



POLITECNICO
MILANO 1863
SCHOOL OF MANAGEMENT

EIBA | European
International
Business
Academy



EIBA MILAN 2017

INTERNATIONAL BUSINESS IN THE INFORMATION AGE

43rd European International Business Academy Conference
14th - 16th December 2017 • Milan, Italy

The 44th European International Business Academy Conference

EIBA 2018 POZNAŃ

International Business in a Transforming World – the Changing Role of States and Firms



CALL FOR PAPERS

December 13-15, 2018

Poznań University of Economics and Business

INTRODUCTION & BACKGROUND

The variety, diversity, and magnitude of trends that shape the international relations of firms and governments in the era of globalization are tremendous. Many of these processes substantially redefine the context for international activities of multinational enterprises (MNEs), small and medium enterprises (SMEs) or born globals. These forces affect the position of states, their governments and firms.

New tendencies have been observed in the past few years, such as the recent (post)crisis rise of populism, growing anti-European sentiment among the member states of the European Union, increasing protectionism, and the growth slowdown of emerging markets, adversely affecting the global economy. These tendencies have been accompanied by the emergence of new players (including those from post-transition countries), the unprecedented acceleration of international commerce and communication owing to falling barriers and

technological advancements, and the continuing trends of outsourcing and deep restructuring of corporate governance structures, as well as progressing international investments, trade agreements and partnerships.

Collectively and individually, these processes continue to reshape the future of international business and their consequences will undoubtedly resonate for many decades. As well as fundamentally redesigning the global landscape they also raise questions regarding the new balance between sovereign states and markets.

The 44th EIBA Poznań Conference December 13-15, 2018 will explore the new challenges faced by international business, particularly the threats and opportunities arising for MNEs, SMEs, INVs and global start-ups. Special attention will be paid to the changing economic and political context worldwide.

KEY DATES

May 18, 2018.....	Submission opens
July 16, 2018.....	Submission deadline: Papers and Panel Proposals
September 3, 2018	Submission deadline: Posters, Doctoral Events and Paper Development Workshops Registration opens
September 17, 2018	Decision notification: Papers, Panel proposals and Posters
October 17, 2018	Early-bird Registration deadline
December 13-15, 2018	EIBA 2018 Poznań Conference

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DISCLAIMER

Please note that this pocket guide includes updates until December 6th, 2017. Any changes made after this date are not reflected in this guide, but can be seen in the online program. All data concerning authors, papers and session chairs were imported from ConfTool and are therefore based on information provided by participants.

GENERAL INFORMATION

REGISTRATION DESK

- > **Thursday 14 December:**
- > 8:00 - 16:00 • Location: Building BL28, ground floor
- > 17:30 - 20:30 • Location: Palazzo Castiglioni

- > **Friday 15 December:** 8:00 - 18:00 • Location: Building BL28, ground floor
- > **Saturday 16 December:** 8:00 - 13:00 • Location: Building BL28, ground floor

INFORMATION DESK AND TOURIST INFORMATION

Friday 15 December: 8:00 - 18:00

Saturday 16 December: 8:00 - 13:00

Location: Building BL27, ground floor

ADMISSION POLICY

The event is open to registered delegates only. All attendees are required to wear their conference badges at all times. Attendees are expected to not participate in canvassing, demonstrating, and to not engage in inappropriate behavior, or other disrupting activity. Please note that the dress code for EIBA 2017 is business casual. The organizers reserve the right to enforce these rules through exclusion.

COMPANIONS

Partners are welcome to participate in the social program. Please register them as accompanying persons through our registration system.

FIRST AID ASSISTANCE AND/OR EMERGENCY

If first aid is required, please inform a member of the staff immediately. The national emergency number is 112.

LOST & FOUND

The lost and found service is taken care of by the Information Desk.

CONFERENCE BUSES

Buses will be available from and to Conference hotels (please check the website for further details).

TRANSPORTATION IN MILAN

Milan has an extensive network of transport:

- > 4 metro lines
- > more than 120 urban bus and tram lines

More info at: <https://www.atm.it/en/>

Each participant can purchase tickets for the public transportation in all metro stations, newspapers stands and tobacconists (cost: euro 1.50 one way, validity 90 minutes). Please take note that tickets cannot be bought on board.

Several bike sharing (i.e. Bikemi, Mobike, Ofo) and car sharing (i.e. E-Vai, Car2go, Enjoy, Share'NGo, DriveNow) services are available in Milan.

TAXIS

Taxis offer an easy way to get around the city. They can be found mainly at taxi stations, or can be called in advance.

- > **Taxi 4040:** Ph. +39 02 4040
- > **Taxi 8585:** Ph. +39 02 8585
- > **Taxi 6969:** Ph. +39 02 6969
- > **Taxi 7777:** Ph. +39 02 7777

WELCOME TO EIBA2017 MILAN

Dear EIBA members, colleagues, and friends,

It is a great privilege for me to welcome IB scholars, practitioners, and PhD students to the 43rd EIBA Annual Conference in Milan.

The theme this year is the emergence of the information and digital age, and the associated changes in the character of international business activity.

The debate about the features that have been suggested as characterizing the new age is multifaceted and includes organizational decentralization, vertical disintegration and specialization, modularity, flexibility, accelerated knowledge creation, exchange or diffusion, and increased knowledge complexity, inter-organizational collaboration and openness, various kinds of networks, and new manufacturing technologies. Institution settings have also evolved alongside the new wave of technological innovation, leading to changes across countries in the mechanisms responsible for standardization, intellectual property rights, and the institutional conditions fostering individual and local creativity but which have also been associated with new regulatory and industrial policies, trade policies, privatization and liberalization.

The EIBA2017 Milan Conference aims to contribute to such debates by exploring and discussing the new opportunities and challenges that changes in the international economic, technological and social environment are creating for actors like established MNEs, SMEs, international new ventures, and global start-ups, as well as for developed, developing and less developed countries.

The opening plenary session (December 14) is centered on the theme of the conference, "International Business in the Information Age", as well as the EIBA Fellows plenary session (December 16), on "Digitalisation, business and policies: confronting challenges in Europe today (and tomorrow)", in which we have the privilege to host the recipient of the EIBA Honorary Fellow of the year award.

In addition to that, the conference program includes up to 15 parallel sessions of competitive and interactive papers, 20 panel sessions covering a varied range of topics, two Meet-the-editor sessions, a panel on EIBA History (and Recollections), and the presentation of the 12th volume of the Progress in International Business Research (PIBR) series.

We retained the innovation introduced last year in Vienna with the plenary poster session (December 16), where we host almost 100 presentations, as we believe this is a great opportunity to discuss early stage research and working papers.

All submissions for this conference were handled by our 23 track chairs and co-chairs, who did an outstanding job for the conference both with regards to timeliness and quality. My sincere gratitude to them, and to the almost 500 reviewers.

Beside the Conference program, as in the past conferences, we have several pre-conference activities that provide opportunities for junior scholars, specifically PhD students, to get feedback on their research ideas and to get acquainted with *the nitty-gritty of academic publishing*. Indeed, in the pre-conference activities we have the traditional 31st John H. Dunning Doctoral Tutorial, and the 6th Danny Van den Bulcke Doctoral Symposium, as well as the *International Business Review* PDW, the *Journal of International Business Studies* PDW and the brand new *Journal of International Business Policy* PDW. As in the previous two years, we also have an Early Career Network event. Many thanks go to the extremely dedicated faculty members who serve in these events.

This year, thanks to the financial support of the Sustainable School of Management - Politecnico di Milano some travel stipend grants were offered to eligible PhD students from low income countries whose thesis proposals were accepted for presentation at one of the doctoral events.

We hope that in addition to the intensive conference program, you will also have an opportunity to enjoy Milan, where The grand Gothic cathedral, the Duomo, old and new art collections, unparalleled shopping, one of Europe's biggest trade-fair complexes, sparkling nightlife, the prestige of opera at La Scala, the mark of Leonardo da Vinci's genius, a religious addiction to calcio (football), and endless opportunities to eat the best of Lombard and Italian food make this city one of the top destinations to visit. According with the latest City RepTrak® - Annual Ranking of Most Reputable Cities Worldwide 2017, Milan jumped to the 9th position (from the 21st last year).

My deepest gratitude goes to Stefano Elia, and to the EIBA 2017 team at the School of Management of Politecnico di Milano for their excellent job and tireless commitment to make the Conference a success.

I am also grateful to the partners and the sponsors for their support.

Along with my colleagues and the entire EIBA 2017 team, I hope you will find the conference an intellectually stimulating and productive event, and EIBA a welcoming and valuable professional family!



Lucia Piscitello
EIBA 2017 President & Conference Chair

WELCOME TO POLITECNICO

Dear Participants,

We are pleased to welcome you at to the 43rd Annual Conference of the European International Business Academy.

We are happy to host this important event in our Bovisa Campus, located in the Northern part of the city, where the Politecnico di Milano School of Management (formed by the Department of Management, Economics and Industrial Engineering together with MIP Graduate School of Business), together with the new Schools of Design and Industrial Engineering, some of the most advanced and innovative laboratories in Europe - a Wind Tunnel, a Transport Security Laboratory, and several Design Laboratories, moved in 2009.

In 2007, the School of Management first achieved the prestigious EQUIS accreditation (European Quality Improvement System) and joined the circle of around 140 leading business schools accredited by EFMD. Since first joining the Financial Times' rankings of best European Business Schools in 2009, today the School is in the list with: Executive MBA, Full-Time MBA, Master of Science in Management Engineering, Customised Executive programmes for business and Open Executive programmes for managers and professionals.

The Conference will be held in three main buildings:

- > Building BL26, where the Department is located, will host all the pre-conference activities;
- > Building BL28 will host the plenary session in the "Aula Magna Carassa e Dadda", together with the registration desk and the poster session;
- > Building BL27 where all the other activities of the conference will be concentrated: the parallel sessions and panels, the exhibitors' stands, an Information Desk, a dedicated tourist information desk offered by the Municipality of Milan, and all the coffee breaks and lunches.

The Opening Plenary Session (followed by a Reception) of the conference will be at Palazzo Castiglioni, a beautiful Art Nouveau building located downtown, nestled among other eighteenth century and neoclassical buildings in the elegant "Porta Venezia" area. We hope to give you in this location just a small anticipation of what the city of Milan can offer in terms of history and art.

It is always challenging to host important world conferences and we are particularly proud to have the opportunity this year to discuss the topic "International Business in the Information Age".


In fact, our School is highly committed to investigate issues arising from digital innovations and technological complexity in all their aspects and applications, in line with our goal of contributing to the development and dissemination of knowledge, managerial and engineering paradigms, technologies and policies to answer key societal challenges.

Thank you for attending this Conference.

We wish you a productive and pleasant time with us.



Alessandro Perego
*Dean Department of Management,
Economics and Industrial Engineering*



Andrea Sianesi
Dean MIP Graduate School of Business

EIBA BOARD 2017

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José Pla Barber, University of Valencia

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Ene Kannel, EIASM

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BELGIUM • Leo Sleuwaegen, KU Leuven & Vlerick Business School

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SWITZERLAND • Dirk Morschett, University of Fribourg

THE UNITED KINGDOM • Roger Strange, University of Sussex

THE UNITED STATES • Sumit Kundu, Florida International University

Ex-officio Board Members

Dean of EIBA Fellows • John Cantwell, Rutgers Business School

IBR Journal Editor • Pervez Ghauri, University of Birmingham

EIBAZine-IBP Newsletter Editor • Philippe Gugler, University of Fribourg - ad interim

EIBA Communications Officer • Tilo Halaszovich, Jacobs University Bremen

EIBA Executive Secretary • Ene Kannel, European Institute for Advanced Studies in Management (EIASM)

EIBA FELLOWS

- > Gabriel R.G. BENITO
- > Peter BUCKLEY
- > John CANTWELL
{Dean of EIBA Fellows}
- > John H. DUNNING (†)
- > Juan DURAN
- > Mats FORSGREN
- > Pervez GHOURI
- > Philippe GUGLER
- > John HAGEDOORN {inactive}
- > Jean-François HENNART
- > Seev HIRSCH
- > Jorma LARIMO
- > Sarianna LUNDAN
- > Reijo LUOSTARINEN (†)
- > Klaus MACHARZINA
- > Lars-Gunnar MATTSSON
{inactive}
- > Krzysztof OBLOJ
- > Lars OXELHEIM
- > Marina PAPANASTASSIOU
- > Torben PEDERSEN
- > Rebecca PIEKKARI
- > Lucia PISCITELLO
{Secretary/Treasurer}
- > Francesca SANNA-RANDACCIO
- > Grazia SANTANGELO
- > Vítor Corado SIMÕES
- > Örjan SÖLVELL
- > Marjan SVETLIČIČ
- > Ana TAVARES-LEHMANN
- > Danny VAN DEN BULCKE (†)

As stated in their Constitution, the objectives of the **EIBA Fellows** are: (i) to recognize outstanding contributions to the scholarship and practice of international business; (ii) to exercise a leadership role in education and scholarship in the field - particularly among European-based teachers and researchers; (iii) to support and encourage the development of EIBA; and (iv) to provide a forum for interaction among the EIBA Fellows as well as for the dissemination of knowledge in the field of International Business.

The EIBA Fellows meet annually and undertake to arrange organize one plenary or semi-plenary session at each **EIBA Annual Conference**, with the agreement of the conference organisers. The intention of the EIBA Fellows is that the theme of the Fellows' Session will be broad, have a visionary purpose, and be open to multidisciplinary viewpoints. This topic is intended to deal with thematic perspectives rather than empirical details, reflecting the bigger picture of scholarship and the global economy, yet with some appeal to practitioners as well as to academics. The EIBA Fellows are also engaged in a number of other initiatives in support of the European International Business Academy (EIBA).

PROGRAM COMMITTEE AND CONFERENCE TRACKS

Program Chair

LUCIA PISCITELLO, *EIBA 2017 Program Chair*

Organizing Committee

STEFANO ELIA, Head of the Organizing Committee

LAURA CATELLANI, SIMONA STREPPAROLA, MIRJA CALGARO, MARTA RE FERRÈ, CATERINA SERLENGA, SERGIO OLIVERI, FRANCESCA PASTONCHI, MARTINA SANI.

GIORGIA CARRESI, STEFANO COMUNIAN, RICCARDO MARZANO, BORIS MRKAJIC

Conference Tracks and Chairs

1. **Internationalisation in the Information Age**, Keith Brouters and Bent Petersen
2. **Knowledge Management and Innovation**, Isabel Alvarez and Grazia Santangelo
3. **Geography and International Business**, Ram Mudambi and Simona Iammarino
4. **MNEs and Sustainable Development**, Elisa Giuliani and Jonathan Doh
5. **MNEs, Institutions and Policy**, Ana Teresa Tavares-Lehmann and Sarianna Lundan
6. **MNE Subsidiary Strategy, and Inter-Firm and Intra-Firm Business Networks**, Ulf Andersson
7. **MNE Organization and Strategy**, Torben Pedersen
8. **International Finance, Accounting and Corporate Governance**, Igor Filatotchev and Jakob Müllner
9. **International HRM and Cross Cultural Issues**, Dana Minbaeva
10. **International Marketing**, Jorma Larimo
11. **SMEs and International Entrepreneurship**, Niina Nummela and Ivo Zander
12. **Emerging Markets**, Ilan Alon and Filip De Beule
13. **Novel ways of teaching and doing research**, Jens Gammelgaard and Rob van Tulder
14. **International Business and Omnichannel Strategies (SIMA - Società Italiana di Management)**, Charles Hofacker and Michela Matarazzo

PUBLISHER STANDS

The following exhibitors participate in EIBA 2017:



Represented by
Alex Cook



Represented by
Samantha Brown



Represented by
Wendy Alderton



Represented by
Tori Whiting



Represented by
Madeleine Holder



Represented by
Mandy Mc Cartney



Represented by
Maria Cristina Acocella



Represented by
Elizabeth Thorne

AWARDS

Danny Van Den Bulcke Prize

The best papers of each track are nominated for the Danny Van Den Bulcke prize for the best overall paper presented at the conference. Selection committee: John Cantwell, Gabriel Benito, Philippe Gugler, Andreja Jaklič and Lucia Piscitello.

PRIZE: € 1,000 • The winner will be announced at the Award ceremony at the Gala Dinner.

EIBA Best Doctoral Proposal

Awarded to the best doctoral proposal presented at the EIBA/EIASM John H. Dunning Doctoral Tutorial.

PRIZE: € 1,000 • The winner will be announced during the Award ceremony at the Gala Dinner.

Copenhagen Business School Prize

Awarded to the best paper written by authors under the age of 40.

PRIZE: € 3,000 • The winner will be announced during the Award ceremony at the Gala Dinner.

IBR Best Journal Paper of the Year Award

Awarded to the author(s) of the best IBR article published in the previous year's volume.

PRIZE: € 1,000 • The winner will be announced during the Award ceremony at the Gala Dinner.

GSJ Global Strategy Research Prize

Awarded to the best paper in global strategy.

PRIZE: € 500 • The winner will be announced during the Award ceremony at the Gala Dinner.

IMR International Marketing Prize

Awarded to the best paper in Track 10. International Marketing.

PRIZE: € 500 • The winner will be announced during the Award ceremony at the Gala Dinner.

IJoEM Emerging Markets Prize

Awarded to the best paper in Track 12. Emerging Markets.

PRIZE: € 500 • The winner will be announced during the Award ceremony at the Gala Dinner.

SMEs and International Entrepreneurship Prize - sponsored by the Lazaridis Institute for the Management of Technology Enterprises

Awarded to the best paper in SMEs and International Entrepreneurship.

PRIZE: € 1,500 • The winner will be announced during the Award ceremony at the Gala Dinner.

JIBE International Trade & Industrial Organization in International Business Prize

Awarded to the best paper in International Business (IB) at the intersection of International Trade (IT) and Industrial Organization (IO) presented at the EIBA Annual Conference.

PRIZE: Certificate and € 500 • The winner will be announced during the Award ceremony at the Gala Dinner.

Best Paper in each track awards

The awards will be presented to the best papers in each track as nominated by the track chairs.

BEST REVIEWER AND NOMINEES

EIBA recognizes the voluntary work of reviewers, who diligently indicate the strengths and weaknesses of papers submitted to the conference. Among the outstanding reviewers - as indicated by the Track Chairs - presented below (in alphabetical order), one will be announced at the Gala Dinner as the recipient of the Management Review Quarterly EIBA 2017 Best Reviewer Awards.

- > Farhad Uddin Ahmed
- > Philip Jean Boutin
- > Federico De Michiel
- > Kieran Dobson
- > Marlena Dzikowska
- > Jonas Eduardsen
- > Raquel Garcia-Garcia
- > Birgitte Groggaard
- > Bart Kamp
- > Iris Koleša
- > Antonio Majocchi
- > Michael Juergen Mueller
- > Mohan Pyari Maharjan
- > Jana Oehmichen
- > Asmund Rygh
- > Noemi Sinkovic
- > Sniazhana (Ana) Sniazhko
- > Bernhard Swoboda

MRQ Best Reviewer Prize

Awarded to the overall best reviewer at EIBA 2017. Selection committee: Organizing Committee and Track Chairs.

PRIZE: € 500 • The winner will be announced at the Award ceremony at the Gala Dinner.

