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| PAPER ID | TITLE | AUTHORS |
| EIBA18\_C 1.1.1.1 | Bringing nationalism into management research: an illustration using the choice of governance mode in cross-border collaborations | **D. Dow1, I. Cuypers2, G. Ertug2**  1University of Melbourne, Australia; 2Singapore Management University, Singapore |
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| EIBA18\_C 1.1.5.2 | Evolution of born globals: a review of recent research | **S. Øyna**  University of Agder, Norway |
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| EIBA18\_C 1.1.6.3 | The ERA of International R&D Investments | **G. Damioli1, D. Vertesy1, D. Castellani2**  1European Commission, Joint Research Centre, Italy; 2University of Reading, United Kingdom |
| EIBA18\_C 1.1.8.1 | Governance Inertia in Dynamic Institutional Environments | **N. Jia1, F. Klein2, J. Puck2**  1University of Southern California, USA; 2 Vienna University of Economics and Business, Austria |
| EIBA18\_C 1.1.8.2 | Are governance mode and location choices interdependent? | **M. Leiblein1, M. M. Larsen2, T. Pedersen3**  1Ohio State University, USA; 2Copenhagen Business School, Denmark; 3Bocconi University, Italy |
| EIBA18\_C 1.1.8.3 | How to make waves in a huge pond? The importance of attention-building behaviour among subsidiaries to gain strategic influence | **A. Gorgijevski1, K. Lagerström1, C. Holmström Lind1, T. Hult2**  1Uppsala University, Sweden; 2Michigan State University, USA |
| EIBA18\_C 1.1.8.4 | The role of Bulgarian subsidiaries in R&D internationalization: strategic or black hole? | **M. Dodourova, S. Zhao, A.-W. Harzing**  Middlesex University, United Kingdom |
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| EIBA18\_C 1.1.10.2 | Career trajectories of international talent workers – a CV analysis | **F. M. Eberz1, K. Gilli1, N. Böhmer2, H. Schinnenburg2, M. Gunkel1**  1Free University of Bozen-Bolzano, Italy; 2University of Applied Sciences Osnabrück, Germany |
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| EIBA18\_ C 1.1.12.1 | Innovation Offshoring, Institutional Context and Innovation Performance: A Meta-Analysis | **N. Rosenbusch2, M. Gusenbauer3, I. Hatak4, M. Fink3, K. Meyer1**  1Ivey Business School, Canada; 2Wilfrid Laurier University, Canada; 3Johannes Kepler University, Austria; 4University of St Gallen, Switzerland |
| EIBA18\_ C 1.1.12.2 | Ambidexterity in international business and innovation on organizational learning and decision making | **W. Rodgers1,2, W.-L. Liu2, A.-B. Rexford2**  1University of Texas at El Paso, USA; 2University of Hull, United Kingdom |
| EIBA18\_ C 1.1.12.3 | Why do Inventors move out of MNCs’ host country subsidiaries? The role of Institutional Distance | **D. J. Borah1, S. Massini1, L. Piscitello2**  1The University of Manchester, United Kingdom; 2Politecnico di Milano, Italy |
| EIBA18\_I 1.1.1.1 | Cross-country comparison of environmental, social, and corporate governance performance: How do institutions matter? | **J. Shin1, C. H. Oh2**  1University of Groningen, The Netherlands; 2Simon Fraser University, Canada |
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| EIBA18\_I 1.1.3.2 | Comparisons of patterns and mechanisms catching up processes in technological sectors: a study of manufacturing industries in China | **L. Xu1, j. Xiong1, h. Fu2**  1Rennes School of Business, France; 2Tsinghua University, China |
| EIBA18\_I 1.1.3.3 | Foreign Direct Investment Location Choices and Multimarket Competition: Boundary Conditions of the Mainstream Literature and the Challenges of Unforeseen Empirical Contexts | **M. Dike1, E. Rose2, U. Andersson3**  1Aalto University School of Business, Finland; 2Leeds University Business School, UK; 3Mälardalen University, Sweden |
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| EIBA18\_I 1.1.4.4 | A Comparative Study on Explorative Overseas Foreign Direct Investment by MNEs from Developed and Developing Economies | **A. Wollenberg1, J. J. Cabrera Lazarini2, K. Chu3**  1St. George's University, Grenada; 2Tecnológico de Monterrey; 3Curtin University of Technology |
| EIBA18\_I 1.1.5.1 | Is International Entrepreneurship a Site for Methodological Innovation in Qualitative Case Research: A Review and Analysis | **J. Ji1, E. Plakoyiannaki2, P. Dimitratos3, S. Chen4**  1Sheffield University Management School, University of Sheffield, United Kingdom; 2Leeds University Business School, University of Leeds, United Kingdom; 3Adam Smith Business School, University of Glasgow, United Kingdom; 4Department of Business Administration, Tongji University, China |
| EIBA18\_I 1.1.5.2 | Entrepreneurship Education and Entrepreneurial Intention: Do Students Perceiving a Hostile Environment Benefit? | **M. Solesvik1, P. Westhead2**  1Nord University, Norway; 2Durham University Business School |
| EIBA18\_I 1.1.5.3 | From ‘Clicks to Bricks’: A growth Strategy for SMEs | **P. Kalfadellis, A. Pucar, P. O'Neill**  Monash University, Australia |
| EIBA18\_I 1.1.5.4 | It’s a small world after all: An effectuation analysis on business model to conquer developed markets | **C. Vilasboas Calixto1, S. Vasconcellos2, I. Lapuente Garrido3**  1Fundaçao Getulio Vargas, Brazil; 2Universidade Regional de Blumenau, Brazil; 3UNISINOS, Brazil |
| EIBA18\_I 1.1.5.5 | Motivation of female business owners: case of Russia, Ukraine and Norway | **T. Iakovleva1, M. Solesvik2, A. Trifilova3**  1University of Stavanger, Norway; 2Nord University, Norway; 3University of Exeter, United Kingdom |
