Internationalization of high-technology ventures from emerging economies

Evidence from Moldova

Turcan, Romeo V.

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Wednesday, September 16th

12:00 – 13:00 Registration and lunch

13:00 – 17:00 Business/professional workshop:
Session 1: Technology Transfer
Session 2: From Production to Service
See separate program for details
Room 100

17:30 Bus leaving for the Hans Christian Andersen Museum

18:00 Reception and tour of the Hans Christian Andersen Museum

Saturday, September 17th

08:00 Bus leaving from Radisson Blu H.C. Andersen Hotel

08:30 – 09:00 Opening session
Professor Hamid Etemad, McGill University, Canada
Professor Tage Koed Madsen, University of Southern Denmark
Room 100

09:00 - 10.30 Networks and Internationalization
Chair Person: Per Servais
Room 96

[1] Social networks and Inter-organizational ties of knowledge intensive firms (KIFs)
Diala Kabbara and Antonella Zucchella, University of Pavia, Italy

[2] The process of marketing medical technology innovations through international trade fairs – with a network and a practice view
Hélène Laurell, Halmstad University, Sweden

[3] The global factory business model and dynamic capabilities in international technology-based SMEs
Taina Eriksson, Turku School of Economics, Finland

09:00 - 10.30 Opportunity Recognition and Spinoff
Chair person: David Crick
Room 98

Natasha Evers, National University of Ireland Galway, Ireland
Martin Hannibal & Per Servais, University of Southern Denmark, Denmark

Marika Sona and John Meewella, University of Oulu, Finland

[6] An Investigation into the Internationalisation Processes of a New Zealand University’s New Venture Spin-Out Firms
David Crick and Sophie Howard, Victoria University, New Zealand

09:00 - 10.30
International entrepreneurship
Chair person: Hamid Etemad
Room 99

[7] The concept and study of change in international entrepreneurship
Sari Laari-Salmela, Vesa Puhakka and Tuija Mainela, University of Oulu, Finland

[8] National culture and its influence on entrