

JIBS Special Collections

Series Editor
Academy of International Business

Technical Series Editor: Alain Verbeke is a Professor of International Business Strategy and holds the McCaig Research Chair in Management at the Haskayne School of Business, University of Calgary (Canada). He was elected as the Inaugural Alan M. Rugman Memorial Fellow at the Henley Business School, University of Reading (UK), and is Editor-in-Chief of the *Journal of International Business Studies*. He is also an Adjunct Professor at the Solvay Business School, Vrije Universiteit Brussel (Belgium). He is an elected Fellow of the Academy of International Business and has served as Secretary and Treasurer of the Fellows

Journal of International Business Studies (JIBS) is an official publication of the Academy of International Business and is the top-ranked journal in the field of international business. The goal of *JIBS* is to publish insightful, innovative and impactful research on international business. *JIBS* is multidisciplinary in scope and interdisciplinary in content and methodology. For more information, visit www.jibs.net.

Academy of International Business (AIB) is the leading association of scholars and specialists in the field of international business. A global community for the creation and dissemination of knowledge about international business and policy issues, the AIB transcends the boundaries of single academic disciplines and managerial functions to enhance business education and practice. For more information, visit aib.msu.edu.

More information about this series at
<http://www.palgrave.com/gp/series/15231>

A. Rebecca Reuber
Editor

International Entrepreneurship

The Pursuit of Opportunities across
National Borders

palgrave
macmillan

Editor

A. Rebecca Reuber
Rotman School of Management
University of Toronto
Toronto, ON, Canada

ISSN 2397-8775

ISSN 2397-8783 (electronic)

JIBS Special Collections

ISBN 978-3-319-74227-4

ISBN 978-3-319-74228-1 (eBook)

<https://doi.org/10.1007/978-3-319-74228-1>

Library of Congress Control Number: 2018931905

© The Editor(s) (if applicable) and The Author(s) 2018

This work is subject to copyright. All rights are solely and exclusively licensed by the Publisher, whether the whole or part of the material is concerned, specifically the rights of translation, reprinting, reuse of illustrations, recitation, broadcasting, reproduction on microfilms or in any other physical way, and transmission or information storage and retrieval, electronic adaptation, computer software, or by similar or dissimilar methodology now known or hereafter developed.

The use of general descriptive names, registered names, trademarks, service marks, etc. in this publication does not imply, even in the absence of a specific statement, that such names are exempt from the relevant protective laws and regulations and therefore free for general use.

The publisher, the authors, and the editors are safe to assume that the advice and information in this book are believed to be true and accurate at the date of publication. Neither the publisher nor the authors or the editors give a warranty, express or implied, with respect to the material contained herein or for any errors or omissions that may have been made. The publisher remains neutral with regard to jurisdictional claims in published maps and institutional affiliations.

Cover illustration: Mopic / Alamy Stock Photo

Printed on acid-free paper

This Palgrave Macmillan imprint is published by the registered company Springer International Publishing AG part of Springer Nature.

The registered company address is: Gewerbestrasse 11, 6330 Cham, Switzerland

Contents

1	Research Themes About International Entrepreneurship: Tales from the <i>JIBS</i> Backlist and Onward Journeys	1
	<i>A. Rebecca Reuber</i>	
Part I	Theoretical Foundations of International Entrepreneurship as a Scholarly Field	29
2	Toward a Theory of International New Ventures	31
	<i>Benjamin M. Oviatt and Patricia Phillips McDougall</i>	
3	Creative Tension: The Significance of Ben Oviatt's and Patricia McDougall's Article 'Toward a Theory of International New Ventures'	59
	<i>Erkko Autio</i>	
Part II	Factors Enabling Internationalization Under Resource Constraints	83
4	The Survival of International New Ventures	85
	<i>Ram Mudambi and Shaker A. Zahra</i>	

