli¹, Jean-Louis Schaan⁰
¹*International University of Catalonia, Barcelona, Spain*, ²*Richard Ivey School of Business, University of Western Ontario, London, Canada*

1H Corporate governance

13:15-15:00 Rendall LT8

Does better corporate governance create shareholder value during the internationalisation of emerging market firms?

Lutao Ning¹, Roger Strange², Jing-ming Kuo¹
¹*Durham Business School, Durham University, Durham, UK*, ²*Sussex University, Sussex, UK*

The Governance Determinants of Family Founder-Entrepreneur CEO Led IPO firms in North Africa

Bruce Hearn
University Of Sussex, Brighton, UK

The Effect of Board Composition on Poverty Outreach of Microfinance Institutions: Evidence from East Africa

sougand golesorkhi¹, neema mor², trond randoy³
¹*The Business School, Manchester Metropolitan University, Manchester, UK*, ²*School of Management, University of Agder, Kristiansand, Norway*, ³*School of Management, University of Agder, Kristiansand, Norway*

Ownership diversification and family control in internationalizing SMEs: The influence of network competence

Lasse Torkkeli, Kaisu Puumalainen, Sami Saarenketo, Olli Kuivalainen
Lappeenranta University of Technology, School of Business, Lappeenranta, Finland

Large Shareholders and Target Returns: International Evidence

Narjess Boubakri¹, Jean-Claude Cosset², Dev Mishra³
¹*American University of Sharjah, Sharjah, United Arab Emirates*, ²*HEC-Montreal, Montreal, QC, Canada*, ³*University of Saskatchewan, Saskatoon, SK, Canada*

1I Finance and IB

13:15-15:00 Rendall LT6

The UK and US Business Model: Capitalization ahead of earnings

Colin Haslam, Tord Andersson, Edward Lee, Nick Tsitsianis

University of Hertfordshire, Hatfield, UK

The Impact of Enterprise Finance Guarantee (EFG) Scheme on SMEs Financing in the UK during the Global Financial Crisis

Lucia Morales^{1,2}, Bismarck Ankomah²

¹Dublin Institute of Technology, Dublin, Ireland, ²University of Liverpool, Liverpool, UK

A Comparison Of The Indirect Diversification Benefits Of Us Equity Products

Martha Luff

Trinity College Dublin, Dublin, Ireland

The Relationship between Multinationality and Risk

Nejat Capar

Meliksah University, Kayseri, Turkey

Strategic Assets, Financial Contracting and Equity Share Contributions in International Joint Ventures

Michael Bowe¹, Sougand Golesorkh², Mo Yamin¹

¹Manchester Business School, University of Manchester, Manchester, UK,

²Manchester Metropolitan University, Manchester, UK, ³Manchester Business School, University of Manchester, Manchester, UK

Coffee

15:00-15:30 ULMS Atrium

Parallel Paper Sessions 15:30-17:15

2A/1 Critical Perspectives on IB/IM Track Panel Session 1

14.30-15:50

ULMS Seminar 3

Chair: Dr. Odul Bozkurt

Spatiality and Mobilities: Prof. Andrew Jones, Birkbeck, University of London

Culture and Identity: Sierk Ybema, VU University Amsterdam

Methodology: Prof Rebecca Piekkari, Aalto University School of Economics

2B Special Panel: Enriching the institutional perspective in International Business Research

15:30-17:15

ULMS Seminar 4

Chair: Prof. Mo Yamin & Prof. Rudolf Sinkovics

How can IB be enriched by incorporating a wider and more heterodox perspective on comparative business systems, *Mo Yamin & Rudolf Sinkovics*

Internationalization and firms' responses: The influences of institutions and organizational capabilities, *Matt Allen & Richard Whitley*

A comparative institutional perspective on linkage formation by multinational companies, *Axele Giroud*

TBC, *Mick Moran*

2C Small Firm Internationalisation: Processes and Strategies

15:30-17:15

ULMS Seminar 5

Exploring the relationship between entrepreneurial experience and strategic orientation of Born Global Start-ups

Manuela Presutti, Vincenza Odorici

Department of Management, Bologna, Italy

Drivers in Market Selection in Internationalization Process: Comparative Studies of Chinese Born Global and Non-Born Global Firms

Xiaotian Zhang^{1,2}, Tatyana Tsukanova^{3,4}

¹University of Tartu, Tartu, Estonia, ²University of Oulu, Oulu, Finland,

³St.Petersburg University, St.Petersburg, Russia, ⁴HEC Paris, Paris, France

SMEs organisational capabilities and export performance

Serena Mascherpa¹, Antonella Zucchella¹, Roger Strange^{1,2}

¹University of Pavia, Pavia, Italy, ²University of Sussex, Brighton, UK

The role Stakeholders in developing Marketing Capabilities in Internationalising SMEs.

