



# Internationalizing The Mediumsized Firm

**Per V. Jenster**



## **Internationalizing The Mediumsized Firm:**

Internationalizing the Medium-Sized Firm Per V. Jenster,1994-12-01      **Firm Internationalization** Sophie Nivoix,Christian Marcon,2023-09-01 In a fast moving globalized world companies need to develop contingent plans This book by analyzing the practical aspects of creating and using intangible resources for international development offers original and relevant insights on this subject The book offers a comprehensive analysis of the theoretical and practical aspects of using and developing intangible resources when a firm expands its international business operations The book also sheds light on the understanding of various dimensions of intangible resources and their impacts on the efficiency and sustainability of firms To investigate these issues the book addresses topics that have usually either not been given enough attention hence not sufficiently investigated or not yet been researched at all It refers to a broad variety of issues including theoretical and empirical aspects of the role of intangible assets in firm internationalization These include the reticular resources implemented by international management methods of mobilizing cultural resources internationally as well as the specifics of small and medium sized enterprises in various country contexts particularly in emerging economies Firm Internationalization Mobilization of Intangible Resources will be valuable reading for scholars researchers and academics in the fields of international business and strategic management in particular      Early Internationalizing Firms Rubina Romanello,Maria Chiarvesio,2025-01-29 This monograph offers a thorough review of four decades of research on early internationalizing firms focusing on Born Globals and International New Ventures It systematically examines 323 empirical studies exploring the origins evolution and key themes within this field The book covers the theoretical foundations internationalization strategies performance outcomes and the impact of digital technologies on these firms It also addresses ongoing debates and identifies areas where further research is needed presenting a clear agenda for future studies Targeted at scholars researchers and advanced students in International Business Entrepreneurship and related fields this monograph is an essential resource for understanding the complexities of early internationalization It provides valuable insights into the international growth of small and medium sized enterprises SMEs and the factors that influence their success in global markets      **Internationalization, Technological Change and the Theory of the Firm** Nicola De Liso,Riccardo Leoncini,2010-09-13 This book focuses on three main areas each of which is central to economic theorising firms organisation and behaviour technological change and the process of globalisation What this collection provides is a broad view of the three topics by concentrating on different aspects of each of them and utilising different methods of investigation      *Internationalization of Emerging Economies and Firms* M. Marinov,S. Marinova,2011-11-30 Explores the impact of country and firm specific factors the role of institutions and governments the strive for compensation of initial disadvantages and the struggle in finding ways to counterbalance late coming into the international arena in the process of internationalization      **Internationalization of Firms from Economies in Transition** Mai Thi Thanh Thai,Ekaterina

Turkina,2014-05-30 This book is an essential resource for academics and students of strategic management international business and business studies It also has significant value for practitioners and policy makers in that it will highlight important factors in a firm     **The Palgrave Handbook of Family Firm Internationalization** Tanja Leppäaho,Sarah

Jack,2021-05-29 Family Firms FFs form the majority of all firms around the world and they account for an enormous percentage of the employment the revenue and the GDP of most capitalist countries While MNCs have long been thought of as the main contributors to international business it is now recognised that a substantial number of family firms are active in the international arena This handbook focuses on the features which make family firm internationalization unique Chapters provide FF specific theories and cover the process of FF internationalization It examines the role of network ties and provides an insight into the development of family firms that have grown into big multinationals Importantly this Handbook equips you with a better understanding of specific features of family firms as they internationalize from or to Asian or emerging markets Family firms offer a fruitful context to study internationalization through a process perspective therefore this Handbook is an invaluable source of knowledge for students scholars and policy makers in the areas of family business entrepreneurship and internationalization     Managerial Relationships and SMEs Internationalization Elena-Mădălina

Vătămănescu,Andreea Mitan,2023-09-22 As the backbone of the economy small and medium sized enterprises SMEs are key players in the dynamics of local regional and global markets and are often obliged to provide timely responses to the increasingly fierce cross border competition However SMEs internationalisation has temporarily been subject to a wait and see policy under the numerous uncertainties and global systemic disruptions Despite the new normal brought about by the COVID 19 pandemic recent studies show that the future still holds the potential to avail business performance opportunities to SMEs and the hopes of managers for the years to come are reasonably high Adopting a relationship centric perspective the book proposes a deeper analysis of the role of managerial relationship building and development and SMEs

internationalization In the networked economy relationships are the invisible threads of the highly interconnected world Either we call them connections ties bonds or links they are present everywhere marking the very essence of our lives therefore claiming for wide consideration Giving way to a stepwise screening of relationships and SMEs internationalization the book is simultaneously addressed to scholars from different fields of study i e international management international business international relationship marketing etc and worldwide decision makers i e entrepreneurs and managers interested in conducting smart business abroad     The Role of Networks in the Internationalization of Management Consulting Firms: A critical View on traditional Theory Nils Laacks,2010-01-13 Inhaltsangabe Introduction The French economist Jean Fourasti