| EIBA18\_I 1.1.10.1 | “Dear Internet…”: A Sentiment Analysis of Trailing Spouses’ Blogs | **A. Koveshnikov1, H. Wechtler2, J. Lindman3**  1Aalto University, Finland; 2UNSW, Australia; 3University of Gothenburg, Sweden |
| EIBA18\_I 1.1.10.2 | Relating individual- and group-level decision-making during cross-border integration | **S. A. Sniazhko**  University of Vaasa, Finland |
| EIBA18\_I 1.1.10.3 | Development of Relationships in Global Virtual Teams around Task | **M. Aleem, P. Zettinig**  Turku School of Economics, Finland |
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| EIBA18\_C 1.2.1.1 | The complementary roles of states and MNEs in solving the tax haven problem | **J. Nebus**  Suffolk University, United States of America |
| EIBA18\_C 1.2.1.2 | Are ethnic ties catalysts for Chinese outward FDI: the role of country-of-origin firms and immigrants bonds | **H. Zhu1, J. Cantwell2, Z. Deng3**  1Dongbei University of Finance and Economics, China; 2Rutgers University, USA; 3Renmin University of China; China |
| EIBA18\_C 1.2.2.1 | Go abroad or die? A dialogue on internationalization in the decline phase | **A. Montoro-Sanchez1, C. Maylin-Aguilar2**  1Complutense University of Madrid, Spain; 2Francisco de Vitoria Universy, Spain |
| EIBA18\_C 1.2.2.2 | Sectoral dimensions of Poland`s investment development path revisited | **J. Nowak1, M. Gorynia2, P. Trąpczyński2, R. Wolniak3**  1IBD Business School, Warsaw; 2Poznań University of Economics and Business, Poland; 3University of Warsaw, Poland |
| EIBA18\_C 1.2.2.3 | The concepts of strategy and business models in firm internationalisation research: towards a research agenda | **M. Gorynia, P. Trąpczyński, S. Bytniewski**  Poznań University of Economics and Business, Poland |
| EIBA18\_C 1.2.4.1 | A balanced inter-cultural-space dispersion is not enough. Think also about the way you get there! | **P. H. S. Nguyen1, T. Atamer2, A. C. Martinet3, Z. Guedri2, P. Legrand1**  1ESC Clermont Graduate School of Management, France; 2EM Lyon Business School; 3iaelyon School of Management - Jean Moulin University |
| EIBA18\_C 1.2.4.2 | The moderating effects of formal institutional distance on the relationship between cultural distance and performance | **H. Correa da Cunha1, M. Amal2, D. Floriani3, S. Andersson4**  1Halmstad University Sweden/Universidade de Blumenau (FURB) Brazil; 2Universidade de Blumenau (FURB) Brazil; 3Universidade do Vale do Itajai (UNIVALI) Brazil; 4Halmstad University Sweden |
| EIBA18\_C 1.2.4.3 | Antecedents of the multinationality level of firms from developing countries | **M. Amal1, M. Hoeltgebaum2**  1Regional University of Blumenau - FURB, Brazil; 2Regional University of Blumenau- FURB Brazil |
| EIBA18\_C 1.2.5.1 | Fear for Failure and Need for Longevity – Internationalization Process Tensions within Family Businesses | **E. J. Paavilainen-Mäntymäki1, T. Leppäaho2, J. Metsola2**  1University of Turku, Finland; 2Lappeenranta University of Technology, Finland |
| EIBA18\_C 1.2.5.2 | Theorizing Fear of Failure in the International Opportunity Evaluation: An Investigation of Chinese Entrepreneurs and Their Small and Medium-Sized Enterprises | **K. Dong**  The University of Adelaide, Australia |
| EIBA18\_C 1.2.5.3 | Uncertainty and decision-making in SME internationalization: The importance of control, prediction, and knowledge | **W. Bai1,2, B. Francioni3, M. Johanson4,2, L. Oliveira5,4, M. Ratajczak-Mrozek6**  1Zhejiang University of Technology, China; 2Uppsala University, Sweden; 3University of Urbino, Italy; 4Dalarna University, Sweden; 5University of São Paulo, Brazil; 6Poznań University of Economics and Business, Poland |
| EIBA18\_C 1.2.8.1 | A Dynamic Framework of Subsidiary Strategic Roles | **M. M. Dzikowska1, U. Andersson2,3**  1Poznań University of Economics and Business; 2Mälardalen University; 3BI Norwegian Business School |
| EIBA18\_C 1.2.8.2 | Global market integration, strategic orientation, and foreign subsidiary divestment | **L. Sleuwaegen1, R. Belderbos1,2, F. DeMichiel1, S. Wu3**  1KU Leuven, Belgium; 2Maastricht University, The Netherlands; 3University of Liverpool, UK |
| EIBA18\_C 1.2.9.1 | Political Economy of Finance: Securities Market Regulation | **J. Jeric**  Oxford University, United Kingdom |
| EIBA18\_C 1.2.9.2 | Dividend smoothing in BRICS countries: the explanatory power of the company’s individual and market-based determinants | **U. Mrzyglod, S. Nowak, M. Mosionek-Schweda, J. Kwiatkowski**  University of Gdansk, Poland |
| EIBA18\_C 1.2.9.3 | Liability of foreignness in investment banking | **J.-F. Hennart1, L. B. Beznos2, H. H. Sheng2**  1CentER, Tilburg University; 2Getulio Vargas Foundation (FGV-EAESP), Brazil |
| EIBA18\_C 1.2.11.1 | They are like elephants and we are like mice: A study of learning processes in two internationalizing SMEs | **S. Melén Hånell, C. E. Rovira Nordman, L.-G. Mattsson**  Stockholm School of Economics, Sweden |
| EIBA18\_C 1.2.11.2 | Social media use as mechanism facilitating progression through the international growth phases of INVs | **S. Fraccastoro, M. Gabrielsson**  University of Eastern Finland, Finland |
| EIBA18\_C 1.2.11.3 | Vulnerability in Cross-Border Online Shopping: A Cross-National Comparison between Chinese and German Consumers | **A. Fota, H. Schramm-Klein, G. Wagner**  University of Siegen, Germany |