Natasha Evers¹, Svante Andersson²

¹NUI Galway, Galway, Ireland, ²Halmstad University, Halmstad, Sweden

Interpreting Dunning's Eclectic Paradigm in the Context of Asian SMEs from Emerging Markets

Rose Quan

Newcastle Business School, Newcastle Upon Tyne, UK

2D Economic Geography and IB Track Paper Session 2: Clusters

15:30-17:15

Rendall LT1

Developing Sustainable Clusters: A Tale of Two Corridors

Kamarulzaman Ab. Aziz

Multimedia University, Cyberjaya, Selangor, Malaysia

Location choice of competence-creating subsidiaries: Evidence from the MNE linkage across 50 countries

Yong Yang¹, Caleb Kwong²

¹University of Essex, Essex, UK, ²University of Essex, Essex, UK

New Venture Internationalisation and the Cluster Life Cycle:

Interdisciplinary Insights on Ireland's Indigenous Software Industry

Mike Crone

Sheffield Business School, Sheffield, UK

MNE knowledge generation, reverse transfer and integration-the differential impact of geographical concentration and technological concentration

Yen-Chen Ho

University of Reading, Reading, UK

Cluster Critical Success Factors: A Review and Synthesis of the International Empirical Literature

Dimitrios Tsagdis¹, Mohammad Tavassoli²

¹University of Hull, Kingston upon Hull, UK, ²Blekinge Institute of Technology, Karlskrona, Sweden

Institutional Intervention and the Evolution of Clusters: The Case of MediaCityUK.

Jennifer Johns

University of Liverpool, Liverpool, UK

2E International Aspects of Innovation

15:30-17:15

Rendall LT2

Ownership, R&D and innovation performance: Evidence from transitional China

Da Teng¹, Jingtao Yi²

¹Coventry University, Coventry, UK, ²Renmin University, Beijing, China

Measuring the Institutional System of Patent Protection and Enforcement: a new index of 46 countries

Nikolaos Papageorgiadis¹, Adam Cross²

¹Bradford University School of Management, Bradford, UK, ²University of Leeds, Leeds, UK

Towards an Exploratory Model of Technology and Knowledge Transfer from Foreign Firms in Developing Countries: A Study of the Construction Industry in Ghana.

Ellis Osabutey

Middlesex University, London, UK

Technology commercialization and internationalisation and the performance of Korean SMEs in the Green IT sector

Frank McDonald¹, Taekyung Park²

¹Bradford University School of Management, Bradford, UK, ²Yeungnam University, Gyeongsan, Republic of Korea

Dynamic Capability: A Consequence of Technological Network Collaborations in the Internationalization Process

Yong Kyu Lew¹, Rudolf R. Sinkovics¹, Olli Kuivalainen²

¹The University of Manchester, Manchester, UK, ²Lappeenranta University of Technology, Lappeenranta, Finland

2F International Alliances

15:30-17:15

Rendall LT3

Exploring how MNEs select their partners in international political alliances

Andrew Barron

Strathclyde Business School, Glasgow, UK

When East Meets West: A Theory Of Cultural Incentives For Differences In Performance Orientation

Ursula Ott

Loughborough University, Loughborough, UK

The Co-evolution of International Strategic Alliances

Mia Hsiao-Wen Ho, Pervez Ghauri

King's College London, London, UK

Exploring And Exploiting Opportunities In Inter-Firm Cooperation: An International Comparative Study

Susan Freeman, Maureen Benson-Rea, Christina Stringer, Christian Felzensztein

University of Adelaide, South Australia, Australia

Unravelling the Processes of Alliance Capability Development in an Indian (Bio) Pharmaceutical Firm (WP)

Swetketu Patnaik

University of Kaiserslautern, Germany, Germany

Why do local JV partner firms in transition economies not learn from their JVs? – A multi-dimensional view on absorption capacity.