had already predicted the expansion of the service sector in his early work in 1949 Accordingly the economies of the developed countries were prognosticated a division into the three major branches agriculture manufacturing and services with an increasing domination of the latter over time In fact the actual growth of the tertiary sector even surpassed Fourasti

s expectations Knowledge intensive business services constituted the fastest growing sector in Western economies at the end of the twentieth century Within this group of knowledge intensive business services management consulting represents one of the fastest growing business models Before the first economic slowdown in the consulting industry started in 2000 the global market for advisory services had grown at rates between 10 and 15 percent In Europe the turnover of the consulting sector rose about twenty seven percent annually during the second half of the nineties Growth today represents one of the key success factors in the consulting business and firms have to reach certain growth rates in order to stay competitive There are mainly two different strategies for enterprises to achieve the goal of prosperous growth Firms can either follow the strategy of diversification or internationalization An increasing number of consulting firms decides to expand business activities into international markets in order to stay competitive and take advantage of new possibilities associated with globalization Empirical studies have shown that the propensity of firms to internationalize not only accounts for large multinational corporations but also for small and medium sized firms Therefore scientists and economists have put attention to the internationalization efforts of management consulting firms Nevertheless scientific literature about the internationalization of these business models is still scarce Most of the existing theories are based on empirical findings that refer specifically to material goods and are thus often criticized for not adequately reflecting the unique characteristics of services Numerous internationalization theories have been developed during the last forty years While common theories focus on aspects such as transaction costs or knowledge about a particular market approaches that are more recent underline the central role of relationships and international networks In my study I

**Handbook of Research on Entrepreneurship, Innovation, and Internationalization** Teixeira, Nuno Miguel, Costa, Teresa Gomes da, Lisboa, Inês Margarida, 2019-06-28 In a global and increasingly competitive world companies must be aware of important drivers Entrepreneurship and innovation are important contributions to the development of economies and creation of employment gaining relevance in the business context due to a more complex market and needs for higher differentiation The Handbook of Research on Entrepreneurship Innovation and Internationalization provides key data to business managers on dealing with entrepreneurship as well as for creating networks and complementarities for leveraging the firm s activity in order to help plan and control innovation and internationalization processes to avoid risk and increase the firm s value The content within this publication includes topics such as family business economics and business education It is designed for entrepreneurs managers researchers academicians and students

Emerging Paradigms in International Entrepreneurship Marian Jones, Pavlos Dimitratos, 2004-01-01 Emerging Paradigms in International Entrepreneurship consists of 15 articles organised into six broad themes of interest to scholars which are likely to remain of interest for some time Ben Oviatt Journal of International Business Studies International entrepreneurship as a field of study is not necessarily confined to the internationalisation phenomenon and recently advanced definitions suggest significant scope for the development and

establishment of as yet undetermined parameters Emerging Paradigms in International Entrepreneurship identifies key themes that collectively demonstrate the convergence of thinking at the interface between the disciplines of international business and entrepreneurship These are development of the field and the effects of international entrepreneurship on a new economy conceptual and paradigmatic developments international entrepreneurship and the internet as a developing research agenda contacts links and networks as process driven internationalisation cross sectoral cross national and cross cultural comparisons of entrepreneurship the experiential emphasis in entrepreneurial internationalisation Explaining the complexities of enterprise in an international and sometimes global environment this book is distinguished by the cross disciplinary nature of its contributors and their efforts to develop new paradigmatic approaches in an area characterised by theoretical diversity and convergence Appealing to researchers academics and policymakers working in international business particularly the international growth and development of small firms and for entrepreneurship and small firm scholars this book is a must have Lecturers and students on post graduate programmes would also be interested in the book as a reader Empirical International Entrepreneurship Vahid Jafari-Sadeghi, Hannan Amoozad Mahdiraji, Léo-Paul

Dana, 2021-05-21 This handbook is focused on the analytical dimension in researching international entrepreneurship It offers a diverse collection of chapters focused on qualitative and quantitative methods that are being practised and can be used by future researchers in the field of international entrepreneurship The qualitative cluster covers articles conceptual and empirical chapters as well as literature reviews whereas the quantitative cluster analyses international entrepreneurship through a broad range of statistical methods such as regressions panel data structural equation modelling as well as decision making and optimisation models in certain and uncertain circumstances This book is essential reading for researchers scholars and practitioners who want to learn and implement new methods in analysing entrepreneurial opportunities across national borders **Research on Knowledge, Innovation and Internationalization** Jorma Larimo, Tiia Vissak, 2009-10-31