| EIBA18\_I 1.2.1.1 | The role of Chinese emerging market multinationals in the Belt Road Initiative: An inter-disciplinary approach | **W.-s. Siu1, J. Pillai2**  1Hong Kong Baptist University, Hong Kong S.A.R. (China); 2American University of Central Asia, Kyrgyzstan |
| EIBA18\_I 1.2.1.2 | CEO political ideology and firm’s tax avoidance behavior in the shadow of rising populism | **A. Kerai**  Indian Institute of Management, India |
| EIBA18\_I 1.2.1.3 | Engaging to be at Peace? Examining China’s Interaction with Australia and South Korea in Diplomacy and for International Business in the Belt and Road Initiative | **J. Kim, A. Raswant**  University of Sydney, Australia |
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| EIBA18\_I 1.2.2.1 | Internationalization of the State-Owned Enterprises: Evidence from Russia | **D. Klishevich1, A. Panibratov2**  1St. Petersburg State University, Russia; 2St. Petersburg State University, Russia |
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| EIBA18\_I 1.2.2.3 | Inward FDI in Central and Eastern Europe: do institutions still matter? | **V. Avioutskii1, M. Tensaout2**  1ESSCA School of Management, France; 2Université du Maine, France |
| EIBA18\_I 1.2.2.4 | Legitimisation through the network – the case of emerging market firm internationalisation | **N. Hasche2, C. Öberg1**  1The Ratio Institute, Sweden; 2Rebro University |
| EIBA18\_I 1.2.5.1 | Internationalization of Born Globals: the Entrepreneurial Ecosystem Perspective | **H. Velt, L. Torkkeli, S. Saarenketo**  Lappeenranta University of Technology, Finland |
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| EIBA18\_I 1.2.5.3 | Business models and internationalization patterns in the software industry. The case of Polish B2B IT firms | **W. Nowiński1, M. Kozma2**  1WSB University in Poznań, Poland; 2Corvinus University of Budapest, Hungary |
| SESSION C | | |
| EIBA18\_C 1.3.1.1 | Multinationals and the European poors: Reverse knowledge transfer or ad hoc solutions? | **A. Zucchella1, S. Malvestito2**  1University of Pavia, Italy; 2UBS, Switzerland |
| EIBA18\_C 1.3.1.2 | Does Foreign Direct Investment promote Institutional Development in Africa? | **R. Mongong-Fon, F. Filippaios, C. Stoian**  University of Kent, United Kingdom |
| EIBA18\_C 1.3.3.1 | Myths about collinearity and clusters in International Business research: Identification, consequences, and remedies | **T. Lindner, J. Puck**  Vienna University of Economics and Business, Austria |
| EIBA18\_C 1.3.3.2 | Theories, Hypotheses and Testing Structures: A Holistic Perspective | **T. M. Devinney1, E. Rose2, K. Nagre3**  1University of Leeds, United Kingdom; 2University of Leeds, United Kingdom; 3University of Leeds, United Kingdom |
| EIBA18\_C 1.3.3.3 | Systematic technique for applying critical realism to multilevel case studies in International Business | **A. Silenskyte**  University of Vaasa, Finland |
| EIBA18\_C 1.3.4.1 | Entry mode deviation from internalization theory predictions | **S. Elia1, M. Møller Larsen2, L. Piscitello1**  1Politecnico di Milano, Italy; 2Copenhagen Business School |
| EIBA18\_C 1.3.4.2 | The Role of Imitative Learning on Speed of the Internationalization Process: An Analysis on Market Selection Process | **J. N. Edeh, F. J. Acedo, J. C. Casilas**  Universidad de Sevilla, Spain |
| EIBA18\_C 1.3.4.3 | Which way to catch up? Top management team functional diversity and unconventional FDI portfolios of emerging economy firms | **Y. Li1, L. Cui2, Y. Choi2, X. Tian3**  1The University of Sydney, Australia; 2The Australian National University, Canberra, Australia; 3Chongqing Technology and Business University, Chongqing, China |
| EIBA18\_C 1.3.6.1 | FDI, Culture and Females’ Education in EU Countries | **C. Economidou, C. Kottaridi, K. Louloudi**  University of Piraeus, Greece |
| EIBA18\_C 1.3.6.2 | They grow up so quickly! An essay on evolution of Swedish managers' mental frames of the developing markets in times of globalisation | **M. Budryk**  Uppsala University, Sweden |
| EIBA18\_C 1.3.6.3 | The Eclectic Paradigm as a Holistic Model to Analyze Subnational Determinants of FDI | **C. B. Batschauer da Cruz1, D. E. Floriani1, M. Amal2**  1University of Vale do Itajaí (UNIVALI), Brazil, Brazil; 2Regional University of Blumenau (FURB), Brazil |
| EIBA18\_C 1.3.8.1 | Competition network, home-region competition, and performance | **S.-Y. Kim**  ESC RENNES SCHOOL OF BUSINESS, France |
| EIBA18\_C 1.3.8.2 | No place like home: Evidence on country of origin acquisitions by migrant CEOs | **M. J. Mueller1, T. H. Reus1, A. H. Slangen2**  1Rotterdam School of Management, Erasmus University; 2KU Leuven |
| EIBA18\_C 1.3.8.3 | The impact of institutional distance on cross-border merger and acquisition time to completion: The moderating effect of European Union membership | **C. Santos1, N. R. Reis1,2, J. C. Santos1,2**  1School of Techonlogy and Management, Polytechnic Institute of Leiria; 2CARME - Centre of Applied Research in Management and Economics |
| EIBA18\_C 1.3.9.1 | Stakeholder Voice and Accounting-Based Incentives: Evidence from Germany and the United States | **D. Feils1, M. Rahman2, F. Sabac3**  1MacEwan University, Canada; 2University of San Diego, USA; 3University of Alberta, Canada |
