

**1****Absorptive capacity from foreign direct investment in spanish manufacturing firms [Texto impreso] / Pedro Sánchez-Sellero, Jorge Rosell-Martínez, José Manuel García-Vázquez**

Este artículo se encuentra disponible en su edición impresa. Los datos para su localización están accesibles a través del enlace al título de la publicación.

References: p. 438-439

Abstract: This paper deals with the determinants of absorptive capacity from foreign direct investment (FDI) spillovers. We study how firm behavior, capabilities, and structure drive absorptive capacity such as research and development (R&D) activities and expenditures, R&D results, internal organization of innovation, external relationships of innovation, human-capital quality, family management, business complexity, and market concentration. Our results enhance and complement previous evidence of the determinants of absorptive capacity, particularly with different approaches to innovative activities as mediators of the capability.

International business review. -- 2014, v. 23, n. 2, april, p. 429-439

1. Absorptive capacity 2. Foreign direct investment 3. Productivity 4. Internationalization 5. Dynamic capabilities

**2****The effect of transaction cost antecedents on control mechanisms [Texto impreso] : exporters' psychic distance and economic knowledge as moderators / Harash J. Sachdev, Daniel C. Bello**

Este artículo se encuentra disponible en su edición impresa. Los datos para su localización están accesibles a través del enlace al título de la publicación.

References: p. 453-454

Abstract: The purpose of this research is to determine how a manufacturer's reduction in export involvement barriers may moderate the effect of transaction cost drivers on control mechanisms (monitoring and information sharing). Utilizing Transaction Cost Analysis and internationalization literature, asset specificity and environment diversity are the transaction cost drivers and economic knowledge and psychic distance are the moderators. The results indicate that as manufacturers increase export involvement through reduction in economic knowledge differences it strengthens the positive relationship between asset specificity and monitoring and diversity and monitoring and weakens the corresponding relationships with information sharing. Psychic distance reduction weakened the positive effect between asset specificity and information sharing only. The results of the other three hypotheses were in the direction hypothesized but non-significant. Manufacturers may continue export involvement through intermediary usage provided they regulate their monitoring and information sharing practices in accordance with the overall influence of asset specificity, diversity, economic knowledge, and psychic distance.

International business review. -- 2014, v. 23, n. 2, april, p. 440-454

1. Export exchanges 2. Transaction cost 3. Control mechanisms 4. Economic Knowledge 5. Psychic distance barriers

**3****Entrepreneurial founding team exits in rapidly internationalising SMEs [Texto impreso] : a double edged sword / Sharon Loane, Jim Bell, Isobel Cunningham**

Este artículo se encuentra disponible en su edición impresa. Los datos para su localización están accesibles a través del enlace al título de la publicación.

References: p. 476-477

Abstract: Entrepreneurial founding teams (EFTs) are often essential to new venture creation and successful internationalisation. Although the composition of EFTs has been the subject of enquiry, little research exists into the exit of team members and the consequences for rapid internationalisation. We focus on EFT exits in rapidly internationalising small firms and develop categories of EFT exits. We explore the motivations and subsequent impact on internationalisation of case firms to illustrate each category/type of EFT exit. We find that exits are prevalent in the early stages of ventures, and may be either consensual or non-consensual. There are a number of motivations evident and EFT exits are often critical to continued internationalisation. We offer that EFT exits are not always negative, they can allow for the appropriate deployment of resources, extending RBV/KBV as whilst much research effort has been devoted to establishing what new resources/knowledge should flow into a firm, we show that to shed an EFT member and redeploy resources/knowledge can act as a catalyst to further internationalisation. Finally we discuss research, managerial and policy implications.

International business review. -- 2014, v. 23, n. 2, april, p. 468-477

1. Entrepreneurial founding teams 2. Team exits 3. Rapid internationalisation 4. RBV 5. KBV 6. KBV 7. Resource redeployment

**4****Examining the influence of uncertainty on marketing mix strategy elements in emerging business to business export-markets [Texto impreso] / Roland Helm, Stephanie Gritsch**

Este artículo se encuentra disponible en su edición impresa. Los datos para su localización están accesibles a través del enlace al título de la publicación.

References: p. 426-428

Abstract: The degree of adaptation or standardization of the marketing program is critical in international business ventures. However, findings within this important research field and, consequently, implications for practice remain contradictory and confusing. The purpose of this paper is to examine determinants of an international marketing-mix strategy within a specific business-to-business context that includes the effects of uncertainty. Is the degree to which the marketing program is adapted or standardized dependent on the managerial perception of uncertainty? Does a firm's international entrepreneurial ability or the use of networks positively influence the degree of positive assessment of the environment? Data were collected from German companies working in different international business-to-business markets. The results indicate that international entrepreneurship has a greater impact on uncertainty reduction than the use of networks. After having reduced uncertainty, a firm tends to adapt their communication and pricing strategy, whereas the adaptation of the product and distribution strategy in general is not significant.