Comprises of a selection of competitive papers from the 34th European International Business Academy Annual Conference held in Tallinn Estonia in December 2008 with the theme International Business and the Catching up Economies Challenges and Opportunities Enhanced Transition Through Outward Internationalization Andreja Jaklic, Marjan Svetlicic, 2017-11-22 This title was first published in 2003 Among the major challenges transition economies are facing is how to cope with globalization Foreign direct investment FDI has proved the most dynamic defensive and offensive response as an integration and network tool yet outward FDI has so far been overlooked in research The vitality of outward FDI as an entry mode to the global economy is discussed in this authoritative volume from various angles beginning with the context of the development strategy and the transition process The experiences of the Slovene way of internationalization are compared with those of other transition economies Readers will learn about the size geographical distribution trends and sectoral allocation of such outward FDI OFDI as well as the major motives barriers and problems The book also responds to questions about the extent

to which outward FDI is instrumental in development transition EU accession and competitiveness strengthening Based on extensive empirical research and focused case studies the volume provides valuable lessons for other EU candidate countries and transition economies while managerial experiences in entering Central and Eastern European markets offer universal internationalization lessons

**Research Frontiers on the International Marketing Strategies of Chinese Brands**

Zuohao Hu,Xi Chen,Zhilin Yang,2016-08-05 This book proposes a theoretical framework identifying external and internal factors that influence internationalization strategy of Chinese brands and brand performance It explores several key strategies e g standardization versus adaptation price leadership versus branding OBM export versus OEM export and incremental versus leap forward internationalization model The relationships are examined between various international marketing mix e g distribution channel and pricing strategies and brand performance Through case studies the text also analyses the internationalization of contract based firms

*International Business* Simon Harris,2012-03-02 Provides an in

depth analysis of some of the most recent challenges for international businesses such as corporate social responsibility and the phenomenon of outward foreign direct investment from China Reflects on the new perspectives in international business by presenting the experience of successful business experts in the field

**International Business in the Information and Digital Age**

Rob van Tulder,Alain Verbeke,Lucia Piscitello,2018-11-16 The information and digital age is shaped by a small number of multinational enterprises from a limited number of countries This volume covers the latest insight from the International Business discipline on prevailing trends in business model evolution It also discusses critical issues of regulation in the new information and digital space

*Value Creation in International Business* Svetla Marinova,Jorma

Larimo,Niina Nummela,2016-11-04 This edited collection brings into focus the meanings interpretations and the process of value creation in international business Exploring value creation in the context of emerging and developed economies

Volume 1 takes the perspective of multinational firms and examines various modes of foreign market servicing varying from exporting to joint venture mergers and acquisition and strategic alliances Providing theoretical and practical insights the

authors open an intellectual debate into what value is and how it is created through the internationalization activities of firms

*Value Creation in International Business* is a pioneering two volume work intended to provoke theoretical and empirical development in International Business research Moreover it is intended as a bridge between concepts derived from general business firm level research agendas such as value creation and business model and internationalization approaches and activities of firms

**The Changing Global Economy and its Impact on International Entrepreneurship**

Hamid Etemad,Stefano Denicolai,Birgit Hagen,Antonella Zucchella,2016-05-27 The Changing Global Economy and its Impact on International Entrepreneurship addresses different changes and challenges that small and medium sized enterprises SMEs face in an economy where they need to compete at home and cannot refrain from participating in international markets

Contributors examine diverse SMEs that have succeeded in the face of adversity They offer a combination of practical

strategies and efficient tactics grounded in solid theory and research for firms in different competitive industries This volume presents a collection of 12 carefully selected chapters that highlight challenging real world cases to illustrate a variety of difficult problems Hamid Etemad presents an analytical framework with three levels of analysis entrepreneurial level firm level and institutional level to document comprehensive realistic and experientially based entrepreneurial initiatives potent firm and public policy strategies and informative and applicable results The interactive structural design of this book offers progressively higher levels of analysis and incisive lessons which make it perfect for academics interested in the rich range of theories methodologies and topics surrounding SMEs internationalization processes Its analysis will also inform management and effective policy formulation for entrepreneurs managers and policymakers Contributors J Almarri S Aureli L Battaglia E Cedrola M Del Baldo S Denicolai N Dominguez H Etemad B Hagen E J B J rgensen K Juusola D Kabbara S Kock H Le Nguyen J I G Meewella M Migliaccio A G Quaranta E Rasmussen F Rivetti V Stanisauskaite I Wictor A Zucchella

Business-to-Business Mario Glowik, Sarah Maria Bruhs, 2014-06-05 Contemporary business to business B2B industries consist of networks of customers competitors and other stakeholders Firms which manage their relationships with these important stakeholders are more likely to enjoy a sustained competitive advantage in the international business environment This book is the first to provide a comprehensive overview of the field from a broad and accessible perspective The authors bring an authoritative scholarly understanding to the subject taking readers through the entire process of creating developing and maintaining B2B networks Case studies illustrating each chapter include Apple Panasonic Johnson Johnson Epson and Samsung In providing a single and explicit established academic framework for understanding business networks in a global setting this book is vital reading for students and researchers involved with international management international marketing and strategic management



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