| EIBA18\_C 1.3.9.2 | Nominee representatives of lenders in the board of directors: Impact on firm internationalization strategy | **V. Sukumara Panicker1, S. Mitra2, R. Srinivas Upadhyayula2**  1Loughborough University, United Kingdom; 2Indian Institute of Management, Kozhikode, India |
| EIBA18\_C 1.3.9.3 | CEO Overconfidence and Subsidiary Divestments | **F. Zilja**  BI Norwegian Business School, Norway |
| EIBA18\_C 1.3.10.1 | International top managers and their board tenure: is internationalization detrimental? | **S. Schmid1, S. Mitterreiter2**  1ESCP Europe, Germany; 2ESCP Europe, Germany |
| EIBA18\_C 1.3.10.2 | Integration managers’ approaches to uncertainty management | **S. A. Sniazhko**  University of Vaasa, Finland |
| EIBA18\_C 1.3.10.3 | Proposal of a Validated Coding Instrument to Analyse Interactions in Cross-cultural Business Negotiations | **C. Dowie1, C. De Mattos2, O. De Bruijn3, P. Ghauri4**  1University of Aberdeen, UK; 2University of Huddersfield, UK; 3University of Manchester, UK; 4Uiversity of Birmingham, UK |
| EIBA18\_C 1.3.12.1 | Innovation and industrial specialization patterns of FDI in service and manufacturing sectors – examination of the industrial sectors across regions in a transition economy | **A. Mironko**  Indiana University East, United States of America |
| EIBA18\_C 1.3.12.2 | Industrial architecture characteristics, R&D subsidies and policy penetration effects: A comparative study of wind power and new energy vehicles | **W. Gao1, D. Wang2, X. Hu1**  1China University of Mining and Technology, China; 2Aalborg University, Denmark |
| EIBA18\_C 1.3.12.3 | Knowledge exploration and exploitation in R&D internationalization: A comparison of emerging versus advanced economy multinational companies | **V. Procher1, P. Steinberg2, D. Urbig3, C. Volkmann3**  1Grenoble Ecole de Management, France; 2University of Groningen, The Netherlands; 3University of Wuppertal, Germany |
| EIBA18\_I 1.3.4.1 | U.S. Foreign Direct Investment to the Eurozone Manufacturing. A distance framework by type of industry approach | **D. Kyrkilis1, N. Grujic1**  1University of Macedonia, Greece |
| EIBA18\_I 1.3.4.2 | Unintended FDI spillovers or deliberate network change? - Developing a framework on multinational corporations’ impact on local companies | **E. Pelto**  University of Turku, Finland |
| EIBA18\_I 1.3.4.3 | Driving forces behind the expansion strategies of Chinese MNEs in Central and Eastern Europe | **A. Szunomar Agnes**  Center for Economic and Regional Studies HAS, Hungary |
| EIBA18\_I 1.3.4.4 | Internal organizational factors on social enterprise international scaling: a quantitative study | **F. De Beule, K. Dobson, J. Bruneel**  KU Leuven University, Belgium |
| EIBA18\_I 1.3.5.1 | Embeddedness of international new ventures during the first global economy | **T. Leppäaho1, R. Amdam2, S. Jack3, S. Korhonen1**  1Lappeenranta University of Technology, Finland; 2BI Norwegian Business School, Norway; 3Stockholm School of Economics, Sweden |
| EIBA18\_I 1.3.5.2 | Survival of new ventures: the influence of internationalization and its speed | **E. Choquette, M. Rask**  Aarhus University, Denmark |
| EIBA18\_I 1.3.5.3 | Are corporate investors ambidextrous? How exploration and exploitation can pursue firm performance in the corporate venture capital? | **F. H. Shuwaikh**  Paris Sud University, France |
| EIBA18\_I 1.3.5.4 | Internationalisation performance of SMEs from emerging economies: Does managerial knowledge make a difference? | **S. Kumari, V. Shirodkar, S. McGuire**  University of Sussex, United Kingdom |
| EIBA18\_I 1.3.5.5 | Mature markets, internationalization and SMEs: challenges and opportunities | **A. Montoro-Sanchez1, C. Maylin-Aguilar2**  1Complutense University of Madrid, Spain; 2Francisco de Vitoria University, Spain |
| EIBA18\_I 1.3.6.1 | Co-location of R&D and production in fashion industry: The case of Italy | **D. Lica, E. Di Maria, V. De Marchi**  University of Padova, Italy |
| EIBA18\_I 1.3.6.2 | Collocation for what? Value and critical dimensions of MNE clustering | **B. Urzelai1, F. Puig2**  1University of the West of England, United Kingdom; 2University of Valencia, Spain |
| EIBA18\_I 1.3.6.3 | Location advantages of the Lodz province for small foreign investors: revisited after five years | **T. Dorożyński, J. Świerkocki**  University of Lodz, Poland |
| EIBA18\_I 1.3.6.4 | The Managerial Challenges for Labor Intensive Industry in Developed Countries: Some Case Studies of Japanese Apparel SMEs | **F. Iwasaki1, Y. Ueki2**  1Economic Research Institute for ASEAN and East Asia (ERIA), Indonesia; 2Institute of Developing Economies (IDE-JETRO), Japan |
| EIBA18\_I 1.3.6.5 | Micro-geography of Agglomeration Economies: Evidence on the UK | **D. Castellani1, K. Lavoratori1**  University of Reading, United Kingdom |
| EIBA18\_I 1.3.9.1 | How audit society limits countries' ability to grow IB via inconsistent treatment of Remittances in sovereign credit rating | **L. F. DUCRAY**  Caen-Normandie University, France |
| EIBA18\_I 1.3.9.2 | The Role of Dividends on Equity Valuation: Evidence from GCC Countries | **B. M. Abu-Abbas**  Qatar University, Qatar |
| EIBA18\_I 1.3.9.3 | Women on Boards of the World’s Largest Multinationals: A Multi-Dimensional Perspective | **A. Budde-Sung, S. Gray**  University of Sydney, Australia |
| EIBA18\_I 1.3.9.4 | Going private transactions performance in emerging economies: a comparative study between Latin America, Europe and Asia | **A. Y. Chevalier1, A. Sannajust2**  1ESCP Europe, France; 2Université de Saint Etienne-COACTIS-Saint Etienne-France, France |
