

International Entrepreneurship

Edited by

Benjamin M. Oviatt

*Professor of Managerial Sciences
and Director, Herman J. Russell, Sr. International Center for
Entrepreneurship, Robinson College of Business
Georgia State University, USA*

and

Patricia Phillips McDougall

*Associate Dean - Faculty and Research
and William L. Haeberle Professor of Entrepreneurship, Kelley School of
Business
Indiana University, Bloomington, USA*

THE INTERNATIONAL LIBRARY OF ENTREPRENEURSHIP

An Elgar Reference Collection
Cheltenham, UK • Northampton, MA, USA

Contents

Acknowledgements

ix

Introduction Benjamin M. Oviatt and Patricia Phillips McDougall

xiii

PART I CONCEPTS AND MODELS

1. Jim Bell, Rod McNaughton, Stephen Young and Dave Crick (2003), 'Towards an Integrative Model of Small Firm Internationalisation', *Journal of International Entrepreneurship*, 1 (4), December, 339-62 3
2. Nicole E. Coviello and Marian V. Jones (2004), 'Methodological Issues in International Entrepreneurship Research', *Journal of Business Venturing*, 19,485-508 27
3. Marian V. Jones and Nicole E. Coviello (2005), 'Internationalisation: Conceptualising an Entrepreneurial Process of Behaviour in Time', *Journal of International Business Studies*, 36 (3), May, 284-303 51
4. Tage Koed Madsen and Per Servais (1997), 'The Internationalization of Born Globals: An Evolutionary Process?', *International Business Review*, 6 (6), 561-83 71
5. Benjamin M. Oviatt and Patricia Phillips McDougall (1994), 'Toward a Theory of International New Ventures', *Journal of International Business Studies*, 25 (1), First Quarter, 45-64 94
6. Benjamin M. Oviatt and Patricia P. McDougall (2005), 'Defining International Entrepreneurship and Modeling the Speed of Internationalization', *Entrepreneurship Theory and Practice*, 29 (5), September, 537-53 114
7. Richard W. Wright and L^o-Paul Dana (2003), 'Changing Paradigms of International Entrepreneurship Strategy', *Journal of International Entrepreneurship*, 1(1), March, 135-52 131
8. Shaker A. Zahra and Gerard George (2002), 'International Entrepreneurship: The Current Status of the Field and Future Research Agenda', in Michael A. Hitt, R. Duane Ireland, S. Michael Camp and Donald L. Sexton (eds), *Strategic Entrepreneurship: Creating a New Mindset*, Chapter Twelve, Oxford: Blackwell Publishing, 255-88 149

PART II NEW VENTURES

9. Oliver Burgel and Gordon C. Murray (2000), 'The International Market Entry Choices of Start-Up Companies in High-Technology Industries', *Journal of International Marketing*, 8 (2), 33-62 185

10. Gary A. Knight and S.TamarCavusgil (2004), 'Innovation, Organizational Capabilities, and the Born-Global Firm', *Journal of International Business Studies*, 35 (2), March, 124-41 215
11. Jane W. Lu and Paul W. Beamish (2001), 'The Internationalization and Performance of SMEs', *Strategic Management Journal*, 22 (6-7), June-July, 565-86 233
12. Patricia Phillips McDougall, Scott Shane and Benjamin M. Oviatt (1994), 'Explaining the Formation of International New Ventures: The Limits of Theories from International Business Research', *Journal of Business Venturing*, 9, 469-87 255
13. Øystein Moen and Per Servais (2002), 'Born Global or Gradual Global? Examining the Export Behavior of Small and Medium-Sized Enterprises', *Journal of International Marketing*, 10 (3), 49-72 274
14. Rodney C. Shrader, Benjamin M. Oviatt and Patricia Phillips McDougall (2000), 'How New Ventures Exploit Trade-Offs Among International Risk Factors: Lessons for the Accelerated Internationalization of the 21st Century' > *Academy of Management Journal*, 43 (6), December, 1227-47 298