Irina Jormanainen

Aalto School of Economics, Helsinki, Finland

2G Corruption, CSR and the MNE

15:30-17:15

Rendall LT5

Market Seeking Motivations and Host Country Corruption in Bank Foreign Entries: Implications for Market Commitment

Andreas Petrou

Cyprus University of Technology, Limassol, Cyprus

Locational Decisions of MNEs in Emerging markets: Why worry about Corruption and Crime in Russia?

Natalya Smith¹, Ekaterina Thomas²

¹*University of Liverpool, Liverpool, UK*, ²*Staffordshire University, Stoke-on-Trent, UK*

Corporate Social Responsibility, Smoking Bans and Market Seeking FDI in the Tobacco Industry.

Nigel Driffield, Jo Crotty, Chris Jones

Aston University, Birmingham, UK

Corporate social entrepreneurship at the Bottom of the Pyramid: Antecedents and outcomes in India

Misagh Tasavori

Essex Business School, Southend on Sea, Essex, UK

Do The Benefits Of Foreign Direct Investment Get Reduced By Corruption? A Preliminary Investigation

Ramdas Chandra, Patricia Nicelli

Nova Southeastern University, Davie, FL, USA

2H International Mergers & Acquisitions

15:30-17:15

Rendall LT8

Human resource management practices and knowledge sharing in post-merger and acquisition integration: A conceptual framework for future research

Alphonse Aklamanu

University of Vaasa, Vaasa, Finland

How Does Economic Nationalism Influence Cross-border Acquisition in China?

Jianhong Zhang¹, Xinming He²

¹*Nyenrode Business University, Breukelen, The Netherlands*, ²*Newcastle University Business School, Newcastle upon Tyne, UK*

Foreign Acquisitions by Emerging Country Multinationals: Asset Exploitation or Asset Augmentation

Peter Buckley, Nicolas Forsans, Surender Munjal

University of Leeds, Leeds, UK

Creating a global spirits firm: how Diageo's international strategy co-evolved with merger policy

Julie Bower, Howard Cox

University of Worcester, Worcester, UK

Asset-Seeking Acquisitions: Performance Consequences For Service Sector EMNCs

Sathyajit Gubbi

University of Groningen, Groningen, The Netherlands

A Causal Analysis of the Relationship between International Diversification and Performance

Nejat Capar

Meliksah University, Kayseri, Turkey

2A/2 Critical Perspectives on IB/IM Track Panel Session 2

16:10 - 17.30

ULMS Seminar 3

History: Prof Bill Cooke, Lancaster University Management School

Institutions: Dr Ayse Saka-Helmhout, The Surrey Business School

Commentary: Prof Glenn Morgan, Cardiff Business School

2I Culture, Institutions and IB

15:30-17:15

Rendall LT6

Institutions, Democracy, Political and Civil Liberties and FDI: A meta-analysis of the literature

Amir Hermidas², Fragkiskos Filippaios¹

¹*Kent Business School, University of Kent, Canterbury, Kent, UK,*

²*Kingston Business School, Kingston University London, Kingston, London, UK*

Culture's Consequences in Entrepreneurial Orientation: The Case of Afghan Migrants

Ali Muhammad, Saeed Akbar, Murray Dalziel

University of Liverpool, Liverpool, UK

An Exploratory Study On Self-Initiated Expatriates In Saudi Arabia

Jameel Qazi

King Fahd University of Petroleum and Minerals, Dhahran, Saudi Arabia

Matching international partnerships in the microfinance industry

Sougand Golesorkhi¹, Roy Mersland^{1,2}, Trond Randoy^{1,3}

¹*The Business School, Manchester Metropolitan University, Manchester, UK,*

²*School of Management, University of Agder, Kristiansand, Norway,*

³*School of Management, University of Agder, Kristiansand, Norway*

Evaluating the Effects of Cultural Distance on Corporate Performance: A Meta-Analysis of the Existing Literature