PROGRAM OVERVIEW

THURSDAY, DECEMBER 14th, 2017	
8:30 am 10:30 am	31st John H. Dunning Doctoral Tutorial • <i>Room 1.45 (Building BL26)</i>
9:00 am 10:30 am	IBR Paper Development Workshop • <i>Rooms: 3.15 & 3.23 (Building BL26)</i> JIBS Paper Development Workshop • <i>Sala Consiglio (Building BL26)</i> JIBP Paper Development Workshop • <i>Rooms: 2.15 & 2.23 (Building BL26)</i> 3rd ECN Paper Development Workshop • <i>Room 0.1 (Building BL26)</i>
10:30 am 11:00 am	Coffee Break • <i>Spazio Polifunzionale (Ground floor - Building BL26)</i>
11:00 am 12:30 pm	31st John H. Dunning Doctoral Tutorial • <i>Room 1.45 (Building BL26)</i> IBR Paper Development Workshop • <i>Rooms: 3.15 & 3.23 (Building BL26)</i> JIBS Paper Development Workshop • <i>Sala Consiglio (Building BL26)</i> JIBP Paper Development Workshop • <i>Rooms: 2.15 & 2.23 (Building BL26)</i> 3rd ECN Paper Development Workshop • <i>Room 0.1 (Building BL26)</i>
12:30 pm 1:30 pm	Light Lunch • <i>Spazio Polifunzionale (Ground floor - Building BL26)</i>
1:30 pm 3:00 pm	31st John H. Dunning Doctoral Tutorial • <i>Room 1.45 (Building BL26)</i> 6th Danny Van Den Bulcke Doctoral Symposium • <i>Room 0.2 (Building BL26)</i> EIBA Board Meeting • <i>Sala Consiglio (Building BL26)</i>
3:00 pm 3:30 pm	Coffee Break • <i>Spazio Polifunzionale (Ground floor - Building BL26)</i>
3:30 pm 5:00 pm	31st John H. Dunning Doctoral Tutorial • <i>Room 1.45 (Building BL26)</i> 6th Danny Van Den Bulcke Doctoral Symposium • <i>Rooms 0.2 & 1.20 & 1.30 (Building BL26)</i> EIBA Board Meeting • <i>Sala Consiglio (Building BL26)</i>
5:45 pm 6:30 pm	New Member Meet & Greet • <i>Palazzo Castiglioni (Corso Venezia 47, MM Palestro)</i>
6:30 pm 8:30 pm	Opening Plenary Session • <i>Palazzo Castiglioni (Corso Venezia 47, MM Palestro)</i>
8:30 pm 10:30 pm	Welcome Reception • <i>Palazzo Castiglioni (Corso Venezia 47, MM Palestro)</i>

FRIDAY, DECEMBER 15th, 2017	
9:00 am 10:30 am	Parallel sessions • <i>Building BL27</i>
10:30 am 11:00 am	Coffee Break • <i>Building BL27 (ground floor)</i>
11:00 am 12:30 pm	Plenary Poster sessions • <i>Building BL28 (first floor)</i>
12:30 pm 1:30 pm	Lunch • <i>Building BL27 (ground floor & first floor)</i>
12:45 pm 1:30 pm	EIBA General Assembly • <i>Building BL27 (Room BL27.01)</i>
1:30 pm 3:00 pm	Parallel sessions • <i>Building BL27</i>
1:30 pm 3:00 pm	Meet the Editors (I) • <i>Room BL27.02</i>
3:15 pm 4:45 pm	Parallel sessions • <i>Building BL27</i>
4:45 pm 5:15 pm	Coffee Break • <i>Building BL27 (ground floor)</i>
5:15 pm 6:45 pm	Parallel sessions • <i>Building BL27</i>

SATURDAY, DECEMBER 16th, 2017	
9:00 am 10:30 am	Parallel sessions • <i>Building BL27</i>
10:30 am 11:00 am	Coffee Break • <i>Building BL27 (ground floor)</i>
11:00 am 12:30 pm	EIBA Fellows' Plenary session • <i>Building BL28 (Aula Magna Carassa e Dadda)</i>
12:30 pm 1:30 pm	Lunch • <i>Building BL27 (ground floor & first floor)</i>
12:30 pm 1:30 pm	EIBA Fellows Meeting • <i>Building BL27 (Room BL27.14)</i>
1:00 pm 1:30 pm	AIB-WE (Western Europe) Chapter General Business Meeting <i>Building BL27 (Room BL27.18)</i>
1:30 pm 3:00 pm	Parallel sessions • <i>Building BL27</i>
1:30 pm 3:00 pm	Meet the Editors (II) • <i>Room BL27.02</i>
1:30 pm 3:00 pm	Launch of PIBR volume 12: Concept, Cost and Value of Distance in IB
3:15 pm 4:45 pm	Parallel sessions • <i>Building BL27</i>
7:00 pm 01:00 am	Gala Dinner • <i>Palazzo del Ghiaccio (Via G.B. Piranesi, 14)</i>

Thursday, December 14th, 2017

8:30 am - 10:30 am | > 31st John H. Dunning Doctoral Tutorial • Room 1.45 (Building BL26)

9:00 am - 10:30 am

- > IBR Paper Development Workshop
Rooms 3.15 & 3.23 (Building BL26)
- > JIBS Paper Development Workshop
Sala Consiglio (Building BL26)
- > JIBP Paper Development Workshop
Rooms: 2.15 & 2.23 (Building BL26)
- > 3rd ECN Paper Development Workshop
Room 0.1 (Building BL26)

10:30 am - 11:00 am

Coffee Break • Spazio Polifunzionale (Ground floor - Building BL26)

11:00 am - 12:30 pm

- > 31st John H. Dunning Doctoral Tutorial • Room 1.45 (Building BL26)
- > IBR Paper Development Workshop
Rooms 3.15 & 3.23 (Building BL26)
- > JIBS Paper Development Workshop
Sala Consiglio (Building BL26)
- > JIBP Paper Development Workshop
Rooms 2.15 & 2.23 (Building BL26)
- > 3rd ECN Paper Development Workshop
Room 0.1 (Building BL26)

12:30 pm - 1:30 pm

Light Lunch • Spazio Polifunzionale (Ground floor - Building BL26)

1:30 pm - 3:00 pm

- > 31st John H. Dunning Doctoral Tutorial • Room 1.45 (Building BL26)
- > 6th Danny Van Den Bulcke Doctoral Symposium
Rooms 0.2 & 1.20 & 1.30 (Building BL26)
- > EIBA Board Meeting • Sala Consiglio (Building BL26)

3:00 pm - 3:30 pm

Coffee Break • Spazio Polifunzionale (Ground floor - Building BL26)

3:30 pm - 5:00 pm

- > 31st John H. Dunning Doctoral Tutorial • Room 1.45 (Building BL26)
- > 6th Danny Van Den Bulcke Doctoral Symposium
Rooms 0.2 & 1.20 & 1.30 (Building BL26)
- > EIBA Board Meeting • Sala Consiglio (Building BL26)

5:45 pm - 6:30 pm

New Member Meet & Greet • Palazzo Castiglioni
(Corso Venezia 47, MM Palestro)

6:30 pm - 8:30 pm

Opening Plenary Session • Palazzo Castiglioni
(Corso Venezia 47, MM Palestro)

8:30 pm - 10:30 pm

Welcome Reception • Palazzo Castiglioni
(Corso Venezia 47, MM Palestro)

DETAILED PROGRAM Thursday, December 14th

Thursday, December 14th, 2017

8:30 am - 5:00 pm

31st John H. Dunning Doctoral Tutorial

Room: 1.45 - Building BL26

Co-chairs:

Gabriel R.G. Benito (BI Norwegian Business School)

Jean-Francois Hennart (Tilburg University & Politecnico di Milano)

Faculty:

Timothy Devinney (Leeds University Business School, University of Leeds, UK)

Lars Håkanson (Copenhagen Business School, Denmark)

Elizabeth Rose (Leeds University Business School, University of Leeds, UK)

Accepted students:

- > Adzhemova Anelyia, Vienna University of Business and Economics,
The wide-ranging strategic reactions to country risk changes: A case study based on Austrian subsidiaries in the Russian Federation
- > Gorgijevski Alexander, Uppsala University
A power analysis on selection processes of R&D subsidiary initiatives in MNCs
- > Hakkarainen Tuuli, Aalto University School of Business
Expertise in MNCs: Sharing expertise across geographical and cognitive boundaries
- > Harikkala-Laihinen Riikka, School of Economics at the University of Turku
Beyond the checklist: Employee emotions and quality of interaction during cross-border M&A integration
- > Klein Florian, WU Vienna, Global Trade
Institutional dynamism in international business - Conceptualization, measurement and firm strategies
- > Puro Seppo, Aalto University, Department of Management
Towards a unique strategy design in the context of global innovation allying - The case of the aviation industry
- > Riedler Christoph, WU Vienna, Export Management
Risk and financial strategies in infrastructure investments
- > Sniazhko Sniazhana (Ana), University of Vaasa
Opening up the black box of integration managers in IM&As
- > Tuomisalo Teemu, Jyväskylä University School of Business and Economics
Process of opportunity development among Finnish high-technology international new venture
- > Wang Yihan, HEC Montréal, Department of International Business
Three essays on inter-organizational production networks in an emerging economy: Analysis on China's aerospace industry

Thursday, December 14th, 2017

1:30 pm - 5:00 pm

6th Danny Van Den Bulcke Doctoral Symposium

Room: 02 - Building BL26 • Additional rooms: 1.20 & 1.30

Co-chairs:

Igor Kalinic (Leeds University Business School), Rebecca Piekkari (Aalto University)
& Elizabeth Yi Wang (Leeds University Business School)

Accepted students:

- > Aman Raushan, University of International Business, Social and Economics Sciences, Kazakhstan
Female entrepreneurship: perspective of motivational synergy
- > Asemokha Agnes, Lappeenranta University of Technology, School of Business and Management
Understanding modifications in business models: international entrepreneurship perspective
- > Basker Inger, NHH Norwegian School of Economics, Strategy and Management
Knowledge sharing in global professional service firms
- > Chai Fei, Saint-Petersburg State University, Graduate School of Management
Outward foreign direct investment in emerging market firms and the digital economy
- > Elahi Naveed, King's College London, King's Business School
Impact of terrorism on MNCs in emerging markets
- > Ermolaeva Lyubov, St. Petersburg State University, Graduate School of Management
Bargaining for the control: International M&As' negotiation stage examination in the context of emerging markets
- > Fey Natalia, Hanken School of Economics, Management and Organization, Finland
Best practice study on global leadership development in MNCs in different cultural contexts
- > Grego Marica, Leeds University Business School
Cognitive and motivational factors affecting the managerial intention to engage the firm in export activities: An analysis of British small and medium sized firms
- > Kirkebaek Johansson Gosovic Anna, Copenhagen Business School
Business Ethics within a multinational pharmaceutical corporation
- > Klishevich Daria, Graduate School of Management St. Petersburg State University
Strategies and motives of internationalization of state-owned enterprises in Russia
- > Korhonen Satu, Jyväskylä University, School of Business and Economics
Constructing the international entrepreneurship identity through narratives
- > Kure Tekalign, Addis Ababa University, Public Administration and Development Management, Ethiopia
Strategic human resource management
- > Laczi Renata, University of Pavia, Department of Economics and Management
FDI and location choices of the emerging market multinationals
- > Laine Markus Olavi, Turku School of Economics
Understanding sub-national location decisions of multinational enterprises
- > Langosch Magdalena, Loughborough University, Glendonbrook Institute for Enterprise Development
Cross-border M&As and sub-national cultures: Is staying home really staying home? A new perspective on the concept of the liability of foreignness and cultural distance

- > Masili Giorgia, University of Urbino, Department of Economics, Society and Politics
Born global start-ups and business ecosystems
- > Matheja Valerie Sara Josefine Beate, University of Leeds, CIBUL
The influence of patent litigation strategies on performance
- > Metallinou Lida, Birkbeck College, University of London
Chinese cross-border M&As and the dynamic comparative advantage of China
- > Mortazavi Sina, Lappeenranta University of Technology, Industrial Engineering and Management
Attaining inclusive innovation through public-private partnership at the base of the pyramid
- > Musona Jackson, Lappeenranta University of Technology, Business and Management
Business models for commercializing frugal innovations at base of pyramid African markets
- > Myllymaki Dina, University of Vaasa, Department of Management
The influence of the digitalization on the role of HR function
- > Norregaard Larsen Nathalie, University of Southern Denmark, Department of Marketing & Management
Sustainable entrepreneurship behavior in emerging markets
- > Oliveira Renan, COPPEAD - UFRJ, International Business, Brazil
The network structure of the O&G cluster in Rio de Janeiro and its stage of internationalization
- > Olusina Daniel Goriola, Loughborough University, Glendonbrook Institute for Enterprise Development, UK
How do MNEs overcome the liability of foreignness in Sub-Saharan Africa? A research agenda
- > Pehrsson Tobias, University of Gothenburg, Department of Business and Administration
Types of strategic orientation and international performance: Direct effects and institutional moderation
- > Schmitt Jan, WU Vienna
The phenomenon of contemporary MNC headquarters on the move
- > Selivanovskikh Louisa, Saint Petersburg State University, Graduate School of Management
*Exploring the new role of talent management in emerging markets:
A multilevel framework for addressing brain drain*
- > Shibahara Tomonori, University of Tsukuba, Japan
Rapid internationalization of small and medium enterprises (SMEs) and external experts' support: Advanced case of rapid internationalization of Japanese SMEs
- > Trubicki Kamilla, FH Upper Austria/JKU Linz
Global talent management of a region
- > Wang Lijie, Lancaster University
The localization strategies of Chinese MNEs: M&A entry vs. greenfield investment

Thursday, December 14th, 2017

9:00 am - 12:30 am

Journal of International Business Studies - PDW

Room: Sala Consiglio - Building BL26

Co-organizers:

José Pla-Barber (University of Valencia) & Rebecca Reuber (University of Toronto)

Discussants:

- > Ulf Andersson, Mälardalen University
- > Elisa Giuliani, University of Pisa
- > Birgitte Grøgaard, BI Norwegian Business School
- > Philip Kappaen, Uppsala University
- > Randi Lunnan, BI Norwegian Business School
- > Marjorie Lyles, Indiana University
- > Dana Minbaeva, Copenhagen Business School
- > Sinead Monaghan, Rutgers Business School
- > Bo Nielsen, University of Sydney
- > Niina Nummela, University of Turku
- > Rebecca Piekkari, Aalto University
- > Grazia Santangelo, University of Catania
- > Arjen Slangen, KU Leuven
- > Esther Tippmann, University College Dublin
- > Sverre Tomassen, BI Norwegian Business School
- > Rosalie Tung, Simon Fraser University
- > Catherine Welch, University of Sydney
- > Ivo Zander, Uppsala University

Authors and Papers:

- > Borah Dhruva, University of Manchester
Inventors' Mobility Concern for MNC Subsidiaries in Host Countries: The Role of Cultural and Institutional Distance
- > Botella-Andreu Ana, University of Valencia
Intermediate Units in Contemporary Corporations: An Integrated Framework and Research Agenda
- > Branch John, University of Michigan
A Proxiological Approach to International Business Research
- > Brighi Carlo, University of Victoria
On the Role of Language in the Employment Interview
- > Brindlmayer Karl, Vienna University of Economics & Business
Why Do Firms with Dynamic Capabilities Buy Consultancy? The Case of International Market Diversification
- > Castro Ricardo, University of Madeira
Motivational Factors and Internationalization Strategies: An Integrated Approach for the Hotel Sector

- > Del Bosco Barbara, University of Milano-Bicocca
The Role of Distance in Family SMEs' Foreign Ownership Mode Choice: The Moderating Role of Family Control
- > Dike Max, Aalto University
Cross-border Expansion of Mobile Network Operators in Sub-Saharan Africa: Investment Location & Entry Strategy
- > Han Xia, Coventry University
Is Legitimacy More Important Than Institutional Governance Structure? Understanding Political Risk
- > Hendriks Guus, Erasmus University
When do Emerging Market Multinationals Upgrade Their Domestic Asset Base?
- > Intakhantee Naunghathai, University of Leeds
Role of Home-Country Political Connections and OFDI on Firm Performance
- > Koleča Iris, University of Ljubljana
International Assignments in Business Internationalisation: Why, Where to, and by Whom?
- > Lemanski Michael, Nottingham University China
Roles Played by Headquarters of MNCs in Reverse Dilution of HRM Practices
- > Ngoasong Michael, Open University
Business Models of Microfinance Institutions and Entrepreneurial Behavior at the Bottom of the Pyramid
- > Nieri Federica, University of Pisa
When Doing Well Means Doing Harm: Understanding Performance-CSiR Link in Emerging Country Firms
- > Park Jeong-Yang, Nottingham University
Interpretive Structural Modelling of Absorptive Capacity Building Within International Joint Ventures
- > Soontornthum Thanyaporn, Australian National University
Learning of Emerging Economy Firms from Global Value Chains
- > Zhao Shasha, Middlesex University
Conceptualizing the Strategic Role of Management Information Systems in MNCs

Thursday, December 14th, 2017

9:00 am - 12:30 am

International Business Review - PDW

Rooms: 3.15 & 3.23 - Building BL26

Co-organizers:

Roger Strange, University of Sussex & Pervez Ghauri (IBR Editor-in-Chief), Birmingham Business School

Discussants:

- > Pavlos Dimitratos, University of Glasgow
- > Rian Drogendijk, University of Groningen
- > Andreja Jaklič, University of Ljubljana
- > Dorota Piaskowska, University College Dublin
- > Jonas Puck, WU Vienna

Authors and Papers:

- > Gundelach Henrik, Copenhagen Business School
Measuring subsidiary performance in international business studies: a critical assessment
- > Karhu Anna, Turku School of Economics
MNE's entry as a catalyst for change in the host industry's institutional landscape: a case study in the Russian bakery sector
- > Kempf Christina, Universität Erlangen-Nürnberg
Moderators and mediators of cross-cultural training effectiveness: a literature review
- > Poethke Ute, University of Dortmund
A multinational investigation of the extended full-range of leadership model
- > Šeinauskienė Beata, Kaunas University of Technology, Lithuania
Does entrepreneurial orientation moderate psychic distance-export performance relationship?
- > Symeou Pavlos, Cyprus University of Technology
Internationalization and corporate social performance: the impact of subsidiary activities
- > Truong Thi Binh Minh, BI Norwegian Business School
Influence of host country institutions on subsidiary performance
- > Wąsowska Aleksandra, University of Warsaw
Socio-cognitive drivers of new venture internationalization: the role of entrepreneur's positive orientation, self-efficacy and intentions

Thursday, December 14th, 2017

9:00 am - 12:30 am

Journal of International Business Policy - PDW

Rooms: 2.15 & 2.23 - Building BL26

Co-chairs:

Sarianna Lundan (JIBP Editor-in-Chief), University of Bremen & Ari Van Assche, HEC Montreal

Faculty:

- > Jeremy Clegg, Leeds University Business School
- > Ram Mudambi, Temple University
- > Rob Van Tulder, Erasmus University Rotterdam

Participants:

- > Alon Ilan, University of Agder
Political Risk and Chinese Outward Foreign Direct Investment
- > Chen Stephen, University of Newcastle, Newcastle Business School, Australia
Do Bilateral Investment Affect Profitability of FDI?
- > Kalinic Igor, Leeds University Business School
Transforming uncertainty in international entrepreneurship: from being a threat to becoming an asset
- > Nebus James, Suffolk University
Will Tax Reforms Alone Solve the Tax Avoidance and Tax Haven Problems?
- > Trevino Len, Florida Atlantic University
Competitive Dynamics and Co-Evolutionary/Co-Devolutionary Relationships of Emerging and Developed Economy Multinationals through the Resource Curse Cycle
- > Wang Yihan, HEC Montreal
Determinants of ownership strategy in China: The moderating effects of stages of institutional transitions and regional institutional advancement
- > Zhang, Megan (Min), University College Dublin
Subnational Institutions and Foreign Manufacturing Allocation: Evidence from Japanese Manufacturing Investments in China

Thursday, December 14th, 2017

9:00 am - 12:30 am

3rd Early Career Network - PDW

Rooms: 0.1 - Building BL26

Co-organizers:

Tilo F. Halaszovich, University of Bremen & Marlena Dzikowska, Poznan University of Economics and Business

Participants:

- > Moritz Putzhammer, WU Vienna
Changes in Foreign Operation Modes: A Structured Literature Review
- > Bozidar Vlacic, University of Vigo, Spain
Choices in International Business: How Small Ventures Make Decisions Along Their Internationalization Process
- > Renate Kratochvil, Vienna University of Applied Sciences for Management
Knowledge Search Within and Beyond the MNC to Formulate Problems, Find and Implement Solutions
- > Marlena Dzikowska, Poznan University of Economics and Business
The Role of a Subsidiary in the 21st Century - The Reconceptualization of White and Poynter (1984) Approach
- > Linda Rademaker, BI Norwegian Business School
Upgrading of a Firm's Knowledge Base Through Alliances: Simultaneous Learning from Foreign MNEs in Emerging Countries
- > Addisu A. Lashitew, Erasmus University, Rotterdam School of Management
Inclusive Business at the Base of the Pyramid: The Role of Embeddedness for Enabling Social Innovations

Thursday, December 14th, 2017

6:30 pm - 8:30 pm

**Opening Plenary Session
"Internationalisation in the Information Age"**

Palazzo Castiglioni, Corso Venezia 47

Chair:

Lucia Piscitello, EIBA President, Politecnico di Milano

Institutional welcome:

Andrea Sianesi, Dean MIP - Politecnico di Milano
Alessandro Perego, Dean DIG - Politecnico di Milano

Speakers:

- > Salvatore Anello, Accenture Managing Director (tbc)
- > John Cantwell, Rutgers Business School
- > Silvia Massini, University of Manchester
- > Roberta Rabellotti, University of Pavia & University of Aalborg

The opening session concludes with a cocktail reception (8:30 pm - 10:30 pm)

Thursday, December 14th, 2017 - Social Program

Afternoon • Time: 2:00 pm - 3:30 pm

Campus Tour - POLIMI WIND TUNNEL

GVPM is a special wind tunnel with two test rooms located on the opposite sides of the loop. Due to this peculiar arrangement, it is possible to select the test room that can better fulfill the clients' request either in a laminar flow or in a turbulent flow situation.

The facility is powered by a flow generator array of 141.8m diameter, 100kW fans, for a total power of 1.4 MW. During the visit you will observe the wind tunnel on working mode and - accordingly with the test schedule - it may be possible to have a close look to the model set-up. Many old but significant models are on display: bridges, buildings, sail boats and others. www.windtunnel.polimi.it

This event is free of charge

Visit this page to register and secure your participation:

<https://politecnicomilano.wufoo.eu/forms/xgyf92z0xu0hax/>

Further practical information will be sent to people who register

Limited slots available
max. 25 participants

Afternoon • Time: 4:30 pm - 6:00 pm

MILAN CITY CENTRE - WALKING TOUR

An interesting walking tour in the heart of Milan, breathing its history as you stroll. From the medieval castle to the Duomo Cathedral, we will end up to Piazza della Scala, where the world's most famous theatre is located. Traditions and history blend together during this outdoor walk that brings to life Milan past and present. The tour will end at Palazzo Castiglioni with an introduction to the most impressive example of Art Nouveau architecture in Milan, where the EIBA Opening Plenary Session will be held.

