1

Explaining intermittent exporting [Recurso electrónico] : exit and conditional re-entry in export markets / Michele Bernini, Jun Du and James H. Love

Este artículo se encuentra disponible en su edición electrónica. Su acceso electrónico es a través del enlace de 'Acceso al documento'

References: p. 1074-1075

Abstract: Intermittent exporting is something of a puzzle. In theory, exporting represents a major commitment, and is often the starting point for further internationalization. However, intermittent exporters exit and subsequently re-enter exporting, sometimes frequently. We develop a conceptual model to explain how firm characteristics and market conditions interact to affect the decision to exit and re-enter exporting, and model this process using an extensive dataset of French manufacturing firms from 1997 to 2007. As anticipated, smaller and less productive firms are more likely to exit exporting, and react more strongly to changes in both domestic and foreign markets than larger firms. Exit and re-entry are closely linked. Firms with a low exit probability also have a high likelihood of re-entry, and vice versa. However, the way in which firms react to market conditions at the time of exit matters greatly in determining the likelihood of re-entry: thus re-entry depends crucially on the strategic rationale for exit. Our analysis helps explain the opportunistic and intermittent exporting of (mainly) small firms, the demand conditions under which intermittent exporting is most likely to occur, and the firm attributes most likely to give rise to such behavior.

Journal of international business studies. -- 2016, v. 47, n. 9, december, p. 1058-1076

1. Intermittent exporting 2. Export exit 3. Export re-entry 4. Re-internationalization

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2

Failure to complete cross-border M&As [Recurso electrónico] : “to” vs. “from” emerging markets / Chenxi Zhou, Jinhong Xie and Qi Wang

Este artículo se encuentra disponible en su edición electrónica. Su acceso electrónico es a través del enlace de 'Acceso al documento'

References: p. 1099-1101

Abstract: While cross-border mergers and acquisitions (M&As) involving emerging markets have been increasing in recent years, a high percentage collapse before completion. This study investigates how the predictors of cross-border M&A completion involving emerging markets depend upon the direction of global expansion, i.e., investment inbound to a developing market or outbound from a developing market. Analysis based on 15 years of data from four emerging economies, Brazil, Russia, India, and China, from 1995 to 2010, reveals fundamental differences in the predictors of inbound vs. outbound M&A completion. Country-level factors reflecting differences in political, trade, and legal environments strongly affect the completion for inbound M&As, but have a much weaker influence on outbound M&As. By contrast, firm-level factors such as past M&A experience have a significantly stronger effect on completion for outbound than for inbound M&As. Most interestingly, two deallevel factors (the percentage of stake sought by the acquirer and whether or not the deal is a cash transaction) increase the likelihood of completion for inbound but decrease it for outbound M&As. These findings have important managerial implications for enhancing the success of global expansions.

Journal of international business studies. -- 2016, v. 47, n. 9, december, p. 1077-1105

1. Completion failure 2. Emerging markets 3. Global expansions 4. Cross-border mergers and acquisitions (M&As) 5. Organizational learning 6. International marketing

3

The market for corporate control and dividend policies [Recurso electrónico] : cross-country evidence from M&A laws / Matt Glendening, Inder K. Khurana and Wei Wang

Este artículo se encuentra disponible en su edición electrónica. Su acceso electrónico es a través del enlace de 'Acceso al documento'

References: p. 1130-1132

Abstract: This article examines the association between the market for corporate control and firm dividend policies. Specifically, we examine changes in firms' dividend payouts following a plausibly exogenous shock to the threat of takeover with the staggered initiation of country-level merger and acquisition (M&A) laws. Using a global sample of firms across 34 countries, we find that both the likelihood and the amount of dividends decrease significantly after the initiation of an M&A law in a country. Our cross-sectional analyses indicate that the negative effect of M&A laws on dividend payouts is amplified in countries where the institutional environment enables M&A laws to improve the takeover market and for firms that could readily use internal capital to finance growth opportunities. Moreover, this negative effect is attenuated for firms with already sufficient monitoring of managers. These findings suggest that the enactment of M&A laws, by strengthening the market for corporate control, lowered the need for firms to convey their commitment to shareholders' interests through costly dividend payments, especially when the threat of takeover prompted by M&A laws is likely to serve as an effective disciplinary mechanism.

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1. International M&A laws 2. Dividend policy 3. Market for corporate control

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4

Racing to the bottom and racing to the top [Recurso electrónico]: the crucial role of firm characteristics in foreign direct investment choices / Maoliang Bu and Marcus Wagner

Este artículo se encuentra disponible en su edición electrónica. Su acceso electrónico es a través del enlace de 'Acceso al documento'

References: p. 1055-1057

Abstract: This study builds on the pollution haven and induced innovation arguments as explanations for firm behavior with regard to international environmental management and argues both need to be integrated. This implies that foreign direct investment is capable of facilitating a "race to the bottom" and a "race to the top" simultaneously. Using novel and detailed data, we test whether environmental capabilities and weaknesses and other characteristics affect US firms' foreign direct investment choices in Chinese provinces with more or less stringent environmental regulation. This enables a more detailed analysis by allowing country regulation to vary spatially and over time. Our study finds that heterogeneity in capabilities and firm size jointly determine foreign direct investment and in doing so shows the simultaneity of a race to the bottom and to the top. Specifically, firms with environmental capabilities invest in more stringently regulated regions and firms with weaknesses are less likely to target such regions. These diverging effects are both moderated by firm size, which further amplifies each of them. Our findings underscore the need to integrate pollution haven and induced innovation arguments in a joint analysis. They furthermore show the relevance of methodological choices when testing hypotheses integrating the above arguments empirically.

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1. Resource-based view or resource-based theory 2. Pollution haven 3. Multivariate analysis 4. China 5. United States