International business review. -- 2014, v. 23, n. 2, april, p. 418-428

1. Adaptation 2. Business-to-business 3. Globalization 4. Industrial goods 5. International marketing strategy 6. Marketing mix 7. Standardization 8. Uncertainty

**5****Expanding to outward foreign direct investment or not? [Texto impreso] : a multi-dimensional analysis of entry mode transformation of chinese private exporting firms / Yingqi Wei ... [et al.]**

Este artículo se encuentra disponible en su edición impresa. Los datos para su localización están accesibles a través del enlace al título de la publicación.

References: p. 369-370

Abstract: This research examines the factors determining whether or not exporting firms expand to outward foreign direct investment (OFDI) as part of their internationalisation strategy, using a recent survey of Chinese private-owned enterprises. We carry out a multi-dimensional analysis to investigate the impact of firm productivity, internal resources and the external environment on OFDI decisions, including both the decision to undertake OFDI and the volume of OFDI flows. It is found that productivity, technology-based capability, export experience, industry entry barriers, subnational institutions and intermediary institutional support affect firms' OFDI decisions. The findings have important policy and managerial implications.

International business review. -- 2014, v. 23, n. 2, april, p. 356-370

1. Chinese private-owned enterprises 2. Heterogeneity theory 3. OFDI 4. Productivity 5. The integrated 'strategic tripod' framework

**6****Foreign ownership mode, executive compensation structure and corporate governance [Texto impreso] : has the literature missed an important link? Evidence from Taiwanese firms / Kang Rae Cho, Chia-Hsing Huang, Prasad Padmanabhan**

Este artículo se encuentra disponible en su edición impresa. Los datos para su localización están accesibles a través del enlace al título de la publicación.

References: p. 379-380

Abstract: We propose an alternate context-based extension to the agency theory-grounded explanation of foreign ownership mode choices proposed in the literature. Using a sample of Taiwanese firms investing in the greater China region over the 2001-2009 period, we show that both economic and non-economic factors influence the choice of foreign ownership mode. In addition, we document that higher institutional ownership percentages motivate Taiwanese firms to select shared ownership in the greater China region. Further, no long term compensation mix/ownership structure link is found. These findings run counter to a theory provided for foreign ownership mode choices of US based firms. Our findings provide support for the validity of stewardship and social capital theory, but not financial incentives-based agency theory, for Taiwanese firms investing in the greater China region.

International business review. -- 2014, v. 23, n. 2, april, p. 371-380

1. Agency theory 2. Corporate governance 3. Foreign ownership mode choice 4. Greater China region

**7****The impact of domestic diversification and top management teams on the international diversification of Chinese firms [Texto impreso] / Jianguo Lu ... [et al.]**

Este artículo se encuentra disponible en su edición impresa. Los datos para su localización están accesibles a través del enlace al título de la publicación.

References: p. 466-467

Abstract: Despite increasing research on outward foreign direct investment (OFDI) by firms from emerging economies, our understanding of the relationship between domestic operations and international diversification of these firms is still limited. Using a unique dataset of Chinese listed firms, we examine the impact of domestic diversification on their international diversification. We find that international diversification is positively affected by firms' domestic industrial and domestic regional diversification. We also find that top management team (TMT)'s previous international experience strengthens the impact of domestic diversification on firms' international diversification, whereas TMT's prior political connections weakens the impact of domestic diversification on international diversification.

International business review. -- 2014, v. 23, n. 2, april, p. 455-467

1. Domestic diversification 2. International diversification 3. Top management team 4. Emerging economies

**8****Innovation and survival of exporters [Texto impreso] : a contingency perspective / Ziliang Deng ... [et al.]**

Este artículo se encuentra disponible en su edición impresa. Los datos para su localización están accesibles a través del enlace al título de la publicación.

References: p. 405-406

Abstract: We challenge the traditional view that innovations always help exporters prosper in competitive international market, by developing and testing the premise that the relationship between innovation and export performance is contingent on some important firm-specific idiosyncrasies. With a large dataset of Chinese firms, the empirical results demonstrate that innovation could be detrimental to exporter survival. Such negative effect is more pronounced for firms that have weak profitability and high outstanding receivables, and also for those without foreign ownership. Nonetheless, we also observe a positive relationship between innovation and survival in highly profitable exporters. By identifying the negative rather than conventionally assumed positive effect of innovation, and the conditions under which innovation facilitates or impedes exporter survival, this paper contributes to the literature on the relationship between innovation and export in the context of emerging markets. Our findings have important implications for how managers develop innovation strategy to compete in the export market.

International business review. -- 2014, v. 23, n. 2, april, p. 396-406

1. Contingency 2. Exit 3. Export 4. Firm heterogeneity 5. Innovation 6. Survival

**9****International buyer behaviour-commitment relationship [Texto impreso] : an investigation of the empirical link in importing / Md. Abu Saleh, M. Yunnus Ali, Craig C. Julian**

Este artículo se encuentra disponible en su edición impresa. Los datos para su localización están accesibles a través del enlace al título de la publicación.