| EIBA18\_I 1.3.10.1 | Migrants as cross-border entrepreneurs – a theoretical review and mapping | **M. Elo1, P. Servais2, S. Sandberg2**  1Shanghai University, University of Turku, Migration Institute of Finland, Finland; 2Linnaeus University, Sweden |
| EIBA18\_I 1.3.10.2 | From expatriation to global migration: The role of talent management practices in talent mobility to Ghana | **M. Latukha, J. Soyiri**  St. Petersburg State University, Russia |
| EIBA18\_I 1.3.10.3 | The Paradox of Roots and Wings: Labor Mobility from Local Firms to MNEs in Algeria | **F. Tighersi1, A. Bouguerra2, I. Golgeci3**  1 University of Birmingham, United Kingdom; 2Copenhagen Business School, Denmark; 3Aarhus University, Denmark |
| EIBA18\_I 1.3.10.4 | Global Leadership success through cultural and emotional intelligence in International teams | **E. Lankut1,2, M. Gunkel3, Z. H. Munim1, I. Alon1, V. Taras4, N. F. Richter2**  1University of Agder, Norway; 2Southern Denmark University (SDU), Denmark; 3Free University of Bozen-Bolzano, Italy; 4University of North Carolina at Greensboro, USA |
| SESSION D | | |
| EIBA18\_C 2.1.5.1 | Regional social capital and the entrepreneurial establishment process: a multi-level study | **J. Kleinhempel, S. Beugelsdijk, M. Klasing**  1University of Groningen, The Netherlands |
| EIBA18\_C 2.1.5.2 | The internationalization of socially oriented organizations: Determinants of host country selection | **J. Chen, S. Saarenketo, K. Puumalainen**  Lappeenranta University of Technology, Finland |
| EIBA18\_C 2.1.5.3 | Entry timing and initial speed: Exploring interactions and impacts on exporting SMEs | **R. Romanello1, M. Chiarvesio1, B. Balboni2**  1University of Udine, Italy; 2University of Modena and Reggio Emilia, Italy |
| EIBA18\_C 2.1.7.1 | Networks and Firm's Scalability: How Network Factors Contribute in defining Born-Global Scalability Path | **B. Abdulkader**  Central European University, Hungary |
| EIBA18\_C 2.1.7.2 | Digitalization in the global sales era: the analysis of a cross-national dataset | **C. Lindh2, C. E. Rovira Nordman1, S. Melén Hånell1, A. Safari2, A. Hadjikhani2**  1Stockholm School of Economics, Sweden; 2Mälardalen University, Sweden |
| EIBA18\_C 2.1.7.3 | RBV + SDL = RM? Explaining Resource-Based View and Service-Dominant Logic through Relationship Management | **B. Deszczyński**  Poznań University of Economics and Business, Poland |
| EIBA18\_C 2.1.8.1 | Structural Attention Matters More: Attention and Communication Choices in Multinational Corporations | **H. u. Haq1, R. Drogendijk1, D. B. Holm2**  1University of Groningen, Netherlands; 2Uppsala University, Sweden |
| EIBA18\_C 2.1.8.2 | A values-based analysis of bifurcation bias and its impact on family firm internationalization | **A. Verbeke1, W. Yuan2, L. L. Kano1**  1University of Calgary, Canada; 2University of Manitoba, Canada |
| EIBA18\_C 2.1.8.3 | The effect of initial structural conditions on IJV stability: Evidence from French-foreign JVs | **H. Aib, J. Liouville**  University of Strasbourg, France |
| EIBA18\_C 2.1.9.1 | Outward foreign investment and home-country economic development: Using the eclectic paradigm to synthesize two influential IB literatures | **G. Hendriks**  University of Warwick, United Kingdom |
| EIBA18\_C 2.1.9.2 | Addressing the finance gap in IB: combining export finance and export promotion to support firms’ internationalization | **M. S. Bitsch**  University of Turku, Finland |
| EIBA18\_C 2.1.9.3 | How exporting small and medium sized enterprises manage foreign exchange risk | **V. H. Dang1, V. Lindsay2**  1An Giang University, Vietnam; 2American University of Sharjah, United Arab Emirates |
| EIBA18\_C 2.1.10.1 | Cultivating a corporate global mindset: An exploratory attempt to connect global mindset with organizational identity | **R. Guerrero, J. Hruby**  Steinbeis Consulting Center, Germany |
| EIBA18\_C 2.1.10.2 | Exploring voluntary turnover in companies operating in Russia: Application of text mining in job review analysis | **D. Sokolov, L. Selivanovskikh**  St. Petersburg State University, Russia |
| EIBA18\_C 2.1.10.3 | Attracting Job Seekers Using Diversity Seals | **S.A. Rössig, S. Enke**  Otto von Guericke University Magdeburg, Germany |
| EIBA18\_C 2.1.11.1 | Foreign market adaptation and performance: the role of institutional distance and organizational capabilities | **M. Ciszewska-Mlinaric1, P. Trąpczyński2**  1Kozminski University, Warsaw, Poland; 2Poznań University of Economics and Business, Poland |
| EIBA18\_C 2.1.11.2 | Causation and Effectuation Help to Understand Export Marketing and Performance of Micro and Small Brazilian Enterprises | **R. D. Cunha, T. V. Rocha, S. G. Moraes**  ESPM/SP, Brazil |
| EIBA18\_C 2.1.11.3 | Country Environment and Local Performance: A Cross-classified Multi-level Approach | **B. Swoboda, L. Morbe, C. Sinning**  University of Trier, Germany |
| EIBA18\_C 2.1.12.1 | Don’t do it in the Rome if you cannot do as the Romans do: How ‘distance’ in intellectual property protection regimes matters for MNEs’ innovations at foreign-subsidiary levels? | **P. Konara1, G. Batsakis2, V. Shirodkar3**  1University of Plymouth, United Kingdom; 2ALBA Graduate Business School, Greece; 3University of Sussex, United Kingdom |
