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**Dynamics of pro-market institutions and firm performance [Recurso electrónico] / Elitsa R Banalieva, Alvaro Cuervo-Cazurra and Ravi Sarathy**

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

References: p. 877-880

Abstract: We analyze how pro-market institutions affect firm performance in emerging markets. Integrating transaction costs and signaling theory, we advance three arguments. First, we separate four dynamic components of pro-market institutions: intensifying and fading pro-market reforms and intensifying and fading pro-market reversals. Second, we propose an asymmetric dynamic view whereby not only intensifying reforms but also fading reversals improve firm performance, while not only fading reforms but also intensifying reversals reduce performance. Finally, we argue that more efficient firms perform better under each of the dynamics. We test these arguments on a sample of 1092 firms from 34 emerging markets during 1998–2011.

Journal of international business studies. -- 2018, v. 49, n. 7, september, p. 858-880

1. Pro-market institutions 2. Pro-market reversals 3. Pro-market reforms 4. Institutional economics 5. Transaction costs 6. Signaling theory 7. Efficiency 8. Performance 9. Emerging markets

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**Explaining the effect of rapid internationalization on horizontal foreign divestment in the retail sector [Recurso electrónico] : an extended Penrosean perspective / Alex Mohr, Georgios Batsakis and Zita Stone**

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

References: p. 802-804

Abstract: We adopt a Penrosean perspective to study the effect of rapid international expansion on the subsequent divestment of international operations. We draw on regional strategy theory and differentiate Penrosean managerial resources by their geographical fungibility to argue that the effect of rapid international expansion on the divestment of international operations varies with the regional patterns of firms' international expansion and international experience. We test our hypotheses using two-stage least squares (2SLS) estimation on data that capture the international expansion and divestment of retailers over the period 2003–2012.

Journal of international business studies. -- 2018, v. 49, n. 7, september, p. 779-808

1. Foreign divestment 2. Managerial resources 3. Penrose effect 4. Regional strategy theory 5. Internationalization speed 6. Retailers

**3****An institutional logics approach to liability of foreignness [Recurso electrónico] : the case of mining MNEs in Sub-Saharan Africa/ Aloysius Newenham-Kahindi and Charles E Stevens**

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

References: p. 899-900

**Abstract:** Prior research on firms' liability of foreignness (LOF) has emphasized the role of isomorphic behavior in overcoming LOF. However, the literature has not adequately considered how firms can overcome LOF under conditions of institutional complexity, when fundamental differences in firms' home and host country values, beliefs, and rules may make isomorphic behaviors impossible or undesirable. In this article, we use the emerging research on institutional logics and institutional entrepreneurship to address this important issue by examining case studies of eight foreign mining MNEs experiencing LOF in Sub-Saharan Africa. Based upon our qualitative analysis, we find that MNEs can overcome LOF by co-creating new institutional logics rather than conforming to existing ones. Yet our data show that this is a difficult process, one that may not be capable of being done unilaterally by the MNE. Instead, we find that local employees embedded in both sets of competing institutional logics acted as key intermediaries who facilitated institutional entrepreneurship. Moreover, we found that firms' implementation strategy matters as well: in some cases, institutional entrepreneurship mitigated LOF; in others, friction returned to varying degrees.

Journal of international business studies. -- 2018, v. 49, n. 7, september, p. 881-901

1. Liability of foreignness 2. Institutional logics 3. Embedded agency 4. Institutional entrepreneurship 5. Africa 6. Intermediary 7. Institutional change 8. Qualitative analysis

**4****Internationalization and performance [Recurso electrónico] : degree, duration, and scale of operations / Majid Abdi and Preet S. Aulakh**

