

**1****The effects of linguistic distance and lingua franca proficiency on the stake taken by acquirers in cross-border acquisitions [Texto impreso] / Ilya RP Cuypers, Gokhan Ertug and Jean-François Hennart**

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. 441-442

Abstract: We study the effects of linguistic distance and lingua franca proficiency on the equity stake taken by acquirers from 67 countries in 59,092 acquisition targets in 69 host countries. We theorize and find that acquirers take lower equity stakes in foreign targets when linguistic distance and differences in lingua franca proficiency between them are high, and take higher stakes when the combined lingua franca proficiency of the parties is high. We also find that linguistic and cultural distance reduce the impact of the combined lingua franca proficiency of the parties on the level of equity taken, which shows that the effective use of a lingua franca is affected by the native tongues and cultures of the parties. Our results clearly demonstrate that governance research and international business studies can benefit from incorporating language into their explanatory models.

Journal of international business studies. -- 2015, v. 46, n. 4, may, p. 429-442

1. Linguistic distance 2. Lingua franca 3. International acquisitions 4. Entry modes

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**2****Employees' willingness to adopt a foreign functional language in multilingual organizations [Texto impreso] : the role of linguistic identity / Sarbari Bordia and Prashant Bordia**

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: Language holds a central role in sustainable international expansion for multinationals. The choice of the functional language can facilitate or hinder communication between headquarters and subsidiary locations. In order to communicate effectively with the parent organization, host country employees often have to adopt a language that is not native to the subsidiary region. We take a subsidiary employee perspective in presenting an interdisciplinary theoretical model of host country employees' willingness to adopt a foreign language in multinational organizations. The construct of linguistic identity, shaped by the linguistic landscape of the host location, is introduced as an important determinant in this process. Specifically, the foreign functional language may pose a threat to the employees' existing linguistic identity; willingness to adopt the foreign functional language may depend upon the extent of this perceived threat. We incorporate the effects of foreign language proficiency and individuals' motivation for enhancement in the theoretical model. Both high proficiency in a foreign language and need for social, economic, and career enhancements can increase individuals' willingness to adopt the foreign functional language. Finally, we develop and present implications of the linguistic identity processes for entry mode, location, and language strategies.

Journal of international business studies. -- 2015, v. 46, n. 4, may, p. 415-428

1. Language (language design, silent language, translation) 2. Multilingual systems 3. Location strategy

**3****Internal equity financing and the performance of multinational subsidiaries in emerging economies [Texto impreso]  
/ Quyen T K Nguyen and Alan M Rugman**

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. 487-490

**Abstract:** We examine the internal equity financing of the multinational subsidiary which retains and reinvests its own earnings. Internal equity financing is a type of firm-specific advantage (FSA) along with other traditional FSAs in innovation, research and development, brands and management skills. It also reflects subsidiary-level financial management decision-making. Here we test the contributions of internal equity financing and subsidiary-level financial management decision-making to subsidiary performance, using original survey data from British multinational subsidiaries in six emerging countries in the South East Asia region. Our first finding is that internal equity financing acts as an FSA to improve subsidiary performance. Our second finding is that over 90% of financing sources (including capital investment by the parent firms) in the British subsidiaries come from internal funding. Our third finding is that subsidiary-level financial management decision-making has a statistically significant positive impact on subsidiary performance. Our findings advance the theoretical, empirical and managerial analysis of subsidiary performance in emerging economies.

Journal of international business studies. -- 2015, v. 46, n. 4, may, p. 468-490

1. Internalization theory 2. Internal equity financing 3. Subsidiary-level financial management decisión-making 4. Pecking order theory 5. Subsidiary performance 6. South East Asia/ASEAN

**4****Mapping India's regional subcultures [Texto impreso] : implications for international management / Ratan JS Dheer, Tomasz Lenartowicz and Mark F Peterson**

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. 462-467

**Abstract:** As India continues to emerge as a global economic player, scholars and practitioners increasingly need to understand the cultural heterogeneity within this large and populous nation. Based on Lenartowicz and Roth's framework of culture assessment, we have identified nine distinct subcultural regions of India and used explanations grounded in functional and neo-institutional theories to account for the origin and maintenance of cultural distinctiveness of these regions. Further, we developed seven cultural value dimensions for the Indian society and used these to hypothesize and empirically test the existence of cultural differences within India. Results supported our hypothesized arguments. This study advances our knowledge of how global functional and institutional forces have combined with national forces to shape India's overall culture and how more local forces have shaped its regions. Methodologically, it identifies and develops measures that specifically reflect the values of individuals living in India and uses these to assess intra-national cultural differences within this nation. Further, it suggests how use of multiple methods can enable us to understand the simultaneous presence of somewhat contradictory values within a society. The study also provides applications of the proposed cultural value dimensions and advises implications of regional subcultures for various social and organizational phenomena.

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1. India 2. Cross-cultural management 3. Cultural values 4. Role of local cultures