| EIBA18\_C 2.1.12.2 | Firm’s Innovation and Market Valuation: Are There any Threshold Effects? | **C. Economidou1, K. Drivas1, E. Ketteni2, C. Kottaridi1**  1University Of Piraeus, Greece; 2Frederick University, Cyprus |
| EIBA18\_C 2.1.12.3 | Foreign Knowledge Flow and the Chinese Accounting Firm’s Dynamic Capabilities Development | **T. H. Malik**  Liaoning University, China |
| EIBA18\_C 2.1.13.1 | An Inter-firm Perspective on Market, Brand and Entrepreneurial Orientation: The Influence on Performance | **F. Wang1, P. Ghauri2, U. Elg3**  1King's College London, United Kingdom; 2University of Birmingham, United Kingdom; 3Lund University, Sweden |
| EIBA18\_C 2.1.13.2 | Managing resource dependencies to achieve the balance of power: A perspective of low power firms in an inter-organisational relationship | **S. Ahmad, P. Dimitratos, S. Zyglidopoulos, R. Narooz**  University of Glasgow, United Kingdom |
| EIBA18\_C 2.1.13.3 | Indigenous and Foreign MNEs: Do Linkages with Local Business Partners Differ? | **J. Scott-Kennel1, I. Saittakari2**  1University of Waikato, New Zealand; 2Aalto University, Finland |
| EIBA18\_I 2.1.5.1 | Investigating collective international opportunities – A case study | **E. Haaja1, N. Nummela1,2**  1University of Turku, Finland; 2University of Tartu, Estonia |
| EIBA18\_I 2.1.5.2 | Family ownership and intermittent exporting | **A. Kuiken**  Jönköping International Business School, Sweden |
| EIBA18\_I 2.1.5.3 | The choice between joint venture and wholly owned subsidiary: a comparison of SMEs and large firms | **M. C. Sestu1, A. Majocchi1, A. D’Angelo2**  1University of Pavia, Italy; 2Università Cattolica del Sacro Cuore, Italy |
| EIBA18\_I 2.1.5.4 | Digital Age Internalization: How Organizational Performance Impacts Internalization Decisions | **J. Dredge, C. Park**  Memorial University, Canada |
| EIBA18\_I 2.1.5.5 | Early Internationalizing Firms as a Means of Cross-border Entrepreneurial Experimentations under Genuine Uncertainty: Insights from Judgment-Based View of Entrepreneurship | **H. Kano**  Waseda University, Japan |
| EIBA18\_I 2.1.5.6 | The Evolution of Born Globals | **S. Øyna, R. Shneor**  University of Agder, Norway |
| EIBA18\_I 2.1.10.1 | Discovering the Land of a Thousand Lakes: Identity Work among Foreign Academics in Finland | **A. Koveshnikov1, P. Kähäri1, J. Sumelius2, H. Vuorenmaa1**  1Aalto University School of Business, Finland; 2University of Vaasa, Finland |
| EIBA18\_I 2.1.10.2 | “Maybe I’m not an expert at all”: Enacting expertise at the multinational workplace | **T. Hakkarainen1, J. Angouri2**  1Aalto University, Finland; 2University of Warwick, United Kingdom |
| EIBA18\_I 2.1.10.3 | The influence of TMT’s nationality diversity on MNCs’ employer attractiveness | **T. Dauth1,4, S. Schmid2, D. Georgakakis3, W. Ruigrok3, F. Orban1**  1HHL Leipzig Graduate School of Management, Germany; 2ESCP Europe, Germany; 3University of St. Gallen, Switzerland; 4Fraunhofer Center for International Management and Knowledge Economy |
| EIBA18\_I 2.1.10.4 | Do location and family matter when going abroad? | **G. Hong1, K. E. Shin2, E. Kim3**  1The institutes of Spain and Latin America, Korea University; 2Korea University Business School; 3Pusan National University, Korea, Republic of (South Korea) |
| EIBA18\_I 2.1.10.5 | Researchers as Key Actors in the Internationalization of Higher Education: The P.R.I.D. Model | **M. Romani-Dias1,2, J. Carneiro2**  1Escola Superior de Engenharia e Gestão (ESEG), Brazil; 2FGV Sao Paulo School of Business Administration, Brazil |
| EIBA18\_I 2.1.12.1 | Innovation and Regional Development: Evidence from Brazil | **F. d. O. Paula, J. F. d. Silva**  Pontifical Catholic University of Rio de Janeiro, Brazil |
| EIBA18\_I 2.1.12.2 | The Influence of Human Resource Management (HRM) Practices on Knowledge Sharing in ERP Implementation | **A. Aklamanu**  Ghana Institute of Management and Public Administration, Ghana |
| EIBA18\_I 2.1.12.3 | Effectuation, Causation and Radical Innovation in Norwegian Firms | **P. Westhead2, M. Solesvik1**  1Nord University, Norway; 2Durham University, United Kingdom |
| EIBA18\_I 2.1.12.4 | An Integrated Model to Explore the Determinants of Product and Process Innovation: Does Information System Usage has A Mediating Role? | **I. H. Magboul1, A. K. Al-Swidi2**  1Community College Qatar, Qatar; 2Qatar University, Qatar |
| EIBA18\_I 2.1.13.1 | Political Embeddedness and Competence Creation: Intermediate Units vs. Local Subsidiaries | **A. Botella, C. Villar, J. Pla-Barber**  University of Valencia, Spain |
| EIBA18\_I 2.1.13.2 | Global Market Entry Strategies of Chinese and Taiwanese High-Technology Firms: A Network Perspective | **M. Glowik, A. Alan**  Berlin School of Economics and Law, Germany |
| EIBA18\_I 2.1.13.3 | European Born Globals and Their Global Value Chains | **V. Patrini**  Eurofound, Ireland |
| EIBA18\_I 2.1.13.4 | Social Network Structure and Vertical Desintegration | **R. Oliveira1, A. Figueira1, B. Jindra2**  1COPPEAD, Brazil; 2Copenhagen Business School, Denmark |
| EIBA18\_I 2.1.13.5 | The Impact of International Ownership on the Performance of Social Enterprises: A Global Survey of Microfinance Shareholder Firms | **K. Ohene Djan1, R. Mersland1, L. A. Beisland1, L. Nakato1, S. A. Nyarko1,2**  1University of Agder, Norway; 2Universite Libre de Bruxelles, Solvay Brussels School of Management |
| SESSION E | | |