Duration of the tour: 1.5 hours

Price: 15 EUR per person (to be paid in cash on site)

Further practical information will be sent to people who register

SOLD OUT

Friday, December 15th, 2017

9:00 am - 10:30 am | Parallel sessions • *Building BL27*

10:30 am - 11:00 am | Coffee Break • *Building BL27 (ground floor)*

11:00 am - 12:30 pm | Plenary Poster sessions • *Building BL28 (first floor)*

12:30 pm - 1:30 pm | Lunch • *Building BL27 (ground floor & first floor)*

12:45 pm - 1:30 pm | EIBA General Assembly • *Building BL27 (Room BL27.01)*

1:30 pm - 3:00 pm | Parallel sessions • *Building BL27*

1:30 pm - 3:00 pm | Meet the Editors (I) • *Room BL27.02*

3:15 pm - 4:45 pm | Parallel sessions • *Building BL27*

4:45 pm - 5:15 pm | Coffee Break • *Building BL27 (ground floor)*

5:15 pm - 6:45 pm | Parallel sessions • *Building BL27*

DETAILED PROGRAM

Friday, December 15th

COMPETITIVE SESSION

C2.1.1 - The subsidiary in GVCs

Track: MNE Subsidiary Strategy, and Inter-Firm and Intra-Firm Business Network

Session chair: Sverre Tomassen

Time: Friday, 15/Dec/2017: 9:00 am - 10:30 am

Room: BL 27.17

Using and disposing of joint venture partners to reap the benefits of multinationality

J. H. Fisch, B. Schmeisser

WU Wien, Austria

Value creation in services GVCs: Multidimensional roles of services in GVCs

M. Stare, A. Jaklic

University of Ljubljana, Slovenia

How subsidiaries gain strategic influence in MNE value chains

E. Gillmore, N. Memar

Mälardalen University, Sweden

COMPETITIVE SESSION

C2.1.2 - Innovation and local context

Track: Knowledge Management and Innovation

Session chair: Isabel Alvarez

Time: Friday, 15/Dec/2017: 9:00 am - 10:30 am

Room: BL 27.07

Heterogeneous spillover effects from MNE investments: Domestic learning capacity and technological opportunities

L. Gagliardi¹, A. Ascani²

¹University of Geneva, Switzerland; ²Utrecht University, Netherland

The role of leading firms in explaining evolutionary paths of growth: Italian and Turkish clusters on the move

F. Belussi¹, A. Caloffi²

¹Padua University, Italy; ²Padua University, Italy

The role of the appropriability mechanisms for the innovative success of Portuguese small and medium enterprises

F. d. O. Paula, J. F. d. Silva

PUC-Rio, Brazil

To share, or not to share? Production sites' motivation to share knowledge

M. Arellano Caro, T. H. Netland

ETH Zurich, Switzerland

The apple falls close to the tree - technological imprinting in the multinational corporation §

K. Blomkvist¹, J. Cantwell², P. Kappen¹, I. Zander¹

¹Uppsala University, Sweden; ²Rutgers Business School, USA

COMPETITIVE SESSION

C2.1.3 - The influence of political resources and supporting institutions on market entry and re-entry

Track: MNEs, Institutions and Policy

Session chair: Laura Fernandez-Mendez

Time: Friday, 15/Dec/2017: 9:00 am - 10:30 am

Room: BL 27.04

Market Supporting Institutions and International Multimarket Strategy: An Analysis of the Global Mobile Phone Industry

C. Giachetti¹, J. Lampe^{1,2}, E. Onoz¹

¹Ca' Foscari University of Venice, Italy; ²Alliance Manchester Business School, UK

Back so fast? Empirical evidence on the speed of foreign market re-entry after initial entry and exit §§

I. M. Surdu¹, K. Mellahi², K. Glaister²

¹University of Reading, UK; ²University of Warwick, UK

Why do state owned MNEs have more FDI in politically risky countries? Testing a political capabilities explanation

A. Rygh¹, C. H. Knutsen²

¹Alliance Manchester Business School, UK; ²University of Oslo, Norway

Internationalization of State-Owned Multinationals: The role of the home country political regime

L. J. Clegg¹, H. Voss¹, J. A. Tardios²

¹University of Leeds, UK; ²King's College London, UK

§: Best paper in Track 2

§§: Best paper in Track 5

COMPETITIVE SESSION

C2.1.4 - Sustainability practices and CSR

Track: MNEs and Sustainable Development

Session chair: John R. Dilyard

Time: Friday, 15/Dec/2017: 9:00 am - 10:30 am

Room: BL 27.03

Sustainability policy and practices on a day-to-day basis: the role of purchasing in MNCs

R. Riikkinen

*Aalto University School of Business, Finland***SMEs internationalization and motivations for CSR: An exploratory study of the Maritime cluster of Norway**

S. M. Grimstad, B. Fjørtoft, R. Glavee-Geo

*NTNU Ålesund, Norway***Paradox in CSR practice: Suggesting ambidexterity capability for MNEs**P. Jokela¹, M. B. Rana²¹*Turku School of Economics, University of Turku, Finland;*²*Aalborg University, Denmark***The integration of small farmers into agro-food global value chains: The role of MNEs in Egyptian agribusiness, the case of Heinz**S. Soliman¹, M. Papanastassiou¹, G. Mergos²,
L. N. Vedanthachari¹¹*Middlesex University, UK;* ²*University of Athens, Greece*

COMPETITIVE SESSION

C2.1.5 - FDI spillovers in emerging countries

Track: Emerging Markets

Session chair: Arjen Slangen

Time: Friday, 15/Dec/2017: 9:00 am - 10:30 am

Room: BL 27.12

Roles of MNEs in emerging production networks: Analysis on China's aerospace industry

Y. Wang, E. Turkina, A. Van Assche

*HEC Montréal, Canada***MNE's entry as a trigger and catalyst for change in the host industry's institutional landscape: A case study in the Russian bakery sector**

E. Pelto, A. Karhu

*Turku School of Economics at University of Turku, Finland***The impact of inward foreign direct investment on regional environmental pollution - evidence from Chinese township and village enterprise sector**

L. Zheng

*University of Wolverhampton, UK***FDI spillovers and their effect in Colombian Multilatinas**R. J. Mesa Callejas¹, J. Pla Barber², C. Villar Garcia³¹*Universidad de Antioquia, Colombia;* ²*Universidad de Valencia, España;* ³*Universidad de Valencia, España***Multinational enterprises and the provision of collective goods under formal and informal institutional voids. The case of electricity in sub-Saharan Africa**

M. D'Amelio, P. Garrone, L. Piscitello

Politecnico di Milano

COMPETITIVE SESSION

C2.1.6 - International entrepreneurship

Track: SMEs and International Entrepreneurship

Session chair: Tiia Vissak

Time: Friday, 15/Dec/2017: 9:00 am - 10:30 am

Room: BL 27.05

What is killing the antibiotics Industry? An investigation of the decline and potential revival of the antibiotics industry applying the entrepreneurial orientation framework

O. Lindahl, F. Ciabuschi

*Uppsala University, Sweden***Entrepreneurial orientation and network types of new ventures from transition economies: the effect on international performance**

R. Sedzinauskiene, J. Sekliuckiene

*Kaunas University of Technology, Lithuania***Motivational factors and the internationalization strategies. A theory-integrated explanatory approach for hotel sector**

R. Correia, J. Lengler

University of Madeira, Portugal

COMPETITIVE SESSION

C2.1.7 - Theory development in IB

Track: MNE Organization and Strategy

Session chair: Peter Buckley

Time: Friday, 15/Dec/2017: 9:00 am - 10:30 am

Room: BL 27.13

Asset recombination as the driver of sustainable competitive advantage: An entrepreneurship/capabilities-based perspective §R. Narula¹, J. Lee¹, J. Hillemann²¹Henley Business School; ²Vrije Universiteit Brussel, Belgium**New internalization theory and family firm governance**L. L. Kano¹, L. Ciravegna², F. Rattalino³¹University of Calgary, Canada; ²King's College London, UK;³ESCP Europe, Turin, Italy**The microfoundations of industrial diversification through foreign acquisitions: An empirical analysis of UK firms**S. Elia², P. Greve¹, D. Castellani¹, T. Vallone¹¹Henley Business School, UK; ²Politecnico Milano, Italy**Home-region orientation and scale measures revisited**

C. Czychon

Otto-Friedrich-Universität Bamberg & Université Jean Moulin Lyon 3, Germany

COMPETITIVE SESSION

C2.1.8 - IB and omnichannel strategies

Track: International Business and Omnichannel Strategies - SIMA - Società Italiana di Management

Session chair: Michela Matarazzo

Time: Friday, 15/Dec/2017: 9:00 am - 10:30 am

Room: BL 27.16

E-commerce for firms internationalization: A literature review

R. Resciniti, F. De Vanna

University of Sannio, Italy

The consumer's journey in the era of the "First Moment of Truth 2.0" *

M. F. Farah, Z. Ramadan

Lebanese American University, Lebanon (Lebanese Republic)

Competition among FMCG channels in the digital era: Discounts versus SupermarketsE. Fornari¹, D. Fornari², S. Grandi², M. Menegatti¹¹Università degli Studi di Parma, Italy; ²Università Cattolica del Sacro Cuore, Piacenza, Italy**Unveiling the heritage side of country images. A comparison between measurement scales adopted in place image literature and lexical content of web communication from leading cultural heritage countries**G. Mainolfi¹, A. De Nisco¹, M. R. Napolitano², V. Marino³¹University of International Studies of Rome, Italy;²University of Sannio, Italy; ³University of Salerno, Italy

COMPETITIVE SESSION

C2.1.9 - Culture, values and experiences

Track: International HRM and Cross Cultural Issues

Session chair: Rian Drogendijk

Time: Friday, 15/Dec/2017: 9:00 am - 10:30 am

Location: BL 27.07 • Room: BL 27.11

Moderators and mediators of cross-cultural training effectiveness: A literature review

C. K. Kempf

Friedrich-Alexander University Erlangen-Nürnberg, Germany

Mosaics not masses: Nations as diverse mixtures of global values archetypesD. Midgley¹, S. Venaik², D. Christopoulos³¹INSEAD, Fontainebleau, France; ²University of Queensland Business School, Australia; ³National and Kapodistrian University of Athens**Cultural effect on synergy realization in cross-border acquisitions: A contingency perspective §§**

D. Wang, D. S. Hain, L. T. Dao

Aalborg University, Denmark

§: Best paper in Track 7 §§: Best paper in Track 9 *: Best paper in Track 14

COMPETITIVE SESSION

C2.1.10 - Innovative export channels and international marketing strategies

Track: International Marketing

Session chair: John David Branch

Time: Friday, 15/Dec/2017: 9:00 am - 10:30 am

Room: BL 27.14

How responsive and proactive market orientation affects the innovativeness of international marketing strategy and the performance of international ventures

P. Gabrielsson, M. Kontkanen

*University of Vaasa, Finland***Multiple export channels - A dual-theory perspective**

E. Ipsmiller, D. Dikova

*WU Vienna, Austria***Product development capabilities-based export channel selection and export performance**

M. Li, X. He, C. M. Sousa

*Durham University Business School, UK***Social media usage in the international Business-to-Business sales process of international new ventures**

S. Fraccastoro, M. Gabrielsson

University of Eastern Finland, Finland

INTERACTIVE

I2.1.1 - Location studies in emerging markets

Track: Emerging Markets

Session chair: Filip De Beule

Time: Friday, 15/Dec/2017: 9:00 am - 10:30 am

Room: BL 27.15

Banks go global: The internationalization of Chinese "big-four" commercial banks

S. Gentile-Lüdecke

*Bremen University, Germany***Cross-border expansion of mobile network operators in the emerging regional market context: Investment location and entry strategy choice determinants**M. C. Dike¹, E. L. Rose²¹*Aalto University School of Business, Finland;*²*University of Leeds, UK***Geographic distance to local government offices, regional government corruption, and corporate philanthropy**W. Liu¹, Y. Zhang², J. Yang¹¹*University of Sydney, Australia;* ²*University of Glasgow, UK***The Investment Development Path and geographic patterns of Poland's FD: New evidence**M. Gorynia¹, J. Nowak², P. Trapczynski¹, R. Wolniak³¹*The Poznan University of Economics, Poland;* ²*ED Business School;* ³*University of Warsaw***Determinants of investment attractiveness of Polish Special Economic Zones**

T. Dorozynski, J. Swierkocki, W. Urbaniak

*University of Lodz, Poland***Emerging and developing country multinational hotels in Spanish tourist districts**

B. Marco-Lajara, E. Claver-Cortés, M. Übeda-Garcia, F. Garcia-Lillo, P. D. C. Zaragoza-Sáez

University of Alicante, Spain

PANEL

P2.1.1 - Transition toward a sustainable economy: opportunities and challenges for MNEs

Track: MNEs and Sustainable Development

Session chair:

Time: Friday, 15/Dec/2017: 9:00 am - 10:30 am

Room: BL 27.06

CO-CHAIRS: Anne Jacqueminet, Bocconi University

PANELLISTS:

Christiane Bode, Bocconi University

Elisa Giuliani, University of Pisa

Daniel Shapiro, Simon Fraser University

Maurizio Zollo, Bocconi University

PANEL

P2.1.2 - International Business and the Information Age: an interdisciplinary dialogue

Track: Internationalisation in the Information Age

Time: Friday, 15/Dec/2017: 9:00 am - 10:30 am

Room: BL 27.01

CHAIR: Jakob Müllner, WU-Vienna & Igor Filatotchev, Cass Business School & WU-Vienna

PANELLISTS:

Keith Brouters, Kings' Business School

Frank Elter, Telenor

Torben Pedersen, Bocconi University

PANEL

P2.1.3 - One size fits all? Key issues and common misconceptions in reviewing qualitative research in top tier journals

Track: Novel ways of teaching and doing research

Time: Friday, 15/Dec/2017: 9:00 am - 10:30 am

Room: BL 27.02

CHAIR: Emmanuella Plakoyiannaki, University of Leeds

PANELLISTS:

Michael Gibbert, Università della Svizzera italiana
 Niina Nummela, University of Turku
 Rebecca Piekkari, Aalto University
 Rebecca Reuber, University of Toronto
 Catherine Welch, University of Sydney

PLENARY POSTER SESSIONS

Time: Friday, 15/Dec/2017: 11:00 am - 12:30 am

Building BL28 - First Floor

1 - You decide on what you perceive. On the sources and effects of biased institutional perceptions in foreign ownership mode choicesP. Trąpczyński¹, T. Halaszovich²¹The Poznań University of Economics, Poland; ²Jacobs University, Bremen, Germany**2 - FDI mode, firm heterogeneity and institutional conditions**V. Amendolagine¹, R. Crescenzi², R. Rabellotti³¹Università di Pavia, Italy; ²London School of Economics, UK; ³University of Aalborg**3 - Relationship development in global virtual teams over time**

M. Aleem

Turku School of Economics, Finland

4 - Motivations of students to study abroad: A case study of Moldova

V. Pirgaru, R. V. Turcan

Aalborg University, Denmark

5 - Social entrepreneurship and sustainable development in the Kenya healthcare sector

S. Khalid, W. C. Au, P. Ahmed

Monash University Malaysia, Malaysia

6 - Heuristics in international business and international marketing: a systematic literature review

S. Guercini, M. Milanese

University of Florence, Italy

7 - ICT effects on the spread and boundary of international firms

I. Álvarez, R. Marín

Universidad Complutense de Madrid, Spain

8 - The relations of institutional factors and the corporate entrepreneurship activity. A cross country study

M. W. Zwang, M. Hoeltgebaum

Fundação Universitaria Regional de Blumenau, Brazil

9 - International new ventures: Nature and pace of post-inception development

S. Øyna

University of Agder, Norway

10 - Cross boundary investment activities and cross national system differences. An approach from a transition country perspective.

N. Grujic, D. Kyrkilis

University of Macedonia, Greece

11 - Internationalization of higher education institutions: The underestimated role of facultyM. Romani-Dias^{1,2}, J. Carneiro¹, A. Barbosa¹¹Fundação Getulio Vargas, Brazil (EAESP-FGV); ²Escola Superior de Engenharia e Gestão, Brazil (ESEG)**12 - Job creation of exporters and non-exporters: Estonian evidence**

T. Vissak, J. Masso

University of Tartu, Estonia

13 - Premises of reshoring development in luxury goods sector

M. Młody, B. Stępień

Poznań University of Economics and Business, Poland

14 - Locus and revenue of export manufacturers: Why regional markets?D. A. Rwehumbiza¹, M. A. Marinov²¹University of Dar es Salaam, Tanzania; ²Aalborg University, Denmark

15 - Is R&D employees' mobility a concern for foreign MNCs' R&D Subsidiaries in India? An intellectual property protection perspective

D. J. Borah, S. Massini, K. Malik
The University of Manchester, UK

16 - The impact of human capital and skill availability on attraction of foreign direct investment into regions within developing economies

A. Mironko
Indiana University East, USA

17 - U.S Foreign Direct Investment by group of industries to the peripheral of countries of the Euro zone. A distance framework approach

V. Kounnou, N. Grujic, D. Kyrkilis
University of Macedonia, Greece

18 - What practical language effect of advanced management training for global business involvement: A field study in Indian MNEs

J. Martin O'Brien¹, J. E. O'Brien²
¹University Paris Dauphine, ESCP Europe, France; ²Professor Sociology, Retired

19 - What matters more in multicultural teams - CQ or EQ? An empirical study

M. Gunkel¹, V. Taras²
¹Free University of Bozen-Bolzano, Italy; ²University of North Carolina at Greensboro, USA

20 - In the shadow of SOEs: the duality in management practices of a Chinese bank's overseas operation

R. G. Jack¹, F. Guo¹, Y. Huang¹, J. Zhu²
¹Macquarie University, Australia; ²University of Newcastle, Australia

21 - Global teams and the transfer of tacit knowledge in multinational service firms

Y. Guo¹, P. Jasovska², H. G. Rammal², E. L. Rose³
¹Xi'an Jiaotong-Liverpool University, China, People's Republic of; ²University of Technology Sydney, Australia; ³University of Leeds, UK

22 - MNE's, place attachment and liability of foreignness

J. J. Kennelly¹, D. Sternad², J. Mezas³
¹Skidmore College, USA; ²Carinthia University of Applied Sciences, Austria; ³University of Miami, USA

23 - A dynamic ambidexterity strategy: The evolving subsidiary role of exploiter and explorer

M. Giblin¹, P. Ryan², J. Clancy¹
¹NUI Galway, Ireland; ²Trinity College Dublin

24 - Institutions, liberal market economies and comparative capitalisms

J. Walker¹, C. Brewster¹, G. Wood²
¹Henley Business School, UK; ²University of Essex Business School, UK

25 - Internationalisation of Chinese Firms in advanced economies: The Role of dynamic capabilities

H. Hendrischke, W. Li
The University of Sydney, Australia

26 - The challenges of migration on Greece and its economy - A case study

M. Stavridou¹, S. Vangchuay², M. Elo³
¹Center for Corporate Responsibility and Sustainability, University of Zürich; ²Graduate Institute, Switzerland; ³Turku School of Economics, University of Turku

27 - Boundary spanners as carriers of institutional forces in MNEs

L. Svystunova¹, D. Jacob², R. Rao-Nicholson³
¹Loughborough University London, London, UK; ²University of the West of England, Bristol, UK; ³Newcastle University London, London, UK

28 - Best practice studies on global leadership development programs in MNCs in different cultural contexts

N. G. Fey
Hanken School of Economics, Finland

29 - Doctoral research, The Influence of Digitalization on the HR function

D. Myllymäki
University of Vaasa, Finland

30 - Public-Private Partnerships for international project business in emerging country markets. A literature review

R. Owusu¹, S. Bonsu², O. Afiuc²
¹Linnaeus University, Finland; ²Ghana Institute of Management and Public Administration

31 - On the Use of the EU-South Korea Free Trade Agreement by Companies: An Impact Evaluation

S. Mortazavi
WU Wien, Austria

32 - MNE Promotion of Socially Responsible Supply Chains: The Case of Conflict Minerals

E. Eisenstein¹, J. Keech², N. Mittal¹, S. M. Mudambi¹

¹Temple University, USA; ²Franklin and Marshall College, USA

33 - Upgrading of a firm's knowledge base through alliances: Simultaneous learning from foreign MNEs in emerging countries

L. Rademaker

BI Norwegian Business School, Norway

34 - World Foreign Direct Investment: A Network Perspective

L. M. Bolivar-Caro

University of Sevilla, Spain

35 - Internationalization and Outcome of Study Abroad Program in Higher Education: Mobility of Japanese Students to Malaysia

S. Yukimoto, A. H. Abdul Manaf

Kanagawa University, Japan

36 - Expatriate management practices in the strategy of internationalization of companies

S. C. Lisboa Oneda Galupo, D. E. Floriani

Univali, Brazil

37 - The power of platform-based business model for servitization: How could Komatsu overcome the perceived contextual differences in global market?