Anthi Avloniti, Fragkiskos Filippaios

Kent Business School, University of Kent, Canterbury, Kent, UK

Ownership concentration, institutions and expected stock returns

Bruce Hearn¹, Kate Phylaktis², Jenifer Piesse¹

¹*University Of Sussex, Brighton, UK,*

²*Cass Business School, London, UK,*

³*University Of Bournemouth, Bournemouth, UK*

Gala Dinner

From 18:45

Liverpool Anglican Cathedral

18:45 Drinks reception with piano recital by Cathedral organist

19:30 Dinner followed by awards and votes of thanks

Concert performance by SnakeStrings until c. 22.45

SnakeStrings will play the first half of their concert during dinner and a second set after dinner, when a bar will be available. You will be provided with a voucher to spend at the bar as trade for cash is not allowed on the floor of the Cathedral.

Saturday 31 March 2012

Coffee

08:30-09:00

**ULMS
Atrium/Cafeteria**

Parallel Paper Sessions 09:00-10.25

3A Critical Perspectives on IB/IM Track Paper Session: Actors, Identities and Politics

09:00-10.25 ULMS Seminar 3 Chair: Dr. Odul Bozkurt

Beyond National Culture: An Identity Perspective on Cross-Border Management and Business Networking

Fiona Moore

Royal Holloway, University of London, Egham, Surrey, UK

A Political Perspective on Translating Strategy in a Multinational Corporation: Localize or Local Lies?

Minna Mars, Rebecca Piekkari

Aalto University, School of Economics, Helsinki, Finland

Localization Of HRM Practices and The Expatriate Manager: An Uneasy Relationship?

Wei Lu

Aalto University, School of Economics, Helsinki, Finland

3B Special Panel Human Mobility, Institutions and International Knowledge Diffusion

09:00-10.25 ULMS Seminar 4 Chair: Prof. Xiaohui Liu and Prof. Yingqui Wei

Panelists:

Xiaohui Liu

Yingqui Wei

Yundan Gong

Lan Gao

Moving to Foreign Direct Investment or not? A Multi-dimensional Analysis of the Outward Internationalization Process of Chinese Private Firms

Nan Zheng¹, Yingqi Wei¹, Xiaohui Liu¹, Jiangyong Lu¹

¹The University of York, York, UK, ²The University of York, York, UK,

³Loughborough University, Leicestershire, UK, ⁴Peking University, Beijing, China

Institutional differences, foreign ownership and FDI spillovers

Ziko Konwar¹, Frank McDonald¹, Chengang Wang¹, Yingqi Wei²

¹University of Bradford, Bradford, UK, ²University of York, York, UK

3C Human Resources and International Business

09:00-10.25 ULMS Seminar 5

Perceived Work climate and Work Performance in Public Security Organizations in the UAE

Abubakr Suliman

BUID, Dubai, United Arab Emirates

The evolution of lateral hiring and skill formation in the global airline industry, 1940-2010

Joseph Amankwah-Amoah
Bristol University, Bristol, UK

Secret For The Longevity In Japanese Shinise Companies - Organizational Culture Approach

Innan Sasaki
Turku School of Economics at University of Turku, Turku, Finland

The Influence of Human Resource Management (HRM) Practices on Knowledge Sharing in ERP Implementation

Alphonse Aklamanu¹, Benita Gullkvist²
¹University of Vaasa, Vaasa, Finland, ²Hanken School of Economics, Vaasa, Finland

3D Economic Geography and IB Track Paper Session 3: Geography and Innovation

09:00-10:25 Rendall LT1

Building Effective R&D Portfolios: Location Choices and Performance Consequences

Mario Kafourous¹, Niron Hasha², Chengqi Wang¹
¹University of Leeds, Leeds, UK, ²Jerusalem School of Business Administration, Jerusalem, Israel, ³Nottingham University Business School, Nottingham, UK

Subsidiary strategic types and functional activities: the importance of knowledge in the multinational's differentiated network

Odile Janne
Birkbeck, University of London, London, UK

The moderating role of internationalization in the R&D-performance relationship

Fasli Wahid, Rod McNaughton
University of Waterloo, Waterloo, Ontario, Canada

The Myth about Emerging Market R&D Strategies of MNEs: Location Specific Drivers and Global Innovation Networks, the case of Novozymes.