PART III KNOWLEDGE AND LEARNING

15. Walter Kuemmerle (2002), 'Home Base and Knowledge Management in International Ventures', *Journal of Business Venturing*, 17,99-122 321
16. Harry J. Sapienza, Dirk De Clercq and William R. Sandberg (2005), 'Antecedents of International and Domestic Learning Effort', *Journal of Business Venturing*, 20,437-57 345
17. Shaker A. Zahra, R. Duane Ireland and Michael A. Hitt (2000), 'International Expansion by New Venture Firms: International Diversity, Mode of Market Entry, Technological Learning, and Performance', *Academy of Management Journal*, 43 (5), October, 925-50 366

PART IV TOP MANAGEMENT TEAMS

18. Mason A. Carpenter, Timothy G. Pollock and Myleen M. Leary (2003), 'Testing a Model of Reasoned Risk-Taking: Governance, the Experience of Principals and Agents, and Global Strategy in High-Technology IPO Firms', *Strategic Management Journal*, 24 (9), September, 803-20 395
19. A. Rebecca Reuber and Eileen Fischer (1997), 'The Influence of the Management Team's International Experience on the Internationalization Behaviors of SMEs', *Journal of International Business Studies*, 28 (4), 807-25 413

PART V ALLIANCES AND NETWORKS

- | | | |
|-----|---|-----|
| 20. | Nicole Coviello and Hugh Munro (1997), 'Network Relationships and the Internationalisation Process of Small Software Firms', <i>International Business Review</i> , 6 (4), 361-86 | 435 |
| 21. | Jan Johanson and Jan-Erik Vahlne (2003), 'Business Relationship Learning and Commitment in the Internationalization Process', <i>Journal of International Entrepreneurship</i> , 1 (1), March, 83-101 | 461 |
| 22. | Michael J. Leiblein and Jeffrey J. Reuer (2004), 'Building a Foreign Sales Base: The Roles of Capabilities and Alliances for Entrepreneurial Firms', <i>Journal of Business Venturing</i> , 19, 285-307 | 480 |
| 23. | Jane W. Lu and Paul W. Beamish (2006), 'Partnering Strategies and Performance of SMEs' International Joint Ventures', <i>Journal of Business Venturing</i> , 21, 461-86 | 503 |

PART VI VENTURE CAPITAL

- | | | |
|-----|---|-----|
| 24. | Garry D. Bruton and David Ahlstrom (2003), 'An Institutional View of China's Venture Capital Industry: Explaining the Differences between China and the West', <i>Journal of Business Venturing</i> , 18, 233-59 | 531 |
| 25. | Mike Wright, Andy Lockett, Sarika Pruthi, Sophie Manigart, Harry Sapienza, Philippe Desbrieres and Ulrich Hommel (2004), 'Venture Capital Investors, Capital Markets, Valuation and Information: US, Europe and Asia', <i>Journal of International Entrepreneurship</i> , 2, 305-26 | 558 |

PART VII COUNTRY COMPARISONS

- | | | |
|-----|---|-----|
| 26. | Ted Baker, Eric Gedajlovic and Michael Lubatkin (2005), 'A Framework for Comparing Entrepreneurship Processes Across Nations', <i>Journal of International Business Studies</i> , 36 (5), September, 492-504 | 583 |
| 27. | Branko Bucar, Miroslav Glas and Robert D. Hisrich (2003), 'Ethics and Entrepreneurs: An International Comparative Study', <i>Journal of Business Venturing</i> , 18, 261-81 | 596 |
| 28. | Lowell W. Busenitz, Carolina Gomez and Jennifer W. Spencer (2000), 'Country Institutional Profiles: Unlocking Entrepreneurial Phenomena', <i>Academy of Management Journal</i> , 43 (5), October, 994-1003 | 617 |
| 29. | Stephen L. Mueller and Anisya S. Thomas (2001), 'Culture and Entrepreneurial Potential: A Nine Country Study of Locus of Control and Innovativeness', <i>Journal of Business Venturing</i> , 16 (1), January, 51-75 | 627 |

PART VIII ECONOMIC GROWTH

- | | |
|--|-----|
| 30. Zoltan J. Acs and Attila Varga (2005), 'Entrepreneurship, Agglomeration and Technological Change', <i>Small Business Economics</i> , 24 (3), April, 323-34 | 655 |
| 31. Andre van Stel, Martin Carree and Roy Thurik (2005), 'The Effect of Entrepreneurial Activity on National Economic Growth', <i>Small Business Economics</i> , 24 (3), April, 311—21 | 667 |

Name Index

679