H. Kobayashi¹, K. Sato², Y. Saito³

¹Meiji University, Japan; ²Josai International University, Japan; ³Shukutoku University, Japan

38 - Risk Classification as an Incentive to Taxpayers' Compliance

E. A. Mota¹, L. Q. Lanz²

¹São Paulo State Treasury - Brazil, Columbia University - NY; ²BNDES - Brazil, Columbia University - NY

39 - Reinventing the base of the pyramid market from Finland to India - A multiple case study of Finish MNEs

S. Mortazavi¹, J. Väättänen¹, S. Gupta²

¹Lappeenranta University of Technology, Finland; ²University of Newcastle, Newcastle, UK

40 - The Journey of Strategic Alliances

D. A. Gebrekidan¹, A. H. Seyed², D. Fjellström²

¹University of Skövde, Sweden; ²University of Gävle, Sweden

41 - Locally authentic brand as driving force for international expansion: a research agenda

S. Ranfagni¹, A. Runfolo², D. Sarti¹

¹University of Florence, Italy; ²University of Perugia, Italy

42 - How do MNEs overcome the liability of foreignness in sub-Saharan Africa?

G. Olusina Daniel

Loughborough University, UK

43 - Developing Country Multinationals: The case of Pakistan

H. u. Haq

Uppsala University, Sweden

44 - International business for innovation: a review of the empirical evidence

T. Pehrsson

Gothenburg University, Sweden

45 - Active Environmental Focus and Smes Performance: The Role of Business Model Innovation

A. Asemokha, J. Musona, L. Torkkeli

Lappeenranta University of Technology, Finland

46 - What is Rational Action in the Vuca World?

J. V. Mumford, M. Wirén, P. Zettinig

University of Turku School of Economics, Finland

47 - Efficiency as a measure of competitiveness of manufacturing companies

B. Fura

University of Rzeszów, Poland

48 - Customer Delight Despite a Small Budget: An Exploratory Case Study

C. Oral

International University of Bad Honnef, Germany

49 - Customer Perceptions of Value in Digital Services: A Case of an International Industrial Manufacturer

T. T. Leposky

University of Vaasa, Finland

50 - The role of different decision-making logics during new venture internationalization and commercialization of medical technology innovations

H. Laurell¹, P. Servais²

¹Halmstad University, Sweden; ²Linnaeus University, Sweden

51 - Knowledge Sharing Within and Across Units in a Global Professional Service Firm

I. N. Basker, K. M. Olsen

*NHH Norwegian School of Economics, Norway***52 - Institutions-Based Location Choices of Intermediary Units in the Context of HQ Relocations**

J. Schmitt

*WU Wien, Austria***53 - Personality, especially narcissism, predicts engagement in leader development**C. Paz-Aparicio¹, C.B. Messal²¹Universidad Carlos III de Madrid, Spain; ²College of Charleston, South Carolina, USA**54 - Dynamic Political Capabilities - Construct and Measurement Development**

L. Meissner, P. Kenning

*Heinrich Heine University Duesseldorf, Germany***55 - Subsidiary Performance as a result of Value Co-Creation Process**

I. Heim, T. Han, A. Ghobadian

*Henley Business School University of Reading, UK***56 - From traditional international Expansion to 'Born Globals' and 'Blitzscaling': A model of Massive Online Open Courses (MOOCs) Rapid Internationalisation**

C. Antoniou

*Leeds University Business School, UK***57 - Countries as Platforms for Regional Headquarters**A. Botella Andreu¹, K. Lavoratori²¹Universitat de Valencia, Spain; ²Universita degli Studi di Perugia**58 - Exploring how the government affairs function is organized and the processes through which multinational enterprises source external political knowledge**A. Barron¹, A. Pereda²¹Toulouse Business School, ²ESADE Business School**59 - Revisiting the Uppsala Internationalization Model in the Light of Immigrant Entrepreneurship**E. P. Cruz¹, R. P. d. Q. Falcão², A. R. C. d. Castro²¹Universidade Federal Fluminense, Brazil; ²Pontificia Universidade Católica do Rio de Janeiro**60 - Internationalization through business model innovation in the medical technology sector**

H. Laurell, M. Holmén

*Halmstad University, Sweden***61 - Governmental change and FDI inflow**M. Gotz², B. Jankowska¹, A. Matysek-Jędrych¹, K. Mroczek-Dabrowska¹¹Poznań University of Economics and Business, Poland;²Vistula University, Poland**62 - Revisit processes of catching up strategy of Asian countries: a cross level study**L. Xu¹, J. Xiong¹, Q. Li²¹ESC Rennes School of Business; ²Shanghai International Studies University**63 - Italian Expats in French market: diversity dimensions. adjustments and management strategy**

C. Cazorzi

*Dauphine University Paris, France***64 - Dual-structure of distribution channels in emerging markets: Review, integration and future research agenda**K. Tada¹, M. Nakagawa², H. Fukuchi³¹Hokusei Gakuen University, Japan; ²Japan University of Economics, Japan; ³Hitotsubashi University, Japan**65 - The Relationship between Internationalization and Performance in Young Firms: The Moderating Role of Human Resource Slack**

C. Friederici, C. Schwens

*Heinrich-Heine University Düsseldorf, Germany***66 - Cross-border M&As and Sub-National Cultures: Is staying home really staying home? A new perspective on the concept of the Liability of Foreignness and Cultural Distance**

M. Langosch

*Loughborough University London, UK***67 - International migration and the governance of foreign investment**

V. Kunczer, J. Puck, T. Lindner

*WU Wien, Austria***68 - Procedures for Electronic Analysis of Business Reports of 33 Afro-American Transnational Entrepreneurs**

A. Decker

Aalborg University, Denmark

69 - The localization strategies of the of Chinese MNEs: M&A entry vs. Greenfield investment

L. Wang

*Lancaster University, UK***70 - The impact of conflicts in Foreign Business Relationships on SME Performance**

M. Ratajczak-Mrozek, K. Fonfara, A. Hauke-Lopes

*Poznan University of Economics and Business, Poland***71 - The impact of Belt and Road Initiative on Chinese and Polish Sister-City economic relationships**

A. K. McCaleb

*Warsaw School of Economics, Poland***72 - Roles of EMS Companies' Innovative Activities in the Global Supply Chain: A Case Study of Hon Hai Precision**

Y. Huang

*Hokusei Gakuen University, Japan***73 - Breaking of strategic alliances: lesson learnt from the failure of a foreign company tempting to set up business in Russia**

V. Montenero

*Université Dauphine, France***74 - Integrating doctoral research and teaching: a case from a Finnish business school**

P. Zettinig, K. Einola

*University of Turku, Finland***75 - The impact of business service captive offshoring on human resources in host subsidiaries of multinational corporations**

R. Malik

*Warsaw School of Economics, Poland***76 - The liability of "localness" and internationalization of entrepreneurial firms: Exploring the Codfathers' economy and entrepreneurial success**A. Bitektine¹, R. Fralich²¹Concordia University, Canada; ²HEC Montreal**77 - Deciphering the institutional arrangement: towards a framework for constructive engagement in the primary sector**

M. T. W. Karinen

*Turku School of Economics - University of Turku, Finland***78 - Cluster policy in Baden-Württemberg as a good practice for Greater Poland**

A. Z. Kania

*Poznan University of Economics and Business, Poland***79 - Communication within Top Management Teams across service sector - in the context of expatriation**

A. A. Olszewska

*Kozminski University, Poland***80 - Responsiveness of firms to key trends in e-commerce - contrasting the perspective of two fashion firms from post-transition economy**

M. Bartosik-Purgat, B. Jankowska

*Poznan University of Economics and Business, Poland***81 - The rise of Cleantech in Finland - emergence, development and internationalization: An organizational ecology perspective**

I. Laine, L. Torkkeli

*Lappeenranta University of Technology, Finland***82 - Conceptual model of FDI sub-national location decision making**

M. O. Laine

*Turku School of Economics, Finland***83 - Size Matters in Selecting International Alliance Partners**

C.H. Tseng

*National Cheng Kung University, Taiwan***84 - Coping with psychic distance: modes, mechanisms and determinants**

M. Ciszewska-Mlinaric

*Kozminski University, Poland***85 - How to make waves in a huge pond? The importance of attention-building behaviour among subsidiaries to gain strategic influence**

C. Holmström Lind, A. Gorgijevski, K. Lagerström

*Uppsala University, Sweden***86 - Social Innovation at the Base of the Pyramid: How Embeddedness Drives Hybrid Practices in Mainstream Business**

A. A. Lashitew

Erasmus University, The Netherlands

87 - Subsidiary Knowledge Outflows in Multinationals: A Review and Research Agenda on Emerging-market Multinationals

L. Kong

Uppsala University, Sweden

88 - Agglomeration effects on firm's innovation and export intensity. Differences between domestic and foreign companies

E. Manresa-Marhuenda

University of Alicante, Spain

89 - Board of Directors Characteristics and Foreign Shareholdings in Euro Zone Publicly Traded Banks

V. Pereira¹, J. Filipe²

¹ISCAL - Instituto Superior de Contabilidade e Administração de Lisboa, Instituto Politécnico de Lisboa.; ²Instituto Universitário de Lisboa (ISCTE-IUL), Business Research Unit (BRU-IUL), ISTAR-IUL, Lisboa, Portugal

90 - Determining factors of the export activity of smes in emerging markets

E. C. Manotas Rodriguez

Universidad Nacional de Colombia, Colombia

91 - Team composition in new ventures - Total and dispersed competencies

D. Reese

TU Dortmund, Germany

92 - The Eclectic Paradigm and the R-Specific Advantage of John Dunning: Rationalizing the BREXIT

S. Laraqui, B. Jarreau

University of Maryland University College (UMUC), Germany

93 - Brazilians in Israel: implications of immigrant entrepreneurship in the creation of Global Startups

F. Ribeiro³, R. P. d. Q. Falcão², E. P. Cruz¹

¹Universidade Federal Fluminense, Brazil; ²Pontifícia

Universidade Católica do Rio de Janeiro, Brazil;

³Universidade Federal do Rio de Janeiro

94 - Born global family firms: evidence from an exploratory study

F. Musso, B. Francioni, G. Masili

University of Urbino Carlo Bo, Italy

95 - International New Ventures' Growth in Hungary

Stocker, M.

Corvinus University of Budapest, Hungary

§: *Best paper in Track 1*

COMPETITIVE SESSION

C2.3.1 - FDI, remittances and sustainable economic growth

Track: MNEs, Institutions and Policy

Session chair: Francisco Figueira de Lemos

Time: Friday, 15/Dec/2017: 1:30 pm - 3:00 pm

Room: BL 27.03

Investment motives of MNEs and economic growth in least developed countries: the evidence from Africa

T. Pham, T. Vu

Sheffield Hallam University, UK

Performance Effects of Migrant Remittances: The Role of Institutional and Cultural Attributes

E. E. N. Piteli¹, P. Buckley², M. Kafouros²

¹University of Sussex, UK; ²University of Leeds, UK

The impact of regulations on the FDI-growth nexus: a nonlinear specification with varying coefficients

E. Ketteni¹, C. Kottaridi²

¹Frederick University, Cyprus; ²University of Piraeus, Greece

Mining MNEs strengthening local institutions to legitimise business continuity: Experiences from Armenian

J. Taarup-Esbensen

Copenhagen Business School, Denmark

COMPETITIVE SESSION

C2.3.2 - Internationalisation and the Internet

Track: Internationalisation in the Information Age

Session chair: Keith Brouters

Time: Friday, 15/Dec/2017: 1:30 pm - 3:00 pm

Room: BL 27.13

The influence of Industrial Internet of Things on International Manufacturing Networks §

P. Deflorin¹, M. Scherrer², K. Schillo¹, A. Ziltener¹

¹University of Applied Sciences HTW Chur, Switzerland;

²University of St.Gallen, Switzerland

Internationalization through Digitalization: The Impact of E-Commerce Use on Internationalization in Small and Medium-sized Firms

J. Eduardsen

Aalborg University, Denmark

Buzz or benefit? A cross-country investigation of the link between firm performance and social media activities

N. Pogrebnyakov¹, E. Maldonado²

¹Copenhagen Business School, Denmark; ²Metropolitan State University of Denver

COMPETITIVE SESSION

C2.3.3 - Internationalisation and performance

Track: MNE Organization and Strategy

Session chair: Liena L. Kano

Time: Friday, 15/Dec/2017: 1:30 pm - 3:00 pm

Room: BL 27.01

Performance Effects of Internationalization: Contingency Theory Analysis of Emerging Market MNEs

D. Dikova¹, A. Veselova²

¹Vienna University of Economics and Business, Austria;

²Graduate School of Management St. Petersburg State University, Russian Federation

ODI and Firm-Level Performance: Is China Different from the Remaining BRIC Countries?

V. Gattai¹, R. Mechelli², P. Natale¹

¹University of Milan Bicocca, Italy; ²Università Cattolica di Milan

More bang for your buck: internationalization, resource heterogeneity, and profitability

R. Garcia-Garcia¹, E. Garcia-Canal, M. Guillén³

¹The Open University, UK; ²University of Oviedo, Spain; ³The Wharton School, USA

How subsidiary mandates are lost in the cooperative and competitive new normal of the MNE

E. Gillmore

Malardalen University, Sweden

COMPETITIVE SESSION

C2.3.4 - Governance, institutions and performance in the multi-national context

Track: International Finance, Accounting and Corporate Governance

Session chair: Luciano Quinto Lanz

Time: Friday, 15/Dec/2017: 1:30 pm - 3:00 pm

Room: BL 27.06

Governance of family firms and entry mode choice in foreign markets

S. Mariotti, R. Marzano, M. Mutinelli, L. Piscitello

Politecnico di Milano

How do institutions matter in international business: The review of theoretical contradictions

P. Jasovska

University of Technology, Sydney, Australia

Family firms and the choice between WOS and JV: a Transaction Cost Economics approach

M. C. Sestu, A. Majocchi

University of Pavia, Italy

COMPETITIVE SESSION

C2.3.5 - Consumer behaviour and corporate reputation

Track: International Marketing

Session chair: Minnie Kontkanen

Time: Friday, 15/Dec/2017: 1:30 pm - 3:00 pm

Room: BL 27.07

Understanding the mediating effects of the relationship between Consumer's Need-For-Touch and Online Purchase Propensity: a comparison study between China and Portugal

S. Costa e Silva¹, P. Duarte², J. Silva¹

¹Universidade Católica Portuguesa - Porto; ²Universidade da Beira Interior, Portugal

Identification of barriers to co-create on-line: the perspectives of customers and companies

M. Chepurna, J. Rialp Criado

Universitat Autònoma de Barcelona, Spain

Resilience in global supply chains: An inter-organizational and cultural perspective

J. J. You

Durham University, UK

Diverse Roles of Corporate Reputation Dimensions for MNCs: An Analysis across Nations §§

J. Hirschmann, N. Batton, B. Swoboda

Trier University, Germany

COMPETITIVE SESSION

C2.3.6 - MNE subsidiary strategy and performance

Track: MNE Subsidiary Strategy, and Inter-Firm and Intra-Firm Business Networks

Session chair: Rian Drogendijk

Time: Friday, 15/Dec/2017: 1:30 pm - 3:00 pm

Room: BL 27.05

How does a foreign unit's differentiation strategy fit the competition context?

A. Pehrsson

Linnaeus University, Sweden

Drivers and performance consequences of the division of strategic sales activities between HQ and subsidiaries in FMCG MNEs: a study of Foreign subsidiaries in Germany

H. A. Reichstein-Scholz, M. Yamin, A. Giroud

Alliance Manchester Business School, UK

MNE Structure, Expatriation Strategies, and MNE Performance: A portfolio approach §

J. Lee

Henley Business School, University of Reading, UK

The effect of foreign-to-local ownership change on firm performance

A. Mohr¹, P. Konara², P. Ganotakis³

¹WU Wien, University of Economics and Business, Wien, Austria; ²University of Plymouth, UK; ³University of Leeds, UK

COMPETITIVE SESSION

C2.3.7 - Novel ways of teaching and doing research in IB

Track: Novel ways of teaching and doing research

Session chair: Jens Gammelgaard

Time: Friday, 15/Dec/2017: 1:30 pm - 3:00 pm

Room: BL 27.12

Brazilian Secret Hair*

L. R. Felicia, R. Cotta de Mello, C. Secches Kogut

UFRJ, Brazil

On-line formative assessment, electronic devices, and students' performance

F. Di Meo¹, C.-P. Marti-Ballester²

¹Universidad de Alcalá, Spain; ²Universitat Autònoma de Barcelona, Spain

A Praxiological Approach to International Business Research

J. D. Branch

Ross School of Business, University of Michigan, USA

INTERACTIVE

I2.3.1 - Drivers of performance in emerging markets

Track: Emerging Markets

Session chair: Vincent Montenero

Time: Friday, 15/Dec/2017: 1:30 pm - 3:00 pm

Room: BL 27.14

Focus if You Are Strong? A Critical Note On the Performance Effects of Firm Resources and Multinationality in new MNEs

K. Bartoiewski², P. Trapczynski¹

¹The Poznan University of Economics, Poland; ²Warsaw School of Economics, Poland

Corporate renewal and performance outcome: evidence from emerging market located MNEs

L. H. Nguyen, J. Larimo

University of Vaasa, Finland

Political strategy in Brazil: evidence of strategic positioning in political markets

A. G. Lourenço Toledo

Uninove/Fatec Mogi Das Cruzes, Brazil

Institution-based view on Saudi Arabian Entrepreneurship Ecosystem

A. Juho¹, A. Kauppinen²

Prince Mohammad Bin Salman College; ²University of Liechtenstein

Profiling transnational entrepreneurs and the determinants of success in emerging markets: evidence from Sri Lanka

R. De Silva, D. Sharpe, A. Johnston

Sheffield Hallam University, UK

§: Best paper in Track 6

§§: Best paper in Track 10

*: Best paper in Track 13

INTERACTIVE

I2.3.2 - Culture, diversity and the role of managers

Track: International HRM and Cross Cultural Issues

Session chair: Carmen Paz-Aparicio

Time: Friday, 15/Dec/2017: 1:30 pm - 3:00 pm

Room: BL 27.17

Cultural Intelligence - A Research LandscapeI. Alon¹, E. Lankut¹, N. F. Richter², N. Yari²¹University of Agder, Norway; ²University of Southern Denmark**Fresh eyes on cultural distance in cross border mergers and acquisitions**M. Durand¹, M. Sondergaard²¹ESC Troyes, France; Aarhus University; ²Aarhus University**Go abroad or remain small: do foreign studying and working experiences impact the international vocation of entrepreneurs?**

S. Elia, L. Grilli

Politecnico di Milano, Italy

The pool of human resource and the localization of foreign subsidiaries

N. Ando

Hosei University, Japan

Middle Managers' Role Enactment in Top-Driven Change: An Exploratory Investigation in a Multinational Firm

C. Oral

International University of Bad Honnef, Campus Berlin

INTERACTIVE

I2.3.3 - Psychic and cultural distance

Track: International Marketing

Session chair: Richard Owusu

Time: Friday, 15/Dec/2017: 1:30 pm - 3:00 pm

Room: BL 27.15

Understanding the formation of psychic distance perceptions: Are country-level or individual-level factors more important?B. Ambos¹, U. Leicht-Deobald¹, A. Leinemann¹, L. Håkanson²¹University of St. Gallen, Switzerland; ²Copenhagen Business School, Denmark**The effect of psychic distance on established international buyer-supplier relationships**S. Tierean¹, G. Berens², C. van Rie^{1,2}¹Abertay University, United Kingdom; ²Erasmus University Rotterdam, The Netherlands**Does entrepreneurial orientation moderates psychic distance - export performance relationship?**

J. Sekliuckienė, B. Seinauskienė

KTU Kaunas University of Technology, Lithuania

New perspectives on sellers' intercultural communication competence in B2B sales

J. P. Koponen, S. Julkunen

University of Eastern Finland, Finland

The influence of country image and acquirer's corporate reputation in cross-border acquisitions: a consumer perspectiveM. Matarazzo¹, G. Lanzilli², R. Resciniti²¹Marconi University, Italy; ²University of Sannio, Italy**Cultural influences on power-based behaviors in global supply chain relationships: A multi-level theorization**I. Golgeci¹, W. A. Murphy², D. A. Johnston³¹University of East Anglia, UK; ²Edwards School of Business, University of Saskatchewan, Canada; ³Schulich School of Business, York University, Canada

INTERACTIVE

I2.3.4 - Internationalisation incentives, resources and institutional barriers

Track: MNEs, Institutions and Policy

Session chair: Desalegn Abraha Gebrekidan

Time: Friday, 15/Dec/2017: 1:30 pm - 3:00 pm

Room: BL 27.11

Importance of outward internationalisation incentives, resources, capabilities and risk

M. Torres, J. Clegg

University of Leeds, UK

State-ownership and the scale and scope of internationalization: The moderating role of home country market developmentN. Pisani¹, O. Toulan², T. Gussenhoven¹¹University of Amsterdam, The Netherlands; ²IMD, Switzerland

The relationship between electoral uncertainty and cross-country market entry decisions

M. Fraissler¹, S. Dorobantu², J. Müllner¹, J. Puck¹

¹Vienna University of Economics and Business, Austria;

²Leonard N. Stern School of Business

Corruption, Political Discretion and Entrepreneurship

I. Alon², A. Jimenez¹

¹KEDGE Business School, France; ²University of Agder

Institutional distance and performance of foreign subsidiaries

J. F. Petry², M. Amal¹, D. E. Floriani³

¹Regional University of Blumenau-FURB, Brazil; ²Federal University of Amazonas, Brazil; ³University of Vale do Itajai (univali), Brazil

How political instability destroys historical ties

C. Witte, M. Burger, E. Pennings

Erasmus University Rotterdam, The Netherlands

INTERACTIVE

I2.3.5 - International entrepreneurial growth of SMEs

Track: SMEs and International Entrepreneurship

Session chair: Pavlos Dimitratos

Time: Friday, 15/Dec/2017: 1:30 pm - 3:00 pm

Room: BL 27.18

Implications of entrepreneurial and international growth orientation for internationalization of family-controlled SMEs

L. Torkkeli, M. Uzhegova, O. Kuivalainen, S. Saarenketo, K. Puumalainen

Lappeenranta University of Technology, Finland

A global mindset - still a prerequisite for SME internationalization?