Stine Jessen Haakonsson¹, Vandana Ujjual²
¹Department of Business and Politics, Copenhagen Business School, Copenhagen, Denmark, ²SPRU (Science and Technology Policy Research), University of Sussex, East Sussex, UK

3E Spatial Distribution of IB

09:00-10:25 Rendall LT2

International market selection and Performance: A Transaction Cost Analysis Perspective

Xinming He
Newcastle University Business School, Newcastle upon Tyne, UK

Paradoxes of Changing Landscape of Globalisation

Oskar Kayasan
European Research Centre, University of London, London, UK

The Spatial Distribution of Japanese Investment in the UK, 1991-2010

Peter Buckley, Sierk Horn, Adam Cross
University of Leeds, Leeds, West Yorkshire, UK

Understanding Multinational's Location Choice Decisions: A Resource Based View Perspective

Fatima Annan-Diab², Fragkiskos Filippaios¹
¹Kent Business School, University of Kent, Canterbury, Kent, UK, ²Kingston Business School, Kingston University London, Kingston, London, UK

3F Government-Business Relations in IB

09:00-10:25 Rendall LT3

Country Linkages and Firm Internationalization: Indian MNEs within Economic-Political Alliances of Nations

Peter Buckley¹, Peter Enderwick², Nicolas Forsans¹, Surender Munjal^{1,3}

¹University of Leeds, Leeds, UK, ²Auckland Technical University, Auckland, New Zealand, ³University of Delhi, Delhi, India

Why do MNEs engage in MNE-government relations? Empirical evidence from the European Union and the Automotive Industry

Sigrun M. Wagner

Royal Holloway, University of London, Egham, Surrey, UK

Exploring the bargaining between flagship MNEs and emerging market (EM) governments over industry policy: the mediating influence of EM MNEs

Mo Yamin, Kalindi Maheshwari

Manchester Business School, Manchester, UK

Chinese Telecommunication MNEs in Africa: Effects of Host Countries Economic Environment on IMNEs' Location choice

Yuxuan Tang, Robert Pearce, Christine Phillips

University of Reading, Reading, UK

3G Learning and Problem Solving in IB

09:00-10:25 Rendall LT5

Solving Critical Problems Collectively: A Conceptual Model of Non-Routine Problem Solving in Multinational Corporations

Esther Tippmann^{1,2}, Andrew Parker¹

¹Grenoble Ecole de Management, Grenoble, France, ²Dublin Institute of Technology, Dublin, Ireland

Subsidiaries linkage patterns: Learning expectations and spill-over threats

Ulf Andersson¹, Phillip Nell², Alessandra Perri³, Grazia Santangelo⁴

¹Copenhagen Business School, Frederiksberg, Denmark, ²Copenhagen Business School, Frederiksberg, Denmark, ³Carlos III University, Madrid, Spain, ⁴University of Catania, Catania, Italy

Regional Location-Specific Drivers For The Post-Entry Subsidiary Development: Empirical Evidence From A Transition Economy

Agnieszka Chidlow¹, Christine Holmström-Lind², Ulf Holm², Heinz Tüselmann¹

¹Manchester Metropolitan University, Manchester, UK, ²Uppsala University, Uppsala, Sweden

Micromultinational or not? International entrepreneurship, networking and learning

Pavlos Dimitratos¹, José Ernesto Amorós², Soledad Etchebarne³, Christian Felzensztein⁰

¹University of Glasgow, Glasgow, UK, ²Universidad del Desarrollo, Santiago, Chile, ³Universidad de Santiago de Chile, Santiago, Chile, ⁴Universidad Adolfo Ibáñez, Peñalolén, Chile

3H Exporting and Offshoring

09:00-10:30 Rendall LT8

Does the home-region bias of international business vary by industry? An analysis of trade data by type of product.

