



CALL FOR PAPERS

Interactive Research Development Workshop and Conference

Internationalization of SMEs New Insights and Future Research Opportunities

Free University of Bozen-Bolzano (South Tyrol, Italy)
May 2-3, 2018

Submission Deadline: January 25, 2018
<https://ios.events.unibz.it>

Scholars studying the internationalization of SMEs have shown a special interest in born globals, and international new ventures triggered by the seminal work of Knight & Cavusgil (2004; recently reviewed by Cavusgil & Knight, 2015; Zander, McDougall-Covin, & Rose, 2015). Beside international entrepreneurship, researcher have studied for example the impact of market entry modes on SME internationalization profitability (Lu & Beamish, 2001; 2006), regional market selection and expansion strategies (Meyer & Skak, 2002; D'Angelo et al., 2013), the relevance of social networks (Zhou et al., 2007; Musteen et al., 2010) or the correlation of internationalization and survival of SMEs (Lee et al., 2012; Sui & Baum, 2014). Additionally, the need for consolidating the growing body of SME internationalization literature has been proved by heavily cited review articles such as "Internationalisation and the smaller firm: a review of contemporary empirical research" (Coviello & McAuley, 1999), „SME internationalization research: past, present, and future" (Ruzzier et al., 2006), or "Internationalization of Small and Medium-sized Enterprises (SMEs) and International Entrepreneurship: A Critique and Policy Implications" (Wright et al., 2007). However, despite these research activities there is ample evidence that many issues regarding the internationalization processes of SMEs are yet to be addressed by researchers.

Building on an initial Professional Development Workshop at the AOM 2017 in Atlanta, this conference aims at discussing fresh ideas and innovative research initiatives in the field of the internationalization of SMEs in a more workshop-like format.

We invite international scholars interested in this field, including senior PhDs and PostDocs, to submit and present their research on the internationalization of SMEs at this interactive conference. The conference is not limited to the strategic level that may look at the formulation and implementation process of internationalization strategies of SMEs,

at different success factors or the impact of different institutional regimes, but as well invites explicitly researchers from different (sub)disciplines such as organizational behavior, human resource management, entrepreneurship, innovation management, family business research, economics and accounting to share their approaches and insights with colleagues. We are particularly interested in empirical and conceptual papers that advance already existing knowledge from diverse disciplines affecting SMEs and their attitudes towards internationalization. Although we encourage you to submit work in progress, based on controversial projects, which is novel, and addresses innovative research questions we need to emphasize that your work must comply to scientific standards and has to be of high quality regarding application of theories, appropriate methods, comprehensive analyses, as well as formal requirements.

Submission Guidelines

At first stage, we ask for submitting brief summaries that should not exceed two single-spaced pages and are limited to 1,200 words that address a specific SME-related internationalization topic. All submission will undergo a double-blind review process and those authors whose papers are accepted are invited and expected to present their research at the workshop.

For potential topics, detailed program, registration and submission please visit the conference website at:

<https://ios.events.unibz.it>

We are looking forward to your submission and participation!

Program Committee:

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Leeds University Business School

TORBEN PEDERSEN

Bocconi & Copenhagen Business School

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WU Vienna

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Deadlines & Dates 2018

Summaries Submissions:

January 25

Acceptance Notifications:

February 27

Preliminary Program published:

March 2

Conference Organizers & Contact:

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