L. Torkkeli¹, N. Nummel², S. Saarenketo¹

¹Lappeenranta University of Technology, Finland; ²Turku School of Economics

The evolution of internationalization strategy in incrementally and rapidly internationalizing SMEs, a comparative process-based approach

J. M. Pellegrino¹, R. B. McNaughton²

¹Ara Institute of Canterbury, New Zealand; ²University of Auckland, New Zealand

The role of entrepreneurial opportunities in the business model change of internationalizing companies : A case comparison of SME's from different cultural context

L. Ermolaeva¹, T. Rissanen²

¹St. Petersburg State University, Russian Federation;

²Lappeenranta University of Technology

The strategies and features of Small and Medium sized Enterprises internationalization-through case studies of Japanese SME apparel and accessory industries

F. Iwasaki¹, Y. Ueki²

¹Economic Research Institute for ASEAN and East Asia, Indonesia; ²Economic Research Institute for ASEAN and East Asia, Indonesia

Will internationalization save or kill SMEs? A longitudinal investigation and conceptualization of SME survival

P. Kähäri¹, E. Rose², V. Soini¹, E. Westney³

¹Aalto University School of Business, Finland; ²University of Leeds, UK; ³Schulich School of Business, York University, UK

Factors influencing foreign market knowledge acquisition and internationalization: a case study

T. Vissak¹, B. Francioni²

¹University of Tartu, Estonia; ²University of Urbino "Carlo Bo", Italy

PANEL

P2.3.1 - Meet the Editors (I)

Time: Friday, 15/Dec/2017: 1:30 pm - 3:00 pm

Room: BL 27.02

EDITORS:

Ilan Alon, University of Agder
European Journal of International Management
International Journal of Emerging Markets

Elena Beleska-Spasova, University of Reading
Multinational Business Review

Pervez Ghauri, University of Birmingham
International Business Review

Ari Van Assche, HEC Montreal
Journal of International Business Policy

Alain Verbeke, University of Calgary
Journal of International Business Studies

PANEL

P2.3.2 - Studying internationalization as a process: what more do we see?

Track: SMEs and International Entrepreneurship

Time: Friday, 15/Dec/2017: 1:30 pm - 3:00 pm

Room: BL 27.16

CO-CHAIRS: Igor Kalinic, University of Leeds & Catherine Welch, University of Sydney Business School

PANELLISTS:

Maria Elo, University of Turku

Paul Ryan, Trinity College Dublin

Andreja Jaklič, University of Ljubljana

Martin Johanson, University of Uppsala

PANEL

P2.3.3 - Gender diversity and inclusion at EIBA

Track: International HRM and Cross Cultural Issues

Time: Friday, 15/Dec/2017: 1:30 pm - 3:00 pm

Room: BL 27.04

CHAIR: Grazia Santangelo, University of Catania

PANELLISTS:

Philippe Gugler, University of Fribourg

Randi Lunnan, BI Norwegian Business School

Dana Minbaeva, Copenhagen Business School

Rajneesh Narula, Henley Business School

Lena Zander, Uppsala University

DISCUSSANTS:

Jean-François Hennart, Tilburg University, Politecnico di Milano

Sarianna Lundan, University of Bremen

Elizabeth Maitland, University of New South Wales

COMPETITIVE SESSION

C2.4.1 - Knowledge management and innovation in emerging-market multinationals

Track: Knowledge Management and Innovation

Session chair: Linda Rademaker

Time: Friday, 15/Dec/2017: 3:15 pm - 4:45 pm

Room: BL 27.04

Reverse knowledge transfer in emerging-market multinationals: The role of headquarters and political embeddednessC. Su¹, U. Holm¹, O. Martin Martin²¹Uppsala University, Sweden; ²The Public University of Navarre, Spain**Sequential patterns of acquisition and cooperation: How do they matter for innovation in China?**X. Fu¹, Z. Sun², S. Li¹, J. Li³¹Technology and Management Centre for Development, Department of International Development, University of Oxford, UK; ²College of Business Administration, Capital University of Economics and Business, Beijing, China; ³Research Center for Technological Innovation & School of Economics and Management, Tsinghua University, Beijing, China**When do Chinese firms undertake international open innovation?**X. Fu¹, J. Li², Y. Li², H. Chesbrough³¹Technology and Management Centre for Development, Department of International Development, University of Oxford, UK; ²Research Centre for Technological Innovation, School of Economics and Management, Tsinghua University, Beijing China; ³Centre for Open Innovation, Haas School of Business, University of California, Berkeley

COMPETITIVE SESSION

C2.4.2 - Language, meaning and rhetoric

Track: MNEs and Sustainable Development

Session chair: Elisa Giuliani

Time: Friday, 15/Dec/2017: 3:15 pm - 4:45 pm

Room: BL 27.13

Social value creation by multinational enterprises: The next "big question" for international business research?

A. Rygh

Alliance Manchester Business School, UK

Codes of ethics within multinational corporations. A review of an emerging qualitative field of research

A. K. J. Gosovic

Copenhagen Business School, Denmark

Shades of liability of foreignness: Towards a stigma-based view §

T. A. M. Ritvala, R. Piekkari, N. Granqvist, H. Franck

Aalto University School of Business, Finland

§: Best paper in Track 4

Decoupling in CSR reports: A linguistic content analysis of the Volkswagen dieselgate scandal

D. Holtbrügge, M. Conrad

*Friedrich-Alexander-University Erlangen-Nürnberg, Germany***COMPETITIVE SESSION****C2.4.3 - Upgrading processes of emerging market firms**

Track: Emerging Markets

Session chair: Grazia Santangelo

Time: Friday, 15/Dec/2017: 3:15 pm - 4:45 pm

Room: BL 27.06

When do emerging market multinationals upgrade their domestic asset base? Overcoming recombination barriers to growth §G. Hendriks¹, A. Slangen²*¹RSM Erasmus University, The Netherlands; ²KU Leuven, Belgium***Chinese firms' catch-up strategy: The influence of top management team functional diversity on choice of FDI portfolios**Y. Li¹, L. Cui², L. Zhou³*¹The University of Sydney, Australia; ²The Australian National University, Australia; ³Century Securities CO., LTD., China***Value Creation in Various Contexts**

S. T. Marinova, M. A. Marinov

*Aalborg University, Denmark***COMPETITIVE SESSION****C2.4.4 - SME Internationalization**

Track: SMEs and International Entrepreneurship

Session chair: Tamar Almor

Time: Friday, 15/Dec/2017: 3:15 pm - 4:45 pm

Room: BL 27.01

Overcoming liability of outsidership. An exploratory study on Australian service SMEs into an emerging market

E. Ch'ng

*University of Sydney Business School, Australia***Bifurcation bias and internationalization: is foreign work experience the answer? Insights from European family SMEs**A. Majocchi¹, A. D'Angelo², E. Forlani³, T. Buck⁴*¹University of Pavia, Italy; ²University Cattolica del Sacro Cuore, Milano; ³University of Bologna; ⁴University of Glasgow, UK***The Effect of Entrepreneurial and Learning Orientations on the International Performance Growth of High-tech SMEs: The Moderating Role of Experience.**M. Presutti¹, A. D'angelo²*¹University of Bologna, Italy; ²University Cattolica del Sacro Cuore, Milano, Italy***COMPETITIVE SESSION****C2.4.5 - Globalising the value chain**

Track: MNE Organization and Strategy

Session chair: Ronaldo Parente

Time: Friday, 15/Dec/2017: 3:15 pm - 4:45 pm

Room: BL 27.07

Inbound foreign direct investment in mature economies: Lessons from JapanR. Magnier-Watanabe¹, J. P. Lemaire²*¹University of Tsukuba, Japan; ²ESCP Europe, Paris***Offshoring and the Geography of Jobs in Great Britain**L. Gagliardi^{1,2}, S. Iammarino², A. Rodriguez-Pose²*¹University of Geneva; ²London School of Economics, UK***Shareholder Valuation of Value Chain Activities across Home and Foreign Markets**H. Berry¹, R. Donnelly²*¹George Washington University, USA; ²Bentley University, USA***R&D endowments at home driving R&D internationalisation: Evidence from the Italian business R&D survey**C. Cozza¹, C. Franco², G. Perani³*¹Area Science Park, Italy; ²University of Pisa, Italy; ³Eurostat, Luxembourg*

§: Best paper in Track 12

INTERACTIVE

I2.4.1 - Alternative paths of internationalization

Track: SMEs and International Entrepreneurship

Session chair: Elizabeth Rose

Time: Friday, 15/Dec/2017: 3:15 pm - 4:45 pm

Room: BL 27.15

Fostering dispersed entrepreneurship: challenges and enablers during international expansionE. Tippmann¹, S. Monaghan², R. Reuber³¹University College Dublin, Ireland; ²Rutgers Business School, USA; ³Rotman School of Management - University of Toronto, Canada**The internationalization of international for-profit social enterprises**I. Kalinic², A. Koveshnikov¹¹Aalto University School of Business, Finland; ²Leeds University Business School, UK**International Networking and post-entry decisions of Family Managed versus Family Owned Firms**K. Kampouri¹, E. Plakoyiannaki²¹Aristotle University of Thessaloniki, Greece; ²Leeds University Business School, UK**Marketing Activity of International New Ventures - Empirical Application of the EMICO Framework**

L. Danik, I. Kowalik

Warsaw School of Economics, Poland

Twenty-five years of the International Business Review: A bibliometric overviewC. Cancino¹, J. M Merigo¹, A. Rialp², D. Urbano²¹University of Chile, Chile; ²Universitat Autònoma de Barcelona, Spain

INTERACTIVE

I2.4.2 - Subsidiary roles and offshoring

Track: MNE Organization and Strategy

Session chair: Ulf Andersson

Time: Friday, 15/Dec/2017: 3:15 pm - 4:45 pm

Room: BL 27.14

When to offshore and when to backshore. Does country of origin influence firm's manufacturing location decision?

D. Lica, E. Di Maria

University of Padova, Italy

Perception Gaps in the Headquarters-Subsidiary Relationship - Are Divergences in Fairness Perceptions Culture-Bound?

N. Zobel

University of St. Gallen, Switzerland

MNE R&D Subsidiary Mandates Evolution in Emerging Economies - A Systematic Literature ReviewD. Schulzmann^{1,2}, D. Slepniov¹¹Aalborg University, Denmark; ²University of Chinese Academy of Sciences, China**Dynamic subsidiary roles as determinants of subsidiary technology source: Empirical evidence from China**S. Zhang¹, R. Pearce¹, M. Papanastassiou², S. Zhao², I. Bournakis²¹Reading University, UK; ²Middlesex University, UK**The drivers of the relocations of second degree involving manufacturing activities: a focus on European Union**S. Elia¹, P. Barbieri², L. Fratocchi³, R. Golini⁴¹Politecnico di Milano, Italy; ²University of Bologna, Italy; ³University of L'Aquila, Italy; ⁴University of Bergamo, Italy**Enhancing cross-border M&A performance through diaspora networks**W. Y. Degbey¹, K. M. Ellis²¹University of Turku, Finland; ²Florida Atlantic University, USA

INTERACTIVE

I2.4.3 - Institutions promoting investment and innovation at the industry level

Track: MNEs, Institutions and Policy

Session chair: Jonas Puck

Time: Friday, 15/Dec/2017: 3:15 pm - 4:45 pm

Room: BL 27.05

Industry Level Institutional Complexity and Multinational Enterprise

A. Karhu, M. Elo, M. Ketolainen

Turku School of Economics at University of Turku, Finland

Government forecasting and industrial change. Convergence of innovation policies in the European aerospace industry (1960-2000)

M. Landoni

Università Cattolica del Sacro Cuore, Italy

Promoting international scientific research collaboration: the role of research management companies

V. C. Simões, I. Matias

ISEG, University of Lisboa, Portugal

Institutions, Distant Search and Innovation Performance

M. Aliyev, C. McDonald

University of Leeds, UK

Does Host Market Regulation Induce Cross Border Environmental Innovation?

A. Zanfei, G. Marin

University of Urbino, Italy

INTERACTIVE

12.4.4 - Entrepreneurs, networks and international growth

Track: SMEs and International Entrepreneurship

Session chair: Rico Baldegger

Time: Friday, 15/Dec/2017: 3:15 pm - 4:45 pm

Room: BL 27.11

Reviving the individual in international entrepreneurship research: using a narrative lens in studying the international entrepreneurial identity

S. M. M. Korhonen

Jyväskylä University, Finland

Entrepreneurial firms and international performance: moderating roles of networking and government support

P. Dimitratos¹, P. Gabrielsson², M. Gabrielsson³, T. Seppala⁴

¹University of Glasgow, UK; ²University of Vaasa, Finland;

³University of Eastern Finland, Kuopio, Finland; ⁴Aalto University, Helsinki, Finland

Diaspora entrepreneurship: the role of social networking

M. J. Benozir, M. S. Sandhu, F. U. Ahmed, W. C. Au

Monash University Malaysia

How Do Entrepreneurs Organize Early Internationalizing Firms to Exploit International Opportunities under the Conditions of Genuine Uncertainty?

H. Kano

Waseda University, Japan

International entrepreneurship intentions explained through cognitive approaches: an exploratory study among university students

B. Vlacic¹, M. Gonzalez-Loureiro^{1,2}, V. Braga^{2,3}

¹University of Vigo, Spain; ²CIICESI-Polytechnic Institute of Porto, Portugal; ³ESTGF-Polytechnic Institute of Porto, Portugal

Network-oriented behaviours in rapid internationalization: performance implications

M. Raatikainen¹, M. Gabrielsson¹, P. Gabrielsson², T. Laukkanen¹

¹University of Eastern Finland; ²University of Vaasa, Finland

The level of exports of new ventures and entrepreneurs' growth aspirations: the moderating role of individual human capital

J.I. Capelleras¹, J. Rialp¹, V. Martin-Sanchez², W. Shleha¹

¹Universitat Autònoma de Barcelona, Spain; ²School of Management and Business, King's College London, UK

INTERACTIVE

12.4.5 - Integration and collaboration of Emerging Market Firms

Track: Emerging Markets

Session chair: Jeremy Clegg

Time: Friday, 15/Dec/2017: 3:15 pm - 4:45 pm

Room: BL 27.16

Inside and outside a domestic acquisition and a cross-border acquisition: Subordinate - leader trust in multicultural emerging economies

D. Kwok

AE Aix-Marseille Université, France

Chinese local state owned enterprise post-acquisition knowledge integration from foreign markets: An explorative case study

H. Wang, C. Williams, D. Sutherland

Durham University, UK

Building Trust in a Guarantee Fund in a Challenging Institutional Environment

L. Q. Lanz¹, P. A. Tomei²

¹BNDES - Brazil, Columbia University - NY; ²Pontificia Universidade Católica do Rio de Janeiro - PUC-Rio

Motivations of Chinese firms in developed economies: the case of Australia

W. Li, H. Hendrischke

Sydney University Business School, Australia

Chinese acquisitions in the UK: A multiple case-study approach

J. Vukicevic

Nottingham Trent University, UK

INTERACTIVE

I2.4.6 - Determinants of performances

Track: MNE Organization and Strategy

Session chair: Lars Håkanson

Time: Friday, 15/Dec/2017: 3:15 pm - 4:45 pm

Room: BL 27.17

The Relationship between Multinationality and Performance: A Critical Literature Review and Directions for Future Research

A. Schmuck, K. Lagerström, J. Sallis

Uppsala University, Sweden

Internationalization, regionalization, and economies of scale: a new approach to disentangle the multinationality-performance puzzle

S. Eckert, M. Dittfeld, F. H. Zellner

TU Dresden, Germany

Types of strategic orientations and international performance: direct effects and institutional moderations

T. Pehrsson

Gothenburg University, Sweden

Antecedent factors of trust development and the impact of foreign partner's trust on isa performance: a theoretical perspective

N. Sklavounos, K. Rotsios, Y. Hajidimitriou

University of Macedonia, Greece

Understanding the motivation to avoid corporation tax: a qualitative approach

M. Cooper, Q. T. Nguyen

Henley Business School, UK

INTERACTIVE

I2.4.7 - Internationalisation and cross-border issues

Track: MNE Subsidiary Strategy, and Inter-Firm and Intra-Firm Business Networks

Session chair: Randi Lunnan

Time: Friday, 15/Dec/2017: 3:15 pm - 4:45 pm

Room: BL 27.18

The power of proximity at a distance: the role of interlocking directorates in reducing the liability of outsidership

M. Zdziarski¹, E. M. Heemskerck², J. Garcia-Bernardo², F. De Beule³, A. Jaklic⁴, S. Elia⁵, F. Takes²

¹University of Warsaw, Poland; ²University of Amsterdam, The Netherlands; ³KU Leuven, Belgium; ⁴University of Ljubljana, Slovenia; ⁵Politecnico di Milano, Italy

Dead or alive? The future of target firms after cross-border acquisitions

D. Cerrato, I. Galavotti

Università Cattolica del Sacro Cuore, Italy

In or Out: How Insourcing Foreign Input Production Affects Domestic Production

S. Arvanitis², T. Bolli², T. Stucki¹

¹University of Jyväskylä, Finland; ²ETH Zurich

Entry mode choices of Japanese automobile component suppliers in North America

T. Jiang¹, S. Ishii¹, J. F. Hennart²

¹Osaka City University, Japan; ²Tilburg University, The Netherlands

Role Stress and Divestments of International Joint Ventures: Determinant factors and the mediating role of strategic importance of the units

L. H. Nguyen, J. Larimo

University of Vaasa, Finland

PANEL

P2.4.1 - Innovative steps and strategies for ensuring high quality reviews and managing the journals with speed and efficiency in the Information Age

Track: Novel ways of teaching and doing research
 Time: Friday, 15/Dec/2017: 3:15 pm - 4:45 pm
 Room: BL 27.02

CHAIR: Justin Paul, University of Puerto Rico

PANELLISTS:

Jonathan Doh, Villanova University
 Rosalie Tung, Simon Fraser University
 Ilan Alon, University of Agder
 Desislava Dikova, Vienna University of Economics and Business

PANEL

P2.4.2 - Micro-funding the MNEs strategic choices in IB and management research

Track: MNE Organization and Strategy
 Time: Friday, 15/Dec/2017: 3:15 pm - 4:45 pm
 Room: BL 27.12

CO-CHAIRS: Stefano Elia, Politecnico di Milano School of Management & Cristina Rossi-Lamastra, Politecnico di Milano School of Management

PANELLISTS:

Igor Filatotchev, Cass Business School
 Peder Greve, University of Reading
 Pamela Sharkey Scott, Maynooth University School of Business
 Dana Minbaeva, Copenhagen Business School
 Michał Zdziarski, University of Warsaw

PANEL

P2.4.3 - Key success factors of SME internationalization: a cross-country perspective

Track: SMEs and International Entrepreneurship
 Time: Friday, 15/Dec/2017: 3:15 pm - 4:45 pm
 Room: BL 27.03

CO-CHAIRS: Noémie Dominguez, Lyon University & Ulrike Mayrhofer, Lyon University

PANELLISTS:

Susan Freeman, University of South Australia
 Pervez N. Ghauri, University of Birmingham
 Birgit Hagen, University of Pavia
 Olli Kuivalainen, The University of Manchester
 Stefan Schmid, ESCP Europe, Berlin Campus
 Maria Cristina Sestu, Università di Pavia
 Cristina Villar, University of Valencia

COMPETITIVE SESSION

C2.5.1 - Extensions of international entrepreneurship

Track: SMEs and International Entrepreneurship
 Session chair: Antonio Majocchi
 Time: Friday, 15/Dec/2017: 5:15 pm - 6:45 pm
 Room: BL 27.05

Strategy and structure of modern Trade Promotion Agencies

J. Schembri, P. Dimitratos, M. Fletcher
Adam Smith Business School, University of Glasgow, UK

Intra-industry competition and power in the beer industry: How small players delegitimise large multinationals

P. Jasovska, H. Rammal, C. Rhodes, D. Logue
University of Technology, Sydney, Australia

Maturing born globals and their acquisition behavior

S. Oyna², T. Almor¹, B. Elango³, S. Y. Tarba⁴
¹College of Management, Israel; ²Agder University, Norway;
³Illinois State University, USA; ⁴University of Birmingham, UK

COMPETITIVE SESSION

C2.5.2 - Corporate responsibility and irresponsibility

Track: MNEs and Sustainable Development
 Session chair: Asmund Rygh
 Time: Friday, 15/Dec/2017: 5:15 pm - 6:45 pm
 Room: BL 27.04

Mountains of Molehills? An Empirical Investigation of the Relationship between Corporate Irresponsibility and Reputation Penalties

G. Nardella¹, S. Brammer²
¹University of Reading, UK; ²Macquarie University, Australia

When doing well means doing harm: understanding the performance - CSiR link in emerging country firms

F. Nieri¹, E. Giuliani¹, A. Vezzulli^{2,3}

¹University of Pisa, Italy; ²University of Insubria, Italy; ³CRIOS, Bocconi University, Italy

Toward a strategic management perspective on local content in African extractives

M. W. Hansen

CBS, Denmark

Internationalization and Corporate Social Performance: The Impact of Subsidiary activities

P. Williamson¹, P. Symeou², S. Zyglidopoulos³

¹University of Cambridge, UK; ²Cyprus University of Technology; ³University of Glasgow, UK

COMPETITIVE SESSION

C2.5.3 - The new geography of GVCs

Track: International Business and Economic Geography

Session chair: Katuscia Lavoratori

Time: Friday, 15/Dec/2017: 5:15 pm - 6:45 pm

Room: BL 27.02

Bringing it all back home? Backshoring of manufacturing activities and the diffusion of Industry 4.0

B. Dachs¹, S. Kinke^{1,2}, A. Jäger³

¹AIT Austrian Institute of Technology, Austria; ²University of Applied Sciences Karlsruhe, Germany; ³Fraunhofer-Institute for Systems and Innovation Innovation Research IS, Karlsruhe, Germany

Global Value Chains and Local Sourcing: An empirical analysis on Sub-Saharan Africa and Vietnam §

R. Rabellotti¹, V. Amendolagine², A. Presbitero³, M. Sanfilippo⁴

¹Università di Pavia, Italy & Aalborg University, Denmark; ²Università di Pavia, Italy; ³International Monetary Fund; ⁴Università di Bari

New frontiers for competitiveness and innovation in clusters and value-chains research

E. Di Maria¹, V. De Marchi¹, G. Gereffi²

¹University of Padova, Italy; ²Duke University, USA

Firm's Decision to Engage in International Assignments during Business Internationalisation

I. Koleša, A. Burger

Faculty of Social Sciences, University of Ljubljana, Slovenia

§: Best paper in Track 3

COMPETITIVE SESSION

C2.5.4 - Social and political aspects of subsidiary role and strategy

Track: MNE Subsidiary Strategy, and Inter-Firm and Intra-Firm Business Networks

Session chair: Marlena Dzikowska

Time: Friday, 15/Dec/2017: 5:15 pm - 6:45 pm

Room: BL 27.03

Towards a more heterogeneous steering of foreign subsidiaries in multinational automotive companies?