Louise Curran¹, Soledad Zignago²

¹Toulouse Business School, Toulouse, France, ²Banque de France, Paris, France

Exporting and Productivity: The Effects of Multi-market and Multi-product Export Entry

Priit Vahter^{1,2}, *Jaan Masso*²

¹*University of Birmingham, Birmingham, UK*, ²*University of Tartu, Tartu, Estonia*

Spatial Linkages and Offshoring Location Choice

*Alyson Ma*², *Ari Van Assche*¹

¹*HEC Montreal, Montreal, QC, Canada*, ²*University of San Diego, San Diego, CA, USA*

Institutional environment in offshoring: Host-country attractiveness and organizational model

Julien Gooris

Université libre de Bruxelles, Brussels, Belgium

Coffee

10.25-10.45 **ULMS**
Atrium/Cafeteria

Keynote speech Prof. Henry Yeung

10.45-12:00 **Rendall LT6** **Chair: Gary Cook**

Prof. Henry Yeung, National University of Singapore

"Global Production Networks: The Economic Geography of International Business."

Lunch

12:00-13:00 **ULMS**
Atrium/Cafeteria

AIB Members' Meeting (members only)

12:30-13:00 **ULMS Seminar 5** **Chair: Heinz Tuselmann**

Parallel Paper Sessions 13:00-14:45

4A Critical Perspectives on IB/IM Track Paper Session: Institutions

13:00-14:45 **ULMS Seminar 3** **Chair: Dr. Ayse Saka-Helmhout**

Corporate Social Responsibility In Developing Economies: Do Institutional Voids Matter?

*Kenneth Amaeshi*¹, *Tazeeb Rajwan*², *Emmanuel Adegbite*³

¹*University of Edinburgh Business School, Edinburgh, UK*, ²*Cranfield School of Management, Bedford, UK*, ³*Newcastle Business School, Newcastle, UK*

Internationalization, Institutions and Economic Growth: A Fuzzy-Set Analysis of the New EU Member States

*Matthew M. C. Allen*¹, *Maria L. Aldred*²

¹*Centre for Comparative and International Business Research, Manchester Business School, Manchester, UK*, ²*Manchester Metropolitan University Business School, Manchester, UK*

Informal institutions and limits to international convergence in corporate governance: the reaction to hedge fund activism in Japan

*John Buchanan*², *Dominic Chai*¹, *Simon Deakin*²

¹*Seoul National University, Seoul, Republic of Korea*, ²*University of Cambridge, Cambridge, UK*

Multinationals and Institutions: An Agency-oriented, Integrated Perspective
Arjan Keizer
Manchester Business School, Manchester, UK

4B Panel Session on International Business and Economic Geography

13:00-14:45 ULMS Seminar 4

Chair: Prof. Jon Beaverstock

Panellists:

Prof. Ram Mudambi

Prof. Henry Yeung

Prof. Pervez Ghauri

Prof. Andrew Jones

Prof. Frank McDonald

4C Internationalisation Processes in Service Industries

13:00-14:45 ULMS Seminar 5

Internationalization of IB scholarship and research method: review of IB journals
Anna Morgan-Thomas¹, Trevor Buck¹, Agnieszka Chidlow⁰
¹University of Glasgow, Glasgow, UK, ²Manchester Metropolitan University,
Manchester, UK

Strategic responses to global challenges - the case of Barclays, 1973-2007
John Wilson, Mitchell Larson
University of Liverpool, Liverpool, UK

How Professional Service Firms Internationalise: resource commitments and
competencies for internationalisation
Deirdre Canavan, Pamela Sharkey Scott
Dublin Institute of Technology, Dublin, Ireland

A Conceptualisation of the Internationalisation Process of Small-Sized Service Firms:
Bundling of Capabilities
Brynn Deprey¹, Karise Hutchinson², Lester Lloyd-Reason¹
¹Anglia Ruskin University, Cambridge, UK, ²University of Ulster, Belfast, UK

Global Diffusion of Mobile Banking: A Futures Perspective
Jenny Mullan, Laura Bradley, Sharon Loane
Ulster Business School, University of Ulster, Londonderry, Co. Londonderry, UK

4D Alliances, Joint Ventures and Cooperative Strategy

13:00-14:45 Rendall LT1

Modelling Conflict Management in International Joint Ventures: A holistic View
Huu Le Nguyen
University of Vaasa, Vaasa, Finland

Exploring the influence of institutional embeddedness of partner firms on inter-partner
dynamics in international strategic alliances
Jason Ferdinand¹, Swetketu Patnaik²
¹The University of Liverpool, Merseyside, UK, ²University of Kaiserslautern,
Kaiserslautern, Germany

Learning, Knowledge Transfer and Capability Building within International Joint
Ventures
Jeong-Yang Park, Simon Harris
University of Edinburgh, Edinburgh, UK

The Decision of Entry Mode in Cooperative Strategies: Cultural Distance or Relative Size of the Host Country?