References: p. 340-342

Abstract: Drawing on the resource-based view (RBV) of the firm this article examines relationships between knowledge, trust, communication, volatility and sustainable competitive advantage as the exogenous and endogenous variables with importer commitment as the dependent variable. The primary data was gathered from a survey of 224 commercial and industrial firms, headquartered in Bangladesh, coming from a wide cross section of industries. Statistical analysis was carried out using Structural Equation Modelling via AMOS. The study's key findings revealed that all exogenous/endogenous variables had a significant impact on importer commitment. That is, knowledge, trust, communication, volatility and sustainable competitive advantage had a significant direct impact on importer commitment. Additionally, cultural similarity, communication, volatility and supplier opportunism all had a significant indirect impact on importer commitment. This finding makes a significant contribution to the relational side of the RBV.

International business review. -- 2014, v. 23, n. 2, april, p. 329-342

1. Antecedents 2. Importer commitment 3. Importer-exporter relationships 4. RBV 5. The relational view

**10****Internationalisation of family small and medium sized enterprises [Texto impreso] : the role of stewardship orientation, family commitment culture and top management team / Ethiopia L. Segaro, Jorma Larimo, Marian V. Jones**

Este artículo se encuentra disponible en su edición impresa. Los datos para su localización están accesibles a través del enlace al título de la publicación.

References: p. 394-395

Abstract: The purpose of this paper is to determine how aspects of organisational culture, typical to family businesses, influence internationalisation. Proposing that stewardship orientation, family commitment culture and top management team related factors influence internationalisation; we empirically examine 80 internationalising family SMEs (FSMEs) from the manufacturing sector in Finland. Variance based structural equation modelling (PLS) shows that family commitment culture is negatively associated with the degree of internationalisation. On the other hand strategically flexible top management teams with industry experience in FSMEs are positively associated with the degree of internationalisation. Contributing to an understanding of the internationalisation of family businesses, the findings suggest that family commitment culture and stewardship orientation, often associated with an inward orientation, may operate against internationalisation, however when coupled with the strategic flexibility of the top management team, we found stewardship orientation to positively impact internationalisation suggesting that it provides an outward orientation. Implications for practice are advanced.

International business review. -- 2014, v. 23, n. 2, april, p. 381-395

1. FSMEs 2. Internationalisation 3. Stewardship orientation 4. Top management team

**11****Knowledge sharing in China-Uk higher education alliances [Texto impreso] / Xiaoqing Li ... [et al.]**

Este artículo se encuentra disponible en su edición impresa. Los datos para su localización están accesibles a través del enlace al título de la publicación.

References: p. 353-355

**Abstract:** Knowledge sharing through cross-border strategic alliances has been seen by firms as one of the critical strategies to pursue sustainable competitive advantage. However, empirical investigations on how knowledge sharing occurs in strategic alliances are limited and are rarely concerned with strategic alliances in the higher education industry. Based on an empirical investigation of China-UK educational alliances, this research sheds light on this under explored area. Findings reveal that the scale of academic and organizational knowledge sharing is affected by knowledge attributes and partner characteristics. While knowledge sharing in China-UK higher education alliances displays numerous similarities with that occurring in other industries, this study reveals features that are distinct to this important and increasingly international sector. In so doing, this paper offers valuable insights for managers and policy makers concerned with the internationalization of higher education.

International business review. -- 2014, v. 23, n. 2, april, p. 343-355

1. Higher education 2. Knowledge sharing 3. Strategic alliances

**12****Where do international board members come from? [Texto impreso]: Country-level antecedents of international board member selection in European boards / Kees van Veen, Padma Rao Sahib, Evelien Aangeenbrug**

Este artículo se encuentra disponible en su edición impresa. Los datos para su localización están accesibles a través del enlace al título de la publicación.

References: p. 416-417

**Abstract:** In this paper, it is argued that boards internationalize by recruiting international directors in order to increase companies' performance. However, increasing nationality diversity on a board can be costly considering that it potentially creates cooperative problems on a board due to fault-lines and separation processes. As a result, boards will prefer international candidates who are more similar to themselves on a variety of 'distances'. Based on data collected regarding 5683 board members of 361 companies from 15 countries in 2005-2007, we discover that the greater the distance (cultural, institutional and geographical) between the candidates' and the companies' country-of-origin, the lower the fraction of board members of that nationality on boards. Subsequently, it is argued that historical ties between countries play a 'distance compressing' role and partially compensate for the effects of distance. A colonial tie between countries will make recruitment of these particular nationalities more likely than others.

International business review. -- 2014, v. 23, n. 2, april, p. 407-417

1. Board of directors 2. Colonial ties 3. Cultural distance 4. Europe 5. Gravity model 6. Nationality diversity 7. Recruitment