H. Proff

University of Duisburg Essen, Germany

Playing by the corporate rules: Social and political aspects of subsidiary influence

K. Conroy¹, D. Collings², J. Clancy³

¹Queen's University Belfast; ²Dublin City University; ³National University of Ireland, Galway

How do MNC's intermediate units control foreign activities? Double embeddedness and control mechanisms

A. Dasi¹, T. Pedersen², J. Pla-Barber¹

¹University of Valencia, Spain; ²Bocconi University, Italy

The Darker Side of Social Integration: A Discussion of Bargaining Costs and Knowledge Transfer

R. Lunnan, S. Tomassen, G. R. Benito

BI Norwegian Business School, Norway

COMPETITIVE SESSION

C2.5.5 - Institutions and operation mode

Track: MNE Organization and Strategy

Session chair: Jens Gammelgaard

Time: Friday, 15/Dec/2017: 5:15 pm - 6:45 pm

Room: BL 27.06

An Institution-Based View of Information Accuracy: Solving the Alliance vs. Acquisition Puzzle Abroad

M. J. Mueller¹, G. Hendriks¹, A. H. L. Slangen^{1,2}

¹Rotterdam School of Management, Erasmus University; ²KU Leuven

Interorganizational Diversity, Institutional Risk, and the Formation of Multipartner Syndicates

S. Dorobantu², T. Lindner¹, J. Müllner¹

¹Vienna University of Economics and Business, Austria; ²New York University, Stern School of Business

When National institutions matter: new insights on divisional and regional HQ relocations

A. Valentino¹, B. Koch²

¹Università Luiss Guido Carli, Italy; ²LMU, Germany

Phone Home? Headquarters' Involvement in Foreign University Collaboration

M. Grabowska¹, S. Kelchtermans^{1,6}, R. Belderbos^{1,2,5}, B. Leten^{1,6}, M. Riccaboni³, J. Jacob⁴

¹KU Leuven, Belgium; ²Maastricht University, Maastricht, The Netherlands; ³IMT Lucca; ⁴Grenoble School of Management; ⁵UNU-MERIT, Maastricht, The Netherlands; ⁶Hasselt University, Diepenbeek, Belgium

COMPETITIVE SESSION

C2.5.6 - Global teams and leaders

Track: International HRM and Cross Cultural Issues

Session chair: Naoki Ando

Time: Friday, 15/Dec/2017: 5:15 pm - 6:45 pm

Room: BL 27.14

The interaction of shared attitudes and distance in global virtual teams

R. Drogendijk¹, J. Lauring²

¹University of Groningen, The Netherlands; ²Aarhus University, Denmark

A Multinational Investigation of the Extended Full Range of Leadership Model

U. Poethke, J. Rowold

TU Dortmund University, Germany

Role of leaders as agents of negotiations for counterbalancing cultural dissonance in MENA

H. Kabasakal¹, A. Dastmalchian², G. Karacay³, S. Bayraktar⁴

¹Bogazici University, Department of Management, Istanbul; ²Simon Fraser University, Beedie School of Business; ³Istanbul Technical University, Faculty of Management; ⁴Ozyegin University, Turkey

Sharing expertise in mncs: focus on strategies of experts

T. Hakkarainen

Aalto University School of Business, Finland

COMPETITIVE SESSION

C2.5.7 - Contextual determinance of entry modes by Emerging Market Firms

Track: Emerging Markets

Session chair: Marin Alexandrov Marinov

Time: Friday, 15/Dec/2017: 5:15 pm - 6:45 pm

Room: BL 27.07

Demystifying chinese investment modes of entry: effects of governance environment and learning

I. Alon¹, S. Elia², S. Li³

¹University of Agder, Norway; ²Politecnico di Milano, Italy; ³Old Dominion University, USA

Establishment mode choice of EMNEs: does state ownership matter?

D. Quer, L. Rienda, R. Andreu

University of Alicante, Spain

Choice between acquisitions and greenfields abroad: family versus non-family indian multinationals

L. Rienda, E. Claver, D. Quer, R. Andreu

University of Alicante, Spain

Entry Timing and Uncertainty in Transition Economies: Location and Firm Contingencies Revisited

T. Nacken, B. Karreman, E. Pennings

Erasmus University Rotterdam, The Netherlands

COMPETITIVE SESSION

C2.5.8 - Networks and internationalization

Track: SMEs and International Entrepreneurship

Session chair: Ricardo Correia

Time: Friday, 15/Dec/2017: 5:15 pm - 6:45 pm

Room: BL 27.13

Network tie strength and performance of early internationalizers: the moderating role of absorptive capacity

M. Bembom, C. Schwens

Heinrich Heine University Duesseldorf, Germany

Borderless companies: the role of entrepreneurs and network relationships in the development of global value systems

V. C. Simões, G. A. Martins

ISEG, University of Lisboa, Portugal

Cartoon Network: Rapid Internationalisation for Born Global Members of a Community of Practice

P. Ryan¹, N. Evers², S. Andersson³, A. Smith²

¹Trinity College Dublin; ²National University of Ireland, Galway, NIJIG; ³Halmstad University, Sweden

Capability triad in international entrepreneurship: the role of dual network and opportunity recognition capability §

A. R. Faroque¹, S. C. Morrish², O. Kuivalainen^{1,3}, S. K. Asikainen¹

¹Lappeenranta University of Technology, Finland; ²University of Canterbury, New Zealand; ³University of Manchester, UK

INTERACTIVE

12.5.1 - New technologies and internationalization

Track: Internationalisation in the Information Age

Session chair: Davide Castellani

Time: Friday, 15/Dec/2017: 5:15 pm - 6:45 pm

Room: BL 27.11

Can advanced services spur the international business of machine tool builders?

B. Kamp

Orkestra-Basque Institute of Competitiveness, Spain

Emerging technologies and internationalization: Insights from Italian companies approaching Industry 4.0

R. Romanello, M. Chiarvesio

University of Udine, Italy

Do firms innovate abroad? - The Case of Swedish R&D in India

R. Jeremiah

Stockholm School of Economics, Sweden

Internationalization of Science Parks: Brazilian Innovation Environments Experiences

J. Tomelin¹, A. Zen², M. Amal¹, P. Arrabito²

¹University of Blumenau, Brazil; ²Federal University of Rio Grande Do Sul, Brazil

Sustainability driven by business model innovation in European banks

E. Aracil¹, F. J. Forcadell²

¹Universidad Francisco de Vitoria, Madrid, Spain; ²Universidad Rey Juan Carlos, Madrid, Spain

INTERACTIVE

12.5.2 - Strategic alliances

Track: Knowledge Management and Innovation

Session chair: Timothy M. Devinney

Time: Friday, 15/Dec/2017: 5:15 pm - 6:45 pm

Room: BL 27.16

International Strategic Alliances and Host Country Partner Diversification Decisions: A Knowledge-Based Approach

F. Alfehaid, C. Williams

Durham University, UK

Strategic Alliances: Identifying Recent Emerging Sub-Fields of Research

F. Belussi¹, I. Orsi², A. Ganzaroli²

¹Padua University, Italy; ²Milan University, Italy

How Can Chinese Firms Become Radical Innovators: The Role of International Collaboration

X. Fu¹, H. Lin², H. Xiong³

¹Dept. of International Development, Oxford University, Oxford, UK; ²Dept. of Technology Cooperation, Huawei Technologies Co., LTD, Shenzhen, China; ³Dept. of Innovation Research, Development Research Centre of State Council, Beijing, China

External and internal networking and innovation performance of foreign subsidiaries in Colombian manufacturing sectors

I. Alvarez¹, N. Albis²

¹Instituto Complutense de Estudios Internacionales, Spain;

²Instituto Complutense de Estudios Internacionales, Observatorio Colombiano de Ciencia y Tecnología (OCyT)

Rent seeking behavior in strategic alliances: Examining the role of knowledge transfer as informal control mechanism in High Technology Alliances of ST-Ericsson and ST-Nokia

D. K. M. Bhatti¹, D. S. Khalid²

¹University of Management and Technology Pakistan;

²University of Sharjah United Arab Emirates

INTERACTIVE

12.5.3 - The local context in IB

Track: International Business and Economic Geography

Session chair: Simona Iammarino

Time: Friday, 15/Dec/2017: 5:15 pm - 6:45 pm

Room: BL 27.15

§: Best paper in Track 11

Foreignness in the International Business Literature: A Systematic Review

Y. H. An, S. Zagelmeyer, A. Rygh
University of Manchester, UK

Managing Natural Disaster Risk at the Subnational Level in China

C. H. Oh¹, J. Oetzel²
¹*Simon Fraser University, Canada*; ²*American University, DC*

Global or Local Value Chains? Evidence from Japanese Manufacturing Investments in China

M. M. Zhang
University College Dublin, Ireland

Connecting Local and Global Technological Knowledge Sourcing

S. Zaman, J. Cantwell
Rutgers University, USA

The country-of-origin clustering net effect on MNEs: Evidence from China

B. Urzelai¹, F. Puig²
¹*University of the West of England, UK*; ²*Universidad Valencia, Spain*

INTERACTIVE

12.5.4 - Contemporary topics in IHRM

Track: International HRM and Cross Cultural Issues

Session chair: Ulrike Mayrhofer

Time: Friday, 15/Dec/2017: 5:15 pm - 6:45 pm

Room: BL 27.17

Garnering the benefits of diversity in global virtual teams: A propositional model of the diversity-performance relationship

K. Herbert¹, A. Mockaitis², C. Zhu²
¹*RMIT University, Australia*; ²*Monash University, Australia*

Generational Differences at Work - An International Human Resource Management Perspective

M. Gunkel, F. Eberz
Free University of Bozen-Bolzano, Italy

Protean Career Orientation of Generation Y: A Social Cognitive Career Theory Investigation

T. Hui Hui, W. C. Au, A. K. Pervaiz
Monash University Malaysia, Malaysia

How to get great employees? Make sure they can enjoy their leisure time

L. Gagliardi
University of Geneva, Switzerland

Emotional expressions of employees within a cross cultural context and implications for 'HRM: Evidence from the Tourism Field

P. Christou¹, A. Avloniti²
¹*Cyprus University of Technology*; ²*University of Central Lancashire, UK*

Push and pull factors of talent migration: A multilevel framework for addressing brain drain in emerging markets

L. Selivanovskikh, M. Latukha, A. Veselova
Saint Petersburg State University, Russian Federation

The legitimacy of LGBT families with career

K. M. Puchmüller
Johannes Kepler University, Austria

INTERACTIVE

12.5.5 - Consumer behaviour and brand management

Track: International Marketing

Session chair: Susan Mudambi

Time: Friday, 15/Dec/2017: 5:15 pm - 6:45 pm

Room: BL 27.18

Toward a 'masstige' theory and strategy for global brand management

J. Paul
University of Puerto Rico, USA

Generation Y Consumers, Luxury Brands and Social Responsibility: What are the main motivations of Generation Y luxury consumers to engage in a socially responsible consumption behaviour?

C. Braga da Cunha¹, P. Duarte², S. Costa e Silva³
¹*University of Minho, Portugal*; ²*University of Beira Interior, Portugal*; ³*Católica Porto Business School, Portugal*

Drivers and Barriers of Cross-Border Online Shopping: A Cross-National Comparison between Germany and Romania

G. Wagner, H. Schramm-Klein, A. M. Fota
University of Siegen, Germany

Decision-making Logic and Brand Orientation of International New Ventures: The Performance Consequences of Strategic Fit

S. Y. Kusi, P. Gabrielsson

University of Vaasa, Finland

An Exploration of Brand Biographies in India

J. D. Branch, S. Nath

Ross School of Business, University of Michigan, USA

INTERACTIVE

I2.5.6 - Modes and challenges of SME internationalization

Track: SMEs and International Entrepreneurship

Session chair: Romeo V. Turcan

Time: Friday, 15/Dec/2017: 5:15 pm - 6:45 pm

Room: BL 27.12

Internet marketing challenges of South African SMEs

L. van Scheers

University of South Africa, South Africa

Banks and Internationalizing SMEs: Friends or Foes?

R. Baldegger, P. Schueffel, N. Tuchschnid

HEG Fribourg, Switzerland

Global Mindset and Export Channel Choice of Chinese SMEs

G. Nakos¹, K. Brouthers², I. Kalinic³

¹Clayton State University, USA; ²King's College London, UK;

³Leeds University Business School, UK

The role of distance in family SMEs' foreign ownership mode choice: the moderating role of family control

B. Del Bosco¹, C. Bettinelli²

¹University of Milano-Bicocca, Italy;

²University of Bergamo, Italy

The limiting, not limited, resources of new and small internationalizing firms

L. Humphries

Aalto University, Finland

The Influence of External and Internal Factors on Socially Responsible Behaviour in SMEs

A. Wollenberg¹, H. Liang²

¹St. George's University, Grenada, West Indies; ²Curtin University, Singapore

The Effect of Same-industry and Cross-industry Agglomeration on Exporting of Small and Medium Sized Enterprises

J. Chung, H. Cho

Korea University Business School, Republic of Korea

PANEL

P2.5.1 - Location, collocation and innovation across national borders: connecting the International Business, Economic Geography and Innovation communities

Track: International Business and Economic Geography

Time: Friday, 15/Dec/2017: 5:15 pm - 6:45 pm

Room: BL 27.01

CHAIR: Grazia D. Santangelo, University of Catania

PANELLISTS:

Johan Lindeque, FHNW School of Business

Rajneesh Narula, Henley Business School

Andrea Martínez Noya, University of Oviedo

Sinéad Monaghan, Rutgers Business School

Ram Mudambi, Fox School of Business, Temple University

Friday, December 15th, 2017 - **Social Program**

Morning • Time: 10:30 am - 12:00 am

Campus Tour - POLIMI WIND TUNNEL

GVPM is a special wind tunnel with two test rooms located on the opposite sides of the loop. Due to this peculiar arrangement, it is possible to select the test room that can better fulfill the clients' request either in a laminar flow or in a turbulent flow situation.

The facility is powered by a flow generator array of 14 1.8m diameter, 100kW fans, for a total power of 1.4 MW. During the visit you will observe the wind tunnel on working mode and - accordingly with the test schedule - it may be possible to have a close look to the model set-up. Many old but significant models are on display: bridges, buildings, sail boats and others. www.windtunnel.polimi.it

This event is free of charge**Visit this page to register and secure your participation:**<https://politecnicomilano.wufoo.eu/forms/xgyf92z0xu0hax/>**Further practical information will be sent to people who register****Limited slots available
max. 25 participants**

Afternoon • Time: 5:00 pm - 6:30

PINACOTECA DI BRERA - GUIDED TOUR

The Pinacoteca is the first museum in Milan and one of the most outstanding image galleries in the world as it houses some of the most prestigious selections of masterpieces of ancient and modern images, as well as sculptures by important Italian artists of the XX century. The Pinacoteca di Brera houses more than 400 works of art ranging from the XIV century to avant-garde works representing the triumph of Italian Renaissance art in the world. Our visit will unfold among the museum's masterpieces from Raffaello to Caravaggio.

Duration of the tour: 1.5 hours**Price: 25 EUR per person (to be paid in cash on site)****Further practical information will be sent to people who register****SOLD OUT**

Evening • Time: 7:00 pm - 10:00 pm

**SOCIAL EVENT - APERITIVO CULTURAL EXPERIENCE
LETS MEET AT MEET, LET'S DATE AT DATE!**

Every Italian city has its aperitivo tradition, but Milan is considered the birthplace and is renowned for its locales where one can practically eat a full meal for the price of one drink.

Traditionally speaking, the aperitivo made its grand entrance into Milanese society around the 1920's, where friends, colleagues, lovers, and strangers would meet before dinner and have a small mildly bitter drink accompanied by a little food. To this day the aperitivo tradition remains much the same, except the drinks have gotten slightly larger and the finger food leans toward the gourmet... Something you cannot miss during the EIBA Conference in Milan.

Self-paying on site**Fixed price: 10 EUR per drink with food****Please register to make sure we don't run out of food and drinks!**<https://politecnicomilano.wufoo.eu/forms/x1aq02d60cii46y/>

Saturday, December 16th, 2017

9:00 am - 10:30 am | Parallel sessions • *Building BL27*

10:30 am - 11:00 am | Coffee Break • *Building BL27 (ground floor)*

11:00 am - 12:30 pm | EIBA Fellows' Plenary session
Building BL28 (Aula Magna Carassa e Dadda)

12:30 pm - 1:30 pm | Lunch • *Building BL27 (ground floor & first floor)*

12:30 pm - 1:30 pm | EIBA Fellows Meeting • *Building BL27 (Room BL27.14)*

1:00 pm - 1:30 pm | AIB-WE (Western Europe) Chapter General Business Meeting
Building BL27 (Room BL27.18)

1:30 pm - 3:00 pm | Parallel sessions • *Building BL27*

1:30 pm - 3:00 pm | Meet the Editors (II) • *Room BL27.02*

1:30 pm - 3:00 pm | Launch of PIBR volume 12: Concept, Cost and Value of Distance in IB

3:15 pm - 4:45 pm | Parallel sessions • *Building BL27*

7:00 pm - 1:00 am | Gala Dinner • *Palazzo del Ghiaccio (Via G.B. Piranesi, 14)*

DETAILED PROGRAM

Saturday, December 16th

COMPETITIVE SESSION

C3.1.1 - The role of intra - and inter-firm network relationships in knowledge management and innovation

Track: Knowledge Management and Innovation

Session chair: Ulf Andersson

Time: Saturday, 16/Dec/2017: 9:00 am - 10:30 am

Room: BL 27.04

Intra-firm network diversity and technological novelty in multinational firms' R&D units

F. De Michiel

*KU Leuven, Belgium***Multinationals and R&D cooperation: empirical evidence from the Italian R&D survey**C. Cozza¹, G. Perani², A. Zanfei³¹Area Science Park, Italy; ²Eurostat, Luxembourg; ³University of Urbino, Italy**Knowledge management in subsidiaries and mnc performance. The mediating effect of the relational context**

E. Claver-Cortés, P. Zaragoza-Sáez, M. Übeda-García, B. Marco-Lajara, F. García-Lillo

*University of Alicante, Spain***Radical process innovation and the benefits of depth of relationships with international versus domestic partners**O. Aliasghar¹, E. Rose², S. Chetty¹¹University of Otago, New Zealand; ²University of Leeds, UK

COMPETITIVE SESSION

C3.1.2 - Internal and external governance in multinational companies

Track: International Finance, Accounting and Corporate Governance

Session chair: Igor Filatotchev

Time: Saturday, 16/Dec/2017: 9:00 am - 10:30 am

Room: BL 27.02

From nexus of contracts to nexus of institutions: the determinants of anglo-american corporate governance migration into emerging market firms §§B. Hearn¹, L. Oxelheim², T. Randøy²¹University of Sussex, UK; ²School of Business and Law, University of Agder, Norway**The Contextual Impact of Internal Capital Markets on MNE Performance**M. Weiss¹, J. Müllner², A. König³¹Vlerick Business School; ²Vienna University of Economics and Business, Austria; ³University of Passau, Germany**Factoring and the Liability of Foreignness of MNEs in Emerging Markets**J. F. Hennart¹, H. H. Sheng², A. B. Bortoluzzo³, S. E. Lee²¹CentER, Tilburg University; ²Getulio Vargas Foundation (FGV-EAESP), Brazil; ³Insper, Brazil**Finance and intangible assets in foreign subsidiaries of multinational enterprises**

Q. Nguyen

University of Reading, UK

COMPETITIVE SESSION

C3.1.3 - The impact of home and host country political regimes on MNE investment and subsidiary performance

Track: MNEs, Institutions and Policy

Session chair: Miguel Torres

Time: Saturday, 16/Dec/2017: 9:00 am - 10:30 am

Room: BL 27.03

Home-government lobbying and international diversification: Evidence from U.S. retail MNEsG. Batsakis¹, P. Konara², V. Shirodkar³¹Brunel University, UK; ²University of Plymouth, UK; ³University of Sussex, UK**Influence of host country institutions on subsidiary performance**B. M. Truong¹, H. T. Dam²¹BI Norwegian Business School, Norway; ²Thai Nguyen University, Vietnam

§§: Best paper in Track 8

Power transitions in the host country and the survival of subsidiaries in infrastructure industries

L. Fernandez-Mendez¹, E. Garcia-Canal², M. Guillen³

¹Universidad Pontificia Comillas ICai-Icade, Spain; ²Universidad de Oviedo, Spain; ³University of Pennsylvania, USA

MNEs' host-government lobbying and subsidiary performance: Boon or a bane?