| EIBA18\_C 2.2.4.1 | Infant multinationals in infant markets: opportunity creation by Central and Eastern European firms in Sub-Saharan Africa | **A. Wąsowska1, K. Obłój2**  1University of Warsaw, Poland; 2Kozminski University, Poland |
| EIBA18\_C 2.2.4.2 | Institutional effects on the ownership in cross-border acquisitions by African firms | **J. C. Rodrigues2, M. P. Ferreira1, J. C. Santos1**  1Polytechnic Institute of Leiria; 2CARME - Centre of Applied Research in Management and Economics; 2Polytechnic Institute of Leiria |
| EIBA18\_C 2.2.4.3 | Internationalization and Performance: Moderating Role of Firm-specific Advantages | **K. R. Bhandari1, J. Larimo1, Y. Wang2**  1University of Vaasa, Finland; 2University of Southern Denmark, Denmark |
| EIBA18\_C 2.2.5.1 | The informal legacy: exploring the relationship between the informal economy and exporting among African SMEs | **M. Møller Larsen, C. Witte**  Copenhagen Business School, Denmark |
| EIBA18\_C 2.2.5.2 | Boundarylessness and boundaries in international entrepreneurship identity work | **S. Korhonen1, M. Hannibal2**  1Lappeenranta University of Technology, Finland; 2University of Southern Denmark, Denmark |
| EIBA18\_C 2.2.5.3 | Facilitating International Venturing of Emerging Market Firms through Entrepreneurial Transformation: Contingent Role of Technological Environment | **C. Han1, B. Nielsen2**  1Xi'an Jiaotong University, China; 2The University of Sydney, Australia |
| EIBA18\_C 2.2.6.1 | The role of institutional context in backshoring decisions | **L. L. Halse1, B. B. Nujen1, H. Solli-Sæther2**  1Molde University College, Norway; 2Norwegian University of Science and Technology, Norway |
| EIBA18\_C 2.2.6.2 | What happens after offshoring? A comprehensive framework | **M. Bettiol2, M. Chiarvesio3, E. Di Mattia2, C. Di Stefano1, L. Fratocchi1**  1University of L'Aquila, Italy; 2University of Padova, Italy; 3University of Udine, Italy |
| EIBA18\_C 2.2.6.3 | Connectivity and the Location of MNEs Across the Value Chain. Evidence from US Metropolitan Areas | **D. Castellani1, K. Lavoratori1, A. Perri2, V. Scalera3**  1University of Reading, United Kingdom; 2Ca’ Foscari University of Venice, Italy; 3University of Amsterdam, The Netherlands |
| EIBA18\_C 2.2.6.4 | Why do multinational firms offshore R&D to China? An in-depth analysis of determinants behind locational strategies | **J. Hong, S. Massini, J. Edler**  University of Manchester, United Kingdom |
| EIBA18\_C 2.2.11.1 | Strategic factors in the interaction of innovation-oriented University-Industry collaborations | **V. Rosendo-Rios**  CUNEF, Spain |
| EIBA18\_C 2.2.11.2 | The brand identity role and attitude toward donations: an American-Italian comparison in the higher education context | **B. Francioni1, I. Curina1, C. Dennis2, S. Papagiannidis3, E. Alamanos3, M. Bourlakis4**  1Università di Urbino Carlo Bo, Italy; 2The Business School, Middlesex University, London NW4 4BT, UK; 3Newcastle University Business School, Newcastle University, Newcastle upon Tyne NE1 4SE, UK; 4Cranﬁeld School of Management, Cranﬁeld, Bedford MK43 0AL, UK |
| EIBA18\_C 2.2.11.3 | Generational cohorts: Review and research directions | **S. G. Moraes, V. I. Strehlau, R. D. Cunha**  ESPM, Brazil |
| EIBA18\_C 2.2.13.1 | Recapturing customers in cross-border acquisitions of knowledge-intensive firms: the case of a Chinese-Finnish M&A | **W. Y. Degbey1, C. Öberg2, N. Nummela1**  1University of Turku, Finland; 2Örebro University School of Business, Sweden |
| EIBA18\_C 2.2.13.2 | The institutional approach on coopetition: coopetition and internationalization of firms regarding the role of the formal institutions | **J. M. Monticelli1,3, I. L. Garrido2, L. M. Vieira1, J. R. d. S. Verschoore2**  1Fundacao Getulio Vargas EAESP, Brazil; 2Universidade do Vale do Rio dos Sinos, Brazil; 3Universidade Unilasalle, Brazil |
| EIBA18\_C 2.2.13.3 | Socioemotional wealth and international networking of family-controlled SMEs | **J. S. Metsola, T. C. Leppäaho**  Lappeenranta University of Technology, Finland |
| EIBA18\_I 2.2.6.1 | Knowledge connectivity in the global value chain of lithium-batteries | **I. Alvarez, R. Marín, F. Moreno-Brieva**  Universidad Complutense de Madrid, Spain |
| EIBA18\_I 2.2.6.2 | E-commerce and the international scope of MNEs | **I. Alvarez, R. Marín**  Universidad Complutense de Madrid, Spain |
| EIBA18\_I 2.2.6.3 | The role of inter-organizational strategic fit in sub-supplier management – a multi-case field study observed from a lower-tier perspective | **E. Altmayer**  University of St. Gallen, Switzerland |
| EIBA18\_I 2.2.6.4 | Firm financial performance and the consequence of FDI location in global cities vs. non-global cities | **H. Du**  NEOMA Business School, France |
| EIBA18\_I 2.2.10.1 | Segways and segues: humour as a lens to exploring expatriates’ language proficiency and cross-cultural awareness in Japan | **M. J. Lehtonen, A. Koveshnikov**  Aalto University, Finland |
| EIBA18\_I 2.2.10.2 | A Conceptual Framework of Global Mindset (GM) Development | **J. Hruby, R. Guerrero, J. Hartel**  Steinbeis Consulting Center, Germany |
| EIBA18\_I 2.2.10.3 | A Cross-Cultural Investigation of Individual- and Collective-Focused Leadership | **U. Poethke, J. Rowold**  TU Dortmund University, Germany |
| EIBA18\_I 2.2.10.4 | Institutional influences on the implementation of HRM in MNCs across settings | **P. Gooderham1, E. Stavrou2, E. Parry3, M. Morley4, M. Lazarova5**  1NHH, Norway; 2Cyprus University of Technology, Cyprus; 3Cranfield University, United Kingdom; 4University of Limerick, Ireland; 5Beedie School of Business, Canada |