Francisco Figueira de Lemos¹, Miguel Matos Torres^{2,3}

¹Uppsala University, Uppsala, Sweden, ²University of Aveiro, Aveiro, Portugal,

³GOVCOOP, Aveiro, Portugal

Conflict Resolution Process in International Joint Ventures: A Theatre Metaphore Approach

Huu Le Nguyen, Jorma Larimo

University of Vaasa, Vaasa city, Finland

4E Spillovers and FDI Impacts

13:00-14:45 Rendall LT2

Curvilinearity of vertical spillovers from foreign direct investment (FDI): Empirical evidence from South Korea

Yoo Jung Ha, Axèle Giroud

University of Manchester, Manchester, UK

Inter-regional Determinants of Innovatory Spillovers from Foreign Direct Investment: Evidence from China

Yi (Elizabeth) Wang¹, Peter J Buckley¹, Jeremy Clegg¹, Chengqi Wang²

¹University of Leeds, Leeds, UK, ²University of Nottingham, Nottingham, UK

Does FDI increase market concentration? An evaluation of the Portuguese manufacturing industries

Rosa Forte^{1,2}, Paula Sarmento^{1,2}

¹Faculty of Economics - University of Porto, Porto, Portugal, ²CEF.UP, Porto, Portugal

An Analysis of EU Inbound FDI and its Impact on Employment in Wales, 1983-2009

Mark Cook¹, Grahame Fallon²

¹University of Wolverhampton, Wolverhampton, UK, ²Brunel University, London, UK

The Potential for Technology and Knowledge Flows between Foreign and Local Firms: A Study of the Construction Industry in Ghana.

Ellis Osabutey¹, Karen Williams², Yaw Debrah²

¹Middlesex University, London, UK, ²Swansea University, Swansea, UK

4F The Strategic Role of Subsidiaries

13:00-14:45 Rendall LT3

The Consequence of MNE Decentralization: Empirical Evidence from Japanese Firms in Europe

Norifumi Kawai¹, Peter In der Heiden¹

¹University of Sussex, Brighton, UK, ²University of Duisburg-Essen, Duisburg, Germany

Subsidiaries And Functional Activities In Multinational Corporations: Diversity, Interdependence And Evolution

Paz Estrella Tolentino, Odile E.M. Janne, Pi-Chi Chen

Birkbeck, University of London, London, UK

Resolving the global efficiency versus local adaptability dilemma: US film multinationals in their largest foreign market in the 1930s and 1940s

Peter Miskell

Henley Business School, University of Reading, Reading, UK

Local Embedding Activity By the Competence-Seeking Mne Subsidiary

Shameen Prashantham¹

¹University of Glasgow, Glasgow, UK, ²University of Nottingham China, Ningbo, UK

Dynamic Capabilities in Emerging Markets- Simultaneous Capability Building and Competence Creation in Host locations by MNEs

Vandana Ujjal

SPRU, University Of Sussex, Brighton, UK

4G Internationalization Strategies

13:00-14:45 Rendall LT5

Firm-Level Determinants of Outward Foreign Direct Investment: A Systematic Review of the Empirical Literature

Miguel Torres^{1,2}, Celeste Varum^{1,2}, Francisco Lemos³

¹University of Aveiro, Aveiro, Portugal, ²GOVCOOP, Aveiro, Portugal, ³Uppsala University, Uppsala, Sweden

Ownership and Location Effects for Foreign Direct Investment in Southeast Asia

Susy Yuliana Tsai, Shih Kuan Chiu

Feng Chia University, Taichung, Taiwan

Multiregional Strategy For Superior Performance

Elena Beleska-Spasova

University of Reading, Reading, UK

A critical review of Hidden Champions and emerging research findings on their international strategies and orientations.

Alessa Witt, Chris Carr

University of Edinburgh, Edinburgh, UK

Beautiful Exit - How To Withdraw After Rapid Internationalisation?