V. Shirodkar¹, P. Konara²

¹University of Sussex, UK; ²University of Plymouth, UK

COMPETITIVE SESSION

C3.1.4 - Language and careers

Track: International HRM and Cross Cultural Issues

Session chair: James Walker

Time: Saturday, 16/Dec/2017: 9:00 am - 10:30 am

Room: BL 27.14

Expatriated Dual-Career Couples: Hope and Disillusionment

A. Kierner

University of Vaasa, Finland

Lack of a word in a cross-language study in Russia: methodological implications

V. Outila, R. Piekkari, I. Mihailova

Aalto university, Finland

On the Role of Language in the Hiring Process

C. Brighi¹, E. Herzfeldt²

¹University of Victoria, Canada; ²Universität der Bundeswehr München, Germany

Can MNEs still use the English as lingua franca for inter-cultural communication when the emotions are running high?

Q. Wang¹, P. Buckley², J. Clegg², H. Gaiowska De Mattos²

¹Birmingham City University, UK; ²Leeds University, UK

Is international work experience associated with CFO compensation? Empirical evidence from the largest MNCs in Europe

S. Schmid, F. Altfeld

ESCP Europe, Germany

COMPETITIVE SESSION

C3.1.5 - The dynamics of industrial location

Track: International Business and Economic Geography

Session chair: Roberta Rabellotti

Time: Saturday, 16/Dec/2017: 9:00 am - 10:30 am

Room: BL 27.07

Asymmetric co-location of R&D and manufacturing: foreign MNEs location choice in Italy

K. Lavoratori¹, S. Mariotti², L. Piscitello²

¹University of Perugia, Italy; ²Politecnico di Milano, Italy

Foreign direct investment in subnational geographic locations

B. B. Nielsen¹, C. Asmussen², C. Weatherall³, D. Haakonsson⁴

¹University of Sydney, Australia; ²Copenhagen Business School, Denmark; ³Krak Fond Institute for Urban Economics Research, Denmark

Role of uncertainty in individual and team decision-making during cross-border acquisition

S. Sniashko

University of Vaasa, Finland

COMPETITIVE SESSION

C3.1.6: Location drivers of Emerging Drivers Firms

Track: Emerging Markets

Session chair: Filip De Beule

Time: Saturday, 16/Dec/2017: 9:00 am - 10:30 am

Room: BL 27.05

Policy risk, distance and private participation projects in Latin America

A. Jimenez¹, E. Salvaj²

¹KEDGE Business School, France; ²Universidad del Desarrollo, Chile

Do Chinese MNEs Acquire Location-Bounded or Non-Location-Bounded Strategic Assets through FDI? A Comparative Analysis with Developed Market MNEs

D. Sutherland¹, J. Anderson²

¹Durham University Business School, UK; ²University of Northern Iowa, USA

Internationalization of LATAM firms: a systematic review and a 7-P framework

J. Paul, E. Mas

University of Puerto Rico, USA

Comparative Advantages and Cross-border M&As: The Case of Chinese M&As in European Countries

P. Gugler, D. Lepori

University of Fribourg, Switzerland

INTERACTIVE

13.1.1 - Organisational complexity in MNCs

Track: MNE Organization and Strategy

Session chair: Andreja Jaklič

Time: Saturday, 16/Dec/2017: 9:00 am - 10:30 am

Room: BL 27.13

Legacy removal as a core dynamic capability for incumbent MNCs facing disruptive change

F. Elter^{1,2}, P. Gooderham², A. Dasi³, T. Pedersen⁴

¹Telenor Research; ²Norwegian School of Economics;

³University of Valencia, Spain; ⁴Bocconi University, Italy

How a Flexible Matrix Structure Supports Ambidexterity at the Macro Level of Large, Complex Organizations like MNCs

W. G. Egelhoff¹, J. Wolf²

¹Fordham University, USA; ²University of Kiel, Germany

Explaining the complexity of foreign operations: The role of managerial and governance characteristics

G. Békés², G. R. Benito³, D. Castellani¹, B. Muraközy⁴

¹Henley Business School, University of Reading, UK; ²Central European University, Budapest, Hungary; ³BI Norwegian Business School, Oslo, Norway; ⁴Centre for Economic and Regional Studies, Hungarian Academy of Sciences, Budapest, Hungary

Can Internal Markets Address Coordination Problems in MNCs?

W. G. Egelhoff

Fordham University, USA

The growing anisotropy of the multinational corporation in the 'new normal' - challenges for corporate architecture

I. Gurkov

National Research University Higher School of Economics, Russian Federation

Explicating country-of-origin effects: concept, mechanisms, moderating factors and future research areas

J. S. Zhu

The University of Newcastle, Australia

INTERACTIVE

13.1.2 - Drivers of internationalization of Emerging Market Firms

Track: Emerging Markets

Session chair: Simona Gentile-Lüdecke

Time: Saturday, 16/Dec/2017: 9:00 am - 10:30 am

Room: BL 27.15

The internationalization process of a Brazilian multinational: Challenges and Opportunities

K. R. Fernandes, G. S. Teixeira

FGV, Brazil

Transition-based advantage: Central and Eastern European firms in Sub-Saharan Africa

A. Wasowska¹, K. Obloj^{1,2}

¹University of Warsaw, Poland; ²Kozminski University, Poland

How effective is the growth in volumes of international trade for service industries? An emerging country perspective

K. Nefedov¹, A. Perenyi², A. Panibratov¹

¹Graduate School of Management, Russian Federation;

²Swinburne University of Technology, Australia

How Group level determinants shape internationalization of Business Groups: Turkish context

A. Ataay¹, A. Coban Kayaci^{1,2}

¹Galatasaray University, Turkey; ²Istanbul Medeniyet University, Turkey

Migrant and diaspora investors- Four outward Chinese cases

M. Elo¹, X. Zhang²

¹Turku School of Economics, Finland; ²University of International Business, Almaty, Kazakhstan

INTERACTIVE

13.1.3 - MNE subsidiary entrepreneurship, flexibility and influence

Track: MNE Subsidiary Strategy, and Inter-Firm and Intra-Firm Business Networks

Session chair: Hans Hendrischke

Time: Saturday, 16/Dec/2017: 9:00 am - 10:30 am

Room: BL 27.17

The Role of Reverse Knowledge Transfer in Multinational Companies: Evidence from Swiss Manufacturing Industry

L. Ben Hamida

HES-SO// University of Applied Sciences Western Switzerland, Switzerland

Developing organizational flexibility in a multinational enterprise: the key to combining global integration and local responsiveness

B. Grøgaard¹, H. Colman¹, I. Stensaker²

¹BI Norwegian Business School, Norway; ²NHH Norwegian School of Economics

The investment-divestment relationship: Resource shifts and intersubsidiary competition within MNEs

V. Procher¹, D. Engel²

¹University of Wuppertal, Germany; ²University of Applied Science Stralsund, Germany

What determines subsidiary entrepreneurial alertness to recognise opportunities?

J. Dann¹, E. Tippmann², P. Sharkey Scott³

¹Dublin Institute of Technology, Ireland; ²University College Dublin; ³National College of Ireland Maynooth

PANEL

P3.1.1 - Exploring the ways in which MNEs can contribute to the achievement of the Sustainable Development Goals

Track: MNEs and Sustainable Development

Time: Saturday, 16/Dec/2017: 9:00 am - 10:30 am

Room: BL 27.06

CO-CHAIRS: John Dilyard, St. Francis College & Guus Hendriks, Rotterdam School of Management, Erasmus University Rotterdam

PANELLISTS:

Niccolo Pisani, University of Amsterdam Business School

Thierry Rakotobe-Joel, Ramapo College of New Jersey

Gladys Torres-Baumgarten, Ramapo College of New Jersey

Caroline Witte, Erasmus University of Rotterdam

PANEL

P3.1.2 - EIBA recollections and visions: EIBA's challenges and opportunities in the Information Age

Track: Knowledge Management and Innovation

Time: Saturday, 16/Dec/2017: 9:00 am - 10:30 am

Room: BL 27.16

CHAIR: Vítor Corado Simões, University of Lisboa

PANELLISTS:

John Cantwell, Dean of the EIBA Fellows, Rutgers University

Barbara Jankowska, Poznań University of Economics

Grazia Santangelo, University of Catania

Arjen Slangen, KU Leuven, Belgium

PANEL

P3.1.3 - Digitalization, knowledge creation and innovation processes in the global economy: orchestrating new modes of manufacturing and managing talent

Track: Knowledge Management and Innovation

Time: Saturday, 16/Dec/2017: 9:00am - 10:30am

Room: BL 27.12

CO-CHAIRS: Silvia Massini, University of Manchester & Lucia Piscitello, Politecnico di Milano

PANELLISTS:

Carmelo Cennamo, Bocconi University

Gary Gereffi, Duke University

Torben Pedersen, Bocconi University

PANEL

P3.1.4 - IB education: multimedia and online teaching trends and tools

Track: Novel ways of teaching and doing research

Time: Saturday, 16/Dec/2017: 9:00 am - 10:30 am

Room: BL 27.11

CHAIR: Ronaldo Parente, Florida International University

PANELLISTS:

Stav Fainshmidt, Florida International University

Vi Narapareddy, University of Denver

EIBA FELLOWS' PLENARY SESSION
Digitalisation, business and policies:
confronting challenges in Europe today
(and tomorrow)

Time: Saturday, 16/Dec/2017: 11:00 am - 12:30 pm
 Aula Magna Bovisa - Carassa e Dadda
 (Building BL28)

CHAIR: John Cantwell, Dean of EIBA Fellows

SPEAKERS:

Andrea Goldstein, Nomisma and OECD
 Francesca Sanna Randaccio, Università La
 Sapienza, Rome

SPECIAL GUEST - DISTINGUISHED HONORARY
EIBA FELLOW OF THE YEAR:
 Reinhilde Veugelers, KU Leuven

INTERACTIVE

13.3.1 - The role of institutions in services
internationalisation and evidence of
linkages and spillovers from FDI

Track: MNEs, Institutions and Policy

Session chair: Jeremy Clegg

Time: Saturday, 16/Dec/2017: 1:30 pm - 3:00 pm
 Room: BL 27.12

Global Retailers' Legitimacy in Local Markets

Y. Hara

Meiji University, Japan

When developing countries meet transnational
universities: searching for complementarity, not
substitution

J. Guimon de Ros¹, R. Narula²

¹*Autonomous University of Madrid, Spain;* ²*Henley Business*
School, University of Reading, UK

Mirror, mirror on the wall... Emotional reflections
of a cross-border M&A in media

R. Harikkala-Laihinen¹, M. Hassett², N. Nummela¹,
 J. Raitis¹

¹*Turku School of Economics at the University of Turku,*
Finland; ²*Sheffield University Management School, UK*

Effects of export spillovers from FDI: evidence
from a world economy meta-analysis

R. J. Mesa Callejas¹, J. Pla Barber², C. Villar Garcia³

¹*Universidad de Antioquia, Colombia;* ²*Universidad de*
Valencia, España; ³*Universidad de Valencia, España;*

Business model adaptation mechanisms in the
internationalization process: The case of energy
firms

L. Holzner, R. Bohnsack

Catolica-Lisbon, Portugal

PANEL

P3.3.1 - Meet the Editors (II)

Time: Saturday, 16/Dec/2017: 1:30 pm - 3:00 pm
 Room: BL 27.02

EDITORS:

Jonathan Doh, Villanova University
Journal of World Business

Igor Filatochev, Cass Business School
Journal of Management Studies

Torben Pedersen, Bocconi University
Global Strategy Journal

Joachim Wolf, University of Kiel
Management International Review

Constantine S. Katsikeas, Leeds University Business
 School
Journal of International Marketing

PANEL

P3.3.2 - Launch of PIBR volume 12:
Concept, Cost and Value of Distance in IB

Time: Saturday, 16/Dec/2017: 1:30 pm - 3:00 pm
 Room: BL 27.01

INTRODUCTION:

Alain Verbeke, University of Calgary
 Jonas Puck, WU Vienna

KEYNOTE SPEAKER:

Rosalie Tung, Beedie School of Business

CHAPTER PRESENTATIONS:

Goudarz Azar - Chapter 4: How do managers'
 deviant perceptions of "cultural distance" relate
 to the performance of international SME's?

Silviu H. Tiorean - Chapter 9: Why does psychic
 distance inhibit international buyer-supplier
 relationships?

Diego Quer - Chapter 10: Institutional distance
 and location choice: new empirical evidence
 from emerging-market MNE's

Dorota Piaskowska - Chapter 17: When distance
 is good: an upper-echelon's perspective on the
 role of distance in internationalization

Susana Costa e Silva and Maria Elo - Chapter 18: How to internationalize a traditional Portuguese-style food - liability or asset of Portugueseness?

Michela Matarazzo - Chapter 21: Cultural distance, reputation transferability, and cross-border acquisitions: a consumer perspective

Gabriel R.G. Benito - Chapter 22: Domestic alliance formation and the foreign divestment decisions of firms

CALL FOR PROPOSALS AND INTRODUCTION TO PIBR VOLUME 13:

Rob van Tulder, Erasmus University of Rotterdam
Lucia Piscitello, Politecnico di Milano

PANEL

P3.3.3 - Industrial policy in the digital economy

Track: MNEs, Institutions and Policy

Time: Saturday, 16/Dec/2017: 1:30 pm - 3:00 pm

Room: BL 27.03

CHAIR: Philippe Gugler, University of Fribourg

PANELLISTS:

Ana Teresa Tavares-Lehmann, Secretary of State of Industry, Portugal

James Zhan, UNCTAD, Geneva

Michael Gestrin, OECD, Paris

Lars Oxelheim, University of Agder

Mo Yamin, Manchester Business School

PANEL

P3.3.4 - The importance of Industry 4.0 for International Business

Track: Internationalisation in the Information Age

Time: Saturday, 16/Dec/2017: 1:30 pm - 3:00 pm

Room: BL 27.05

CHAIR: Roger Strange, University of Sussex

PANELLISTS:

Richard Bolwijn, UNCTAD, Geneva

Sergio Dulio, Director Research and Innovation, ATOM Lab

Marta Götz, Vistula University

Barbara Jankowska, Poznan University of Economics

Fabio Marazzi, Senior Managing Partner, Marazzi & Associates

PANEL

P3.3.5 - International Business meets International Trade and Industrial Economics

Track: International Business and Economic Geography

Time: Saturday, 16/Dec/2017: 1:30 pm - 3:00 pm

Room: BL 27.04

CHAIR: Antonello Zanfei, University of Urbino

PANELLISTS:

John Cantwell, Rutgers Business School

Davide Castellani, University of Reading

Ram Mudambi, Temple University

Reinhilde Veugelers, KU Leuven

PANEL

P3.3.6 - Global cluster evolution - Managing disruptive innovation

Track: Knowledge Management and Innovation

Time: Saturday, 16/Dec/2017: 1:30 pm - 3:00 pm

Room: BL 27.06

INTRODUCTION:

Creativity in global clusters: from incremental to breakthrough innovation

Fiorenza Belussi, University of Padova, Italy

PANELLISTS:

Global cluster evolution and transmutation

Philip Cooke, Bergen University, Norway

Radical innovation, exaptation and creativity in clusters
Pierpaolo Andriani, Kedge Business School Marseille, France

Disruptive innovation: a comparison between Castellon and Montebelluna clusters

Valentina De Marchi, University of Padova

Breakthrough innovations in EU specialised regions
Ivan De Noni, University of Padova, Italy

COMPETITIVE SESSION

C3.4.1 - Innovating in Europe

Track: Knowledge Management and Innovation

Session chair: Yawen Huang

Time: Saturday, 16/Dec/2017: 3:15 pm - 4:45 pm

Room: BL 27.04

**Complex international innovation ecosystem
Theoretical Framework for Analysing Bio-fuel
Initiatives in the Aviation Industry**

Z. Vincze, S. Nair
Umeå University, Sweden

**Framework conditions and nascent high-tech
entrepreneurship in Europe**

V. Van Roy, D. Nepelski
European Commission, Joint Research Centre (JRC)

**The influence of subsidiaries' internal and
external relationships on innovation-related
competitive advantage. Evidence from selected
European Union countries**

T. Golebiowski, M. S. Lewandowska, M. Részkievicz
Warsaw School of Economics, Poland

**The organisational and geographic diversity
and innovation potential of EU-funded research
projects**

D. Nepelski, A. Pesole, V. Van Roy
European Commission, Joint Research Centre (JRC)

COMPETITIVE SESSION

**C3.4.2 - Emerging host country
characteristics and performance**

Track: Emerging Markets

Session chair: Lamia Ben Hamida
Time: Saturday, 16/Dec/2017: 3:15 pm - 4:45 pm
Room: BL 27.02

**LBO performance in emerging economies: a
comparative study in Latin America and Asia**

A. & Y. Chevalier², A. Sannajust¹
¹ESCP Europe, France; ²University of Saint Etienne, France

**Cultural and Institutional Distances and
determinants of the performance of foreign
subsidiaries: evidences from Brazil**

M. Hoeltgebaum¹, T. Andreassi², S. Zahra³, M. Amal¹
¹FURB, Brazil; ²EAESP-FGV, Brazil; ³UMN, USA

**Developing business relationships in the Indian
context: how does jaan-pehchaan matter?**

Z. Konwar¹, R. Berger², R. Singh³, E. Rose¹
*¹University of Leeds, UK; ²College of Law and Business, Israel;
³Indian Institute of Management-Kolkata, India*

COMPETITIVE SESSION

C3.4.3 - Drivers of internationalisation

Track: SMEs and International Entrepreneurship
Session chair: Christos Antoniou
Time: Saturday, 16/Dec/2017: 3:15 pm - 4:45 pm
Room: BL 27.03

**The Effect of Immigrants in the Founding Team on
the Internationalization of New Ventures**

J. Drechsler
TU Dortmund, Germany

Signals that determine internationalisation

M. C. Henriquez Parodi¹, E. N. M. Aryee¹, I. Alon¹,
M. Boulanger²

¹University of Agder, Norway; ²Rollings College, USA

**The role of the business model in entrepreneurial
internationalization**

E. Incze, S. Julkunen, M. Gabrielsson
University of Eastern Finland, Finland

**Socio-cognitive drivers of new venture
internationalization: the role of entrepreneur's
positive orientation, self-efficacy and intentions**

A. Wasowska
University of Warsaw, Poland

INTERACTIVE

**I3.4.1 - Innovation strategies within and
across firms**

Track: Knowledge Management and Innovation
Session chair: Silvia Massini
Time: Saturday, 16/Dec/2017: 3:15 pm - 4:45 pm
Room: BL 27.06

**National Innovation Systems and Firm Level
Technological Diversification**

R. Ceipek
University of Innsbruck, Austria

**Balancing internal and external R&D strategies to
improve innovation and financial performance**

F. d. O. Paula, J. F. d. Silva
PUC-Rio, Brazil

**Competitive Advantage, Innovation Networks and
Relational View Theory**

B. Abdulkader
Central European University - Business School

Reverse Innovation: Adaptations Between Emerging and Advanced Markets

M. Hadengue, S. Ben Mahmoud-Jouini,
F. Charue-Duboc

Polytechnique Paris, France

INTERACTIVE

13.4.2 - Sustainable development and social accountability

Track: MNEs and Sustainable Development

Session chair: Michael W. Hansen

Time: Saturday, 16/Dec/2017: 3:15 pm - 4:45 pm

Room: BL 27.14

Accountability for Climate Change: The Valuation Effects of Carbon Disclosures

N. Semenova

Linnaeus University, Sweden

Learning and legitimizing: a conciliation of institutional perspective with internationalization process

F. Figueira de Lemos, A. Ljung

Uppsala University, Sweden

On the Implementation of a Circular Economy: Role of Institutional Capacity Building by Industrial Symbiosis Initiatives in the United Kingdom

M. Abreu¹, D. Ceglia^{1,2}, S. Evans³

¹Federal University of Cear , Brazil; ²Federal University of Rio Grande do Sul, Brazil; ³University of Cambridge, UK

Critical Analyses of Sustainability Reporting by National Oil and Gas Companies in GCC Countries

Y. Al-Janadi, A. Alazzani

Qatar University

Public-Private Cooperation for Social Innovation: The Case of MNEs Involvement in the Development of the Smart City Concept in Brazil

E. Leite, C. Pahlberg, A. Hadjikhani

Uppsala University, Sweden

INTERACTIVE

13.4.3 - Knowledge sourcing, knowledge sharing and knowledge creation

Track: Knowledge Management and Innovation

Session chair: Fiorenza Belussi

Time: Saturday, 16/Dec/2017: 3:15 pm - 4:45 pm

Room: BL 27.12

The Backsourcing Process: A Case Study

A. Slyngstad, H. Solli-S ether

Norwegian University of Science and Technology, Norway

Location Sourcing Complexity in Innovation

J. Salmon¹, J. Cantwell²

¹Siena College, USA; ²Rutgers University, USA

The knowledge creation and organizational effectiveness: reality or dream?