| EIBA18\_I 2.2.10.5 | HRM practices and intellectual capital: the role of knowledge management strategies | **D. Sokolov, E. Zavyalova**  St. Petersburg State University, Russia |
| EIBA18\_I 2.2.11.1 | Environmental Sustainability Strategy and International Performance: A Systematic Review of the Literature | **L. Barbosa, J. Carneiro**  FGV Sao Paulo School of Business Administration, Brazil |
| EIBA18\_I 2.2.11.2 | When performance fails to appear: Making the marketing strategy more right | **G. Alteren**  UiT Arctic University of Tromso, Norway |
| EIBA18\_I 2.2.11.3 | A study of export intensity and export performance of MNE foreign subsidiaries | **Q. Nguyen**  University of Reading, United Kingdom |
| EIBA18\_I 2.2.11.4 | Context and position in value co-creation: a multi-firm perspective | **S. T. Marinova1, S. Freeman2, M. Marinov1**  1Aalborg University, Denmark; 2University of South Australia, Australia |
| EIBA18\_I 2.2.13.1 | How do International Linkages, business group affiliation and state ownership affect the Domestic Innovation Performance of Overseas Technology Seeking M&As in Chinese Businesses? | **Z. Hu, D. Sutherland, C. Williams**  Durham University, United Kingdom |
| EIBA18\_I 2.2.13.2 | Internal challenges to knowledge sharing in Western R&D centers in China: A comparative case study | **D. Schulzmann1,2, D. Wang1, D. Slepniov1**  1Aalborg University, Denmark; 2University of Chinese Academy of Sciences, China |
| EIBA18\_I 2.2.13.3 | Constructing transactional confidence under conditions of institutional uncertainties: Social and technological micro solutions of platform-based organizations in emerging markets | **M. Okraku1, C. E. Weber1, I. Maurer1, J. Mair2**  1University of Göttingen, Germany; 2Hertie School of Governance, Germany |
| EIBA18\_I 2.2.13.4 | MNC’s knowledge management and project performance: An ability, motivation and opportunity approach | **A. Dasi1, T. Pedersen2, L. L. Barakat3, T. R. Alves4**  1Universitat de València, Spain; 2Bocconi University, Italy; 3Fundação Dom Cabral, Brazil; 4Action Business |
| EIBA18\_I 2.2.13.5 | How do external search influence the link between knowledge transfer and innovation performance? Evidence from European MNE subsidiaries | **I. Golgeci1, A. Ferraris2, A. Arslan3, S. Y. Tarba4**  1Aarhus University, Denmark; 2University of Turin, Italy; 3University of Oulu, Finland; 4University of Birmingham, United Kingdom |
| EIBA18\_I 2.2.14.1 | Bridge-building: An integrative approach to learning in International Business | **P. Zettinig, M. Berry**  University of Turku, Finland |
| EIBA18\_I 2.2.14.2 | Critical Perspectives on Transnational Higher Education | **J. D. Branch**  University of Michigan, USA |
| EIBA18\_I 2.2.14.3 | The Travel Shop: new alternatives for growth | **V. Steinhauser, A. Da Rocha**  PUC Rio, Brazil |
| EIBA18\_I 2.2.14.4 | Using International Classroom as a Platform for Teaching IB | **M. Jarosiński1, M. Kozma2**  1SGH Warsaw School of Economics, Poland; 2Corvinus University of Budapest, Hungary |
| SESSION F | | |
| EIBA18\_C 2.3.4.1 | Bringing Corporate Governance into Internalization Theory: Foreign Entry of State Owned Enterprises | **B. Grøgaard1, A. Rygh2, G. R. G. Benito1**  1BI Norwegian Business School, Norway; 2University of Manchester, United Kingdom |
| EIBA18\_C 2.3.4.2 | Taking stock of foreign divestment: a critical review of contemporary literature | **P. Arte, J. Larimo**  University of Vaasa, Finland |
| EIBA18\_C 2.3.5.1 | Dynamic learning and networking capabilities: Their development and interplay during entrepreneurial internationalization | **S. Fuerst1, P. Zettinig2**  1Universidad EAFIT, Columbia; 2University of Turku, Finland |
| EIBA18\_C 2.3.5.2 | Chinese Exporter's Nonlinear Internationalization Process: Causes and Analysis | **X. Zhang1,2, J. Helena Zhang3, R. Aman1**  1University of Oulu, Finland; 2Shanghai University, China; 3Copenhagen Business School, Denmark |
| EIBA18\_C 2.3.5.3 | Institutional Schisms: The impact of intergovernmental organizations on entrepreneurship | **E. Moore2, L. A. Dau2, K. Brandl1**  1University of Victoria, Canada; 2Northeastern University, USA |
| EIBA18\_C 2.3.6.1 | The Effect of Board Interlocks on the Degree of Firm Internationalization: Evidence from Swedish SMEs | **H. E. Yildiz1, M. Eriksson1, U. Holm1, S. Morgulis-Yakushev2**  1Uppsala University, Sweden; 2Stockholm School of Economics, Sweden |
| EIBA18\_C 2.3.6.2 | The managerial cognitive reasoning amplification to the internationalization decision-making process framework | **B. Vlacic1, M. González-Loureiro1,2**  1Universidad de Vigo, Spain; 2CIICESI-Polytechnic Institute of Porto, Portugal |
| EIBA18\_C 2.3.6.3 | Unanimity of top management team and firm performance in internationalizing SMEs | **L. Haapanen, P. Ahokangas, J. Juntunen, M. Juntunen**  Oulu Business School, Finland |
| EIBA18\_C 2.3.8.1 | Causes and resolution approaches on conflicts between mining companies and communities | **C. H. Oh1, J. Shin2, S. S. H. Ho1**  1Simon Fraser University, Canada; 2University of Groningen, The Netherlands |
| EIBA18\_C 2.3.8.2 | How Could Social Business be Successful in Developing Countries? - A Case Study of Africa | **H. Inami**  Kyorin University, Japan |
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