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

References: p. 852-853

**Abstract:** We assess the theoretical underpinnings and associated empirical findings of the three-stage sigmoid-curve relationship between degree of internationalization (DOI) and performance by re-examining the results reported in one of the prominent studies in the literature. We further conduct our own analyses of 23,474 observations of 2,620 US manufacturing firms over the period 1976–2008 and account for self-selection of firms into different degrees of internationalization by using a generalized propensity score estimator. Both sets of results show that the relationship between DOI and performance conforms to a mostly negative sigmoid curve and does not support the three-stage theorization. Further examination reveals that two major conceptual and empirical shortcomings underlie the disparity between the theoretical predictions of the three-stage model and these empirical findings. First, whereas theory relies overwhelmingly on enhanced scale of operations as a causal mechanism through which internationalization contributes to performance, empirical studies preclude proper identification of scale-related benefits. Second, theory and empirics tend to confuse temporary difficulties experienced upon entry into international markets with examining the benefits realizable at different levels of DOI, regardless of the firm's short-term difficulties in realizing those benefits. Our empirical results show that correcting for each of these shortcomings contributes to diminishing the theory–empirics gap.

Journal of international business studies. -- 2018, v. 49, n. 7, september, p. 832-857

1. Internationalization 2. Performance 3. Sigmoid-curve relationship 4. Internationalization knowledge 5. Propensity score estimation 6. Firm objectives

**5****Limits to international entry mode learning in SMEs [Recurso electrónico] / Christian Schwens ... [et al.]**

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

References: p. 829-831

Abstract: Despite extensive research, the literature is unclear about the circumstances under which a firm learns from its past foreign entry modes and how this experiential learning is related to future mode choices. Building on the internationalization process (IP) model and the idea that some experiential learning is location-bound, while other learning is non-location-bound, we develop and test theory to explain how experiential learning about foreign operation modes and markets impact future mode choices in new foreign markets. Overall, we argue that mode-based experiential learning is limited. Through the repeated use of a specific operation mode firms develop routines and processes that are non-location-bound and can be replicated in new foreign markets, leading to the use of this same mode type in new locations. But when complemented by experiential learning about a target market/region firms opt for operation modes with greater commitment in new foreign markets. Drawing on a sample of German SMEs and examining four different types of entry modes we find some support. However, we also identify a number of notable exceptions to our theory. In this way, we help provide unique new insights informing future IP model, experiential learning, and international entry mode research.

Journal of international business studies. -- 2018, v. 49, n. 7, september, p. 809-831

1. Small and medium-sized enterprises (SMEs) 2. Foreign market entry 3. International experience 4. Logistic regression

**6****Silicon envy [Recurso electrónico] : how global innovation clusters hurt or stimulate each other across developed and emerging markets / Nukhet Harmancioglu and Gerard J Tellis**

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

References: p. 916-918

Abstract: The authors examine intercluster dynamics among rival global clusters on monthly counts of patents, startups, and new product commercializations between 1999 and 2014 while controlling for numerous exogenous variables. Results show that rival innovation clusters facilitate rather than hinder each other's growth due to resources complementarities. Reverse fertilization occurs from emerging to developed clusters, contrary to the received wisdom. This study is the first to show intercluster dynamics as important drivers of cluster growth. To explain the counterintuitive findings, the authors draw upon the coopetition view which suggests mutually beneficial growth across all rival clusters rather than zero-sum gains.

Journal of international business studies. -- 2018, v. 49, n. 7, september, p. 902-918

1. Innovation 2. Clusters 3. Emerging markets 4. Coopetition theory 5. Longitudinal (time-series) data analysis 6. Secondary data analysis 7. Vector autoregressive modeling 8. Network theory 9. Theory of FDI and the MNE (ownership–location–internalization)

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**Team personal-life inclusion in socially- versus task-oriented countries [Recurso electrónico] : a cross-cultural study of chinese versus german teams / Matthias Weiss ... [et al.]**

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

References: p. 927-928

Abstract: Team personal-life inclusion (Team PLI) refers to socialization with fellow team members in the private domain. While PLI is an expected behavior in the socially oriented Chinese work context, it is generally seen as unfavorable in task-oriented contexts like Germany. We investigate the relative impact of Team PLI on the performance of Chinese and German teams. Based on data from 130 Chinese and 124 German teams, we show that Team PLI has opposing consequences in China and Germany. While it increases German teams' performance, the reverse relationship was observed for Chinese teams.

Journal of international business studies. -- 2018, v. 49, n. 7, september, p. 919-928

1. Organizational behavior 2. Teams and teamwork 3. China