M. Mas-Machuca¹, F. Marimon¹, I. Malbasic²

¹Universitat Internacional de Catalunya, Spain; ²University of Zagreb, Croatia

Knowledge management practices as a source of absorptive capacity of emerging market firms: evidence from Russia

M. Latukha, E. Mitskevich

Graduate School of Management, St. Petersburg State University, Russian Federation

Outcomes of Knowledge Sharing in Global Professional Service Firms. A Review

I. N. Basker

NHH Norwegian School of Economics, Norway

INTERACTIVE

13.4.4 - Knowledge processes, communication and innovation

Track: International HRM and Cross Cultural Issues

Session chair: Dana Minbaeva

Time: Saturday, 16/Dec/2017: 3:15 pm - 4:45 pm

Room: BL 27.16

The Impact of Cross-Cultural Communication Ability of Expatriate on Reverse Knowledge Transfer

J. Xie, M. Lemanski

Nottingham University Business School China

Organizational culture of the internationalization, innovativeness and networking high-fliers. Case study based on Hofstede approach.

M. Szymura-Tyc

University of Economics in Katowice, Poland

Informal information flows in organizations: The role of the Italian coffee break

C. Barmeyer¹, U. Mayrhofer², K. W rfl³

¹Universit t Passau, Germany; ²IAE Lyon, Jean Moulin Lyon University, France; ³BMW Group, Germany

Short-Term International Assignments and the Importance of Internal Communication for Their Success

I. Koleša, G. Pfajfar

University of Ljubljana, Slovenia

INTERACTIVE

13.4.5 - Export and internationalisation strategy

Track: International Marketing

Session chair: Susana Costa e Silva

Time: Saturday, 16/Dec/2017: 3:15 pm - 4:45 pm

Room: BL 27.15

Conceptualizing and measuring International Expansion Strategies

M. Kyriakou, M. Tsogas

University of Piraeus, Greece

International Entrepreneurial Marketing in the Digital Era

M. Yang

University of Vaasa, Finland

Online internationalization in the fashion industry: a framework to support trade and logistics channels selection

Maria Giuffrida, Riccardo Mangiaracina, Alessandro Perego

DIG-Politecnico di Milano

Mapping the Conceptual Domain of the Construct "Export Potential of Small Firms"

V. P. S. Steinhauser, A. M. C. da Rocha, H. F. Pacheco

PUC-Rio, Brazil

INTERACTIVE

13.4.6 - FDI, technology and knowledge

Track: International Business and Economic Geography

Session chair: Eleonora Di Maria

Time: Saturday, 16/Dec/2017: 3:15 pm - 4:45 pm

Room: BL 27.17

Effects of relocated activities' character, resource endowment and competitive intensity on the relocation mode choice of manufacturing firms

M. Dzikowska¹, R. Malik²

¹Poznan University of Economics and Business, Poland;

²Warsaw School of Economics, Poland

Technological innovation, location advantages and innovative behaviour: Case of Ghanaian SMEs

M. Papanastassiou, J. Navare, E. Osabutey, Z. Jin

Middlesex University Business School, UK

FDI and Human Capital: Gender Effects and Education Spillovers in European Union

K. Louloudi, C. Kottaridi

University of Piraeus, Greece

Trust-building practices to access and participate in software global production networks: Insights from Pakistan

U. Choksy, R. Sinkovics, N. Sinkovics

The University of Manchester, UK

INTERACTIVE

13.4.7 - Theoretical analyses and advances in Emerging Market Firms research

Track: Emerging Markets

Session chair: Tomasz Dorozynski

Time: Saturday, 16/Dec/2017: 3:15 pm - 4:45 pm

Room: BL 27.11

A Review of the Emerging Markets Literature: Context, Concepts and Future Research

U. B. Nielsen, M. Hannibal, N. N. Larsen

University of Southern Denmark, Denmark

How can MNEs generate inclusive innovation at the base of the pyramid for growth? - A conceptual framework

S. Mortazavi¹, J. Väättä¹, S. Gupta², I. Laine¹

¹Lappeenranta University of Technology, Finland; ²Newcastle University London, UK

Revealing the nature of recent research on emerging-market multinationals: identifying common subject areas through 'bibliographic coupling' and social network analysis (SNA)

F. Garcia-Lillo, B. Marco-Lajara, M. Übeda-Garcia, P. C. Zaragoza-Sáez

University of Alicante, Spain

Rethorising international competitiveness for emerging market multinationals

G. Tan¹, S. Freeman², A. Cavanagh³

¹University of Adelaide; ²University of South Australia, Australia; ³Monash University

INTERACTIVE

13.4.8 - International accounting, tax and finance

Track: International Finance, Accounting and Corporate Governance

Session chair: Igor Filatotchev

Time: Saturday, 16/Dec/2017: 3:15 pm - 4:45 pm

Room: BL 27.13

A study of different approaches to corporate tax planning in large us multinational enterprises: a quantitative analysis

M. Cooper, Q. Nguyen

Henley Business School, UK

Concentration in the GCC Banking Sector: The Case of Conventional and Islamic Banks

R. AlKhouri, H. Arouri

Qatar University, Qatar

The role of Corporate Board in Corporate Social Responsibility Disclosure in Multinational Companies from a Common Law and a Code Law country

H. T. Tran¹, H. S. Pham²

¹Foreign Trade University, Vietnam; ²Sheffield Halam University, UK

A supplier selection tool for Reverse Factoring solutions

A. Moretto¹, L. M. Gelsomino², F. Caniato¹, R. de Boer², M. Steeman²

¹Politecnico di Milano, Italy; ²Windesheim University of Applied Sciences, The Netherlands

PANEL

P3.4.1 - Micromultinationals: does size matter?

Track: SMEs and International Entrepreneurship

Time: Saturday, 16/Dec/2017: 3:15 pm - 4:45 pm

Room: BL 27.01

CHAIR: Pavlos Dimitratos, University of Glasgow

PANELLISTS:

Ulf Andersson, Mälardalen University, Sweden & BI Norwegian Business School

Luciano Ciravegna, King's College London

Jean Francois Hennart, Tilburg University & Politecnico di Milano

Olli Kuivalainen, Manchester Business School, UK & Lappeenranta University of Technology

Rebecca Reuber, University of Toronto

PANEL

P3.4.2 - Multimedia and online teaching: sharing experiences among institutions

Track: Novel ways of teaching and doing research

Time: Saturday, 16/Dec/2017: 3:15 pm - 4:45 pm

Room: BL 27.07

CHAIR: Paola Garrone, Politecnico di Milano School of Management

PANELLISTS:

Fulvia Farinelli and Fiorina Mugione, UNCTAD

Rob van Tulder, Rotterdam School of Management, Erasmus University

Thomas Rousing, Copenhagen Business School

Susanna Sancassani, Politecnico di Milano

PANEL

P3.4.3 - What is still emerging about EMNEs? Setting the agenda for future research

Track: Emerging Markets

Time: Saturday, 16/Dec/2017: 3:15 pm - 4:45 pm

Room: BL 27.05

CHAIR: Stefano Elia, Politecnico di Milano School of Management

PANELLISTS:

Peter J. Buckley, University of Leeds

Filip De Beule, University of Leuven

Ram Mudambi, Temple University

Rajneesh Narula, University of Reading

Grazia Santangelo, University of Catania

Saturday, December 16th, 2017 - **Social Program**

Morning • Time: 11:00 am - 12:30 am

MILAN CITY CENTRE - WALKING TOUR

An interesting walking tour in the heart of Milan, breathing its history as you stroll. From the medieval castle to the Duomo Cathedral, we will end up to Piazza della Scala, where the world's most famous theatre is located. Traditions and history blend together during this outdoor walk that brings to life Milan past and present.

Duration of the tour: 1.5 hours

Price: 15 EUR per person (to be paid in cash on site)

Further practical information will be sent to people who register

SOLD OUT

Evening • Time: 7:00 pm - 1:00 am

GALA DINNER - Palazzo del Ghiaccio (Via G.B. Piranesi 14)

19:00 - 20:00: Welcome Drinks

20:00: Official Start of Gala Dinner

Gala Dinner will take place at "*Palazzo del Ghiaccio*", a beautiful Liberty style building that was the largest covered ice-skating rink in Europe and one of the largest in the world when it was opened in 1923.

Registrations are personalized and will be checked at the entrance!

Dress Code: The dress code is business casual.

How to arrive:

The Palazzo del Ghiaccio is 4 km from Milan's Linate airport. It can be easily reached by car or public transport:

- > Rail: "Porta Vittoria" Station - Line "Passante Ferroviario" (blue line)
- > Bus: 45 and 73 (connection to underground line 1, San Babila stop)
- > Tram: 27 and 12
- > Trolley bus: 90, 91 and 93

Address:
Palazzo del Ghiaccio
Via G. B. Piranesi 14 - 20137 Milano

REGISTERED AUTHORS AND SESSIONS

A	
Abdulkader, Bisan	I3.4.1
Al-Janadi, Yaseen	I3.4.2
Aleem, Majid	Poster
Alfehaid, Faisal	I2.5.2
Aliyev, Murod	I2.4.3
Almeida Martins, Gonçalo	C2.5.8
Almor, Tamar	C2.5.1
Alon, Ilan	I2.3.2, I2.3.4, P2.3.1, P2.4.1, C2.5.7, C3.4.3
Álvarez, Isabel	Poster, I2.5.2
Amal, Mohamed	I2.3.4, I2.5.1
An, Young Hoon	I2.5.3
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Ando, Naoki	I2.3.2
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Aracil Elisa	I2.5.1
Arellano Caro, Maricela	C2.1.2
Arouri, Houda	I3.4.8
Asemokha, Agnes	Poster
Au, Wee Chan	Poster, I2.4.4, I2.5.4
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Baldegger, Rico	I2.5.6
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Barron, Andrew	Poster
Bartosik-Purgat, Małgorzata	Poster
Basker, Inger Nordli	Poster, I3.4.3
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Benito, Gabriel	C2.5.4, I3.1.1, P3.3.2
Bettinelli, Cristina	I2.5.6
Bhatti, Dr Khalid Mushtaq	I2.5.2
Bitektine, Alex	Poster
Bolivar-Caro, Luis Miguel	Poster
Bolwijn, Richard	P3.3.4
Borah, Dhruva Jyoti	Poster
Botella Andreu, Ana	Poster
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Cazorzi, Cristina	Poster
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Ch'ng, Estee	C2.4.4
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Chetty, Sylvie	C3.1.1
Chevalier, Alain & Yves	C3.4.2
Christou, Prokopis	I2.5.4
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Ciabuschi, Francesco	C2.1.6
Ciravegna, Luciano	C2.1.7, P3.4.1
Ciszewska-Mlinaric, Mariola	Poster
Clancy, Johanna	Poster, C2.5.4
Claver-Cortés, Enrique	C2.5.7, I2.1.1, C3.1.1
Clegg, Jeremy	I2.3.4, C2.1.3, C3.1.4
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Conrad, Marcus	C2.4.2
Cooper, Maggie	I2.4.6, I3.4.8
Correia, Ricardo	C2.1.6
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Dachs, Bernhard	C2.5.3
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Dann, Jennifer	I3.1.3
Dasí, Àngels	C2.5.4, I3.1.1
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De Vanna, Federica	C2.1.8
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Deflorin, Patricia	C2.3.2
Degbey, William Y.	I2.4.2
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Dike, Max C.	I2.1.1
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Dilyard, John R.	P3.1.1
Dimitratos, Pavlos	I2.4.4, C2.5.1, P3.4.1
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Donnelly, Roisin	C2.4.5
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Drechsler, Jana	C3.4.3
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F	
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Farah, Maya F.	C2.1.8
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Fernandez-Mendez, Laura	C3.1.3
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Fletcher Margaret Elizabeth	C2.5.1
Fonfara, Krzysztof	Poster
Fornari, Edoardo	C2.1.8
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Francioni, Barbara	Poster, I2.3.5
Franco, Chiara	C2.4.5
Fratocchi, Luciano	I2.4.2
Freeman, Susan	I3.4.7
Friederici, Christine	Poster
Fu, Xiaolan	C2.4.1, I2.5.2
Fukuchi, Hiroyuki	Poster
Fura, Barbara	Poster

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Gurkov, Igor	I3.1.1

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Håkanson, Lars	I2.3.3
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Hara, Yoritoshi	I3.3.1
Harikkala-Laihinén, Riikka	I3.3.1
Hauke-Lopes, Aleksandra	Poster
Heim, Irina	Poster
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Hendrichske, Hans	Poster, I2.4.5
Henríquez Parodi, Massiel Carolina	C3.4.3
Herbert, Kendall	I2.5.4
Herzfeldt, Erna	C3.1.4
Hirschmann, Johannes	C2.3.5
Hoeltgebaum, Marianne	Poster, C3.4.2
Holmström Lind, Christine	Poster
Holzner, Lena	I3.3.1

Huang, Yawen	Poster
Humphries, Lucas	I2.5.6

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Incze, Emma	C3.4.3
Ipsmiller, Edith	C2.1.10
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Jacqueminet, Anne	P2.1.1
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Jarreau, Bert	Poster
Jasovska, Pavlina	Poster, C2.3.4, C2.5.1
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Juho, Anita	I2.3.1
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Kampouri, Katerina	I2.4.1
Kania, Aleksandra Zofia	Poster
Kano, Hirokazu	I2.4.4
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Karhu, Anna	C2.1.5, I2.4.3
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Kempf, Christina Karin	C2.1.9
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Kierner, Agnieszka	C3.1.4
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Koleša, Iris	C2.5.3, I3.4.4
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Kontkanen, Minnie	C2.1.10

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Kottaridi, Constantina	C2.3.1, I3.4.6
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Kowalik, Izabela	I2.4.1
Kuivalainen, Olli	I2.3.5, P2.4.3, C2.5.8, P3.4.1
Kunczer, Vera	Poster
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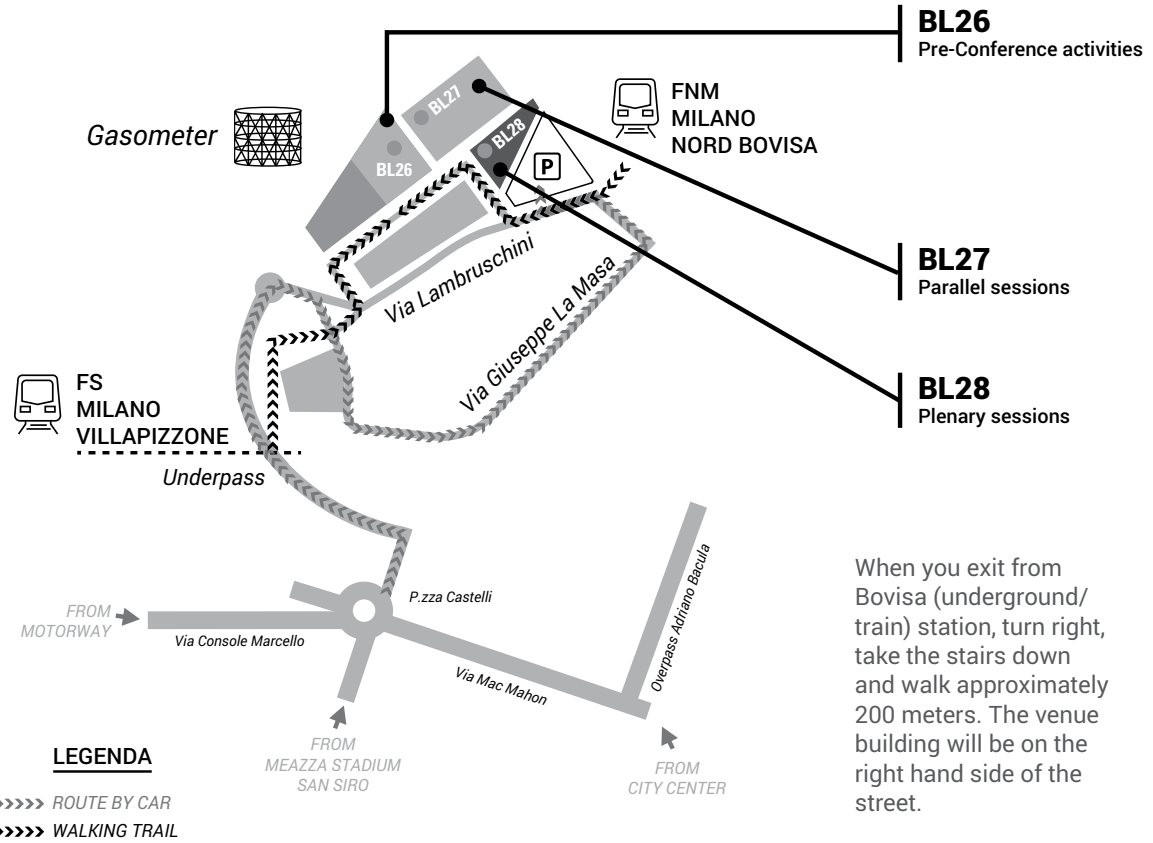
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- > WANG Qiu
- > WANG Yihan
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- > ZHENG Lucy
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- > ZWANG Marcos Willerding
- > ZYGLIDOPOULOS Stelios

MAP CAMPUS



When you exit from Bovisa (underground/train) station, turn right, take the stairs down and walk approximately 200 meters. The venue building will be on the right hand side of the street.

ADDRESSES

CONFERENCE VENUE

Buildings BL26/BL27/BL28
Politecnico di Milano, Bovisa Campus
 Via Raffaele Lambruschini 4b - 20156 Milan, Italy

OPENING RECEPTION

Palazzo Castiglioni
 Corso Venezia, 47 - 20121 Milan

GALA DINNER

Palazzo del Ghiaccio
 Via G. B. Piranesi 14 - 20137 Milan



CONFERENCE TRACKS

We invite competitive and interactive papers, posters, and panel proposals, on any of the EIBA 2018 conference tracks listed below (detailed descriptions of the tracks can be found on the EIBA 2018 website at the Conference Tracks Description page). Competitive papers should be close to a publishable state whereas interactive papers and posters may be in an earlier stage of development.

MNEs in a transforming world – the changing role of states and firms

Marta Götz, Constantina Kottaridi

Internationalization of firms and markets – the case of CEE markets

Arnold Schuh, Krzysztof Wach

Developments in IB theory – methods, trends, critical approaches

Stefan Schmid

FDI and foreign market entry – strategies, policies and new trends

Desislava Dikova

SMEs and international entrepreneurship

Tiia Vissak, Sami Saarenketo

Location and IB

Lucia Piscitello

Digitalization and IB

Mariola Ciszewska-Mlinarič, Grzegorz Mazurek

MNC strategy and organization

Dorota Piaskowska, Ciaran Heavey

International finance, accounting and corporate governance

Trond Randøy

International HRM and cross-cultural issues

Matevž Raškovič

International marketing

Tilo Halaszovich

Knowledge management and innovation

Michał Lemański, Małgorzata Lewandowska

Networking and relationships

Noemi Sinkovics

Teaching IB

Elizabeth Rose

OTHER ACTIVITIES

32nd John H. Dunning Doctoral Tutorial

7th Danny Van Den Bulcke Doctoral Symposium

4th EIBA Early Career Network Workshop

IBR Paper Development Workshop

JIBS Paper Development Workshop

JIBP Paper Development Workshop

Social Events

AWARDS

Danny Van Den Bulcke Best Paper Prize

EIBA Best Doctoral Thesis Proposal in IB Award

Copenhagen Business School Best Paper Prize

SSE Gunnar Hedlund Award

IBR Best Journal Paper of the Year Award

EIBA Distinguished Honorary Fellowship Award

... among others listed on the EIBA 2018 website

FINAL REMARKS

Detailed information about EIBA 2018 Poznań will be posted and regularly updated on the conference website: www.eiba2018.eiba.org. To contact the organizers, please send an email to: info@eiba2018.eiba.org – the organizers will reply as soon as possible.

We look forward to receiving your submissions soon and to hosting you in Poznań for EIBA 2018!

*Barbara Jankowska, EIBA President & 2018 Conference Chair
Małgorzata Bartosik-Purgat, 2018 Conference Co-Chair
Poznań University of Economics & Business*

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