Niina Nummela¹, Sami Saarenketo²

¹Turku School of Economics, University of Turku, Turku, Finland, ²Lappeenranta University of Technology, Lappeenranta, Finland

4H Catch Up and Strategies To and From Emerging Markets

13:00-14.45 Rendall LT8

Organizational expansion to underserved markets: Insights from emerging-market firms

Joseph Amankwah-Amoah

Bristol University, Bristol, UK

The Impact of Networks and Opportunity Development in the Internationalization Process: Firms from Newly Industrialized Countries

Huan Zou¹, Chia-Ling Liu², Pervez N. Ghauri³

¹School of Oriental and African Studies, London, UK, ²National Cheng Kung University, Tainan, Taiwan, ³King's College London, London, UK

Determinants of Foreign Subsidiary Performance: Evidence from Ghana

Samuel Dadzie, Jorma Larimo, Huu Le Nguyen

University of Vaasa, Vaasa, Finland

The Tortoise and the Hare: Catching up at Sub-industry Groups

Jie Xiong, Philippe Monin

EMLYON Business School, Lyon, France

The Changing and multi-motives of FDI in SSA: Evidence from Ghana.

Richard B. Nyuur¹, Yaw A. Debrah²

¹Northumbria University, Newcastle, UK, ²Swansea University, Swansea, UK

Coffee

14:45-15:00 ULMS Atrium/Cafeteria

Doctoral Colloquium 15:00-16:30

Doctoral B3 Implication of context: the case of internationalizing SMEs

15:00-16:30 ULMS Seminar 3

Development of capabilities for internationalization in knowledge-intensive SMEs (research proposal)

Mari Ketolainen

University of Turku, Turku, Finland

Foreign direct investment by small and medium-sized enterprises: The case of German nanotech SMEs

David Freund

Manchester Metropolitan University, Manchester, UK

Firm's network capability and access to the location-specific advantages

Dimitry Jacob

Queens University Belfast, Belfast, Northern Ireland, UK

Doctoral B4 Multinationality and location: implications for internationalization and performance

15:00-16:30 ULMS Seminar 4

Secret for the long term sustainability of Chinese companies

Innan Sasaki

Turku School of Economics at University of Turku, Turku, Finland

Multinationality and Thai Multinational Enterprises

Sirinuch Loykulnanta

University of Reading, Reading, UK

How does corruption affect the attraction of FDI in Latin America?

Jose Godinez

University of Edinburgh, Edinburgh, UK

Doctoral B5 Location effect: internationalization in emerging contexts

15:00-16:30 ULMS Seminar 5

Retailers' Strategic Responses To Institutional Pressures And The Effect On Legitimacy And Performance: The Case Of Finnish Multinational Retailers In Russia And Baltic States

Alphonse Aklamanu

University of Vaasa, Vaasa, Finland

Service Internationalization and the Effects of Institutions: case of Finnish Retailer in Emerging Economies

Anna Karhu

Turku School of Economics at University of Turku, Turku, Finland

The Internationalisation Process of Latin American Multinationals: Converting Country Specific Disadvantages into a Location Bound Institutional FSA

Karim Kirolos

Henley Business School, Reading, UK

Doctoral B6 Focus on international marketing

15:00-16:30 Rendall LT1

Investigation Of Factors That Influence The Effectiveness Of Comparative Advertising: A Cross-Cultural Study

Kalliopi Konsolaki

Kent Business School, University of Kent, Canterbury, Kent, UK

Value Creation in Mobile Banking Application Services: Exploring Banks-Customer Perspectives

Sulaiman Althuwaini

Hull University, Hull, UK

Doctoral B7 Governance choices and financing in the internationalizing firm

15:00-16:30 Rendall LT2

Venture Capital Financing and New Venture Internationalization: Relational Capital View

Fan Wang

University of Oulu, Oulu, Finland

Governance Choices Of Knowledge-Seeking Firms -- Evidence from Chinese MNEs

Zhengyu Li

Tilburg University, Tilburg, The Netherlands

Tax minimization and the global firm: The extent and consequences of tax minimization strategies on the activities of MNEs

Julia Feddersen

University of Bremen, Bremen, Germany