5	International New Ventures: Revisiting the Influences Behind the ‘Born-Global’ Firm	131
	<i>Terence Fan and Phillip Phan</i>	
Part III Networks and Entrepreneurial Internationalization		173
6	The Network Dynamics of International New Ventures	175
	<i>Nicole E. Coviello</i>	
7	Explaining the Internationalization of iBusiness Firms	217
	<i>Keith D. Brouthers, Kim Dung Geisser, and Franz Rothlauf</i>	
Part IV Practices and Entrepreneurial Internationalization		265
8	Small Firm Internationalisation Unveiled Through Phenomenography	267
	<i>Peter Lamb, Jörgen Sandberg, and Peter W. Liesch</i>	
9	Immigrant Remittances and the Venture Investment Environment of Developing Countries	317
	<i>Paul M. Vaaler</i>	
	Index	381

List of Figures

Figure 2.1	The Domain of Academic Literature on Organizations. Adapted from the presentation of Candida Brush in McDougall, Oviatt, and Brush (1991)	34
Figure 2.2	Necessary and Sufficient Elements for Sustainable International New Ventures	41
Figure 2.3	Types of International New Ventures	48
Figure 4.A1	Simplified choice set for the entrepreneurial firm	121
Figure 4.1	The effects of strategy endogeneity	106
Figure 5.1	Probability of new ventures going international at birth (Model 7). Logarithm of home country size (<i>HOMECTRYSIZE</i>)	161
Figure 5.2	Capacity allocation to established markets by new ventures (Model 7). Number of incumbents in international markets	162
Figure 7.1	iBusiness firm internationalization model	246
Figure 8.1	Understandings of owner-managed small wineries and the different meanings of internationalisation activities	285
Figure 9.1	Hypotheses derived from theoretical framework	333
Figure 9.2	Locally weighted scatter-plot smoothed (Lowess) results for venture investment environment indicators, 2002–2007	348
Figure 9.3	Simulation results given one standard deviation increase in remittances, 2002–2007	357

List of Tables

Table 1.1	Opportunities to shift attention in international entrepreneurship research	20
Table 3.1	Comparison of the PTI and INV theoretical dimensions and logic	75
Table 4.1	Descriptive statistics	100
Table 4.2	FDI strategy and survival: unconditional results	105
Table 4.3	Estimating FDI strategy choice: probit results (maximum likelihood estimates)	106
Table 4.4	Estimating survival: the effect of endogenizing strategy (maximum likelihood estimates)	107
Table 4.5	Estimating survival: the effect of endogenizing strategy (explicitly estimating the self-selection parameter)	108
Table 4.6	Summary of results	112
Table 5.1	Descriptive statistics of new carriers	146
Table 5.2	Pearson's correlation matrix for the independent variables	155
Table 5.3	Regression coefficient estimates	157
Table 6.1	Comparing network structure measures by stage	193
Table 6.2	Comparing network interaction characteristics by stage	195
Table 7.1	Summary of case study companies	240
Table 7.2	Internationalization process use	242
Table 8.1	Descriptive characteristics of the sample	277
Table 8.2	Understandings of internationalisation practice related to sample characteristics	294

x List of Tables

Table 9.1	Variables list for analyses of remittances and the developing-country venture investment environment, 2002–2007	336
Table 9.2	Descriptive statistics and pairwise correlations of remittances and venture investment environment indicators, 2002–2007	346
Table 9.3	Regression analyses of remittances and general capital access (columns 1–4) and venture capital access (columns 5–6), 2002–2007	350
Table 9.4	Regression analyses of remittances and new business creation (columns 1–5) and economic internationalization (columns 6–9), 2002–2007	352
Table 9.5	Regression analyses of remittances and venture investment environment indicators with dynamic panel estimator (columns 1–3) and less-developed country subsample (columns 4–7), 2002–2007	355
Table 9.6	Regression analyses of remittances and venture investment environment indicators with immigrant skill moderator (columns 1–4) and immigrant concentration moderator (columns 5–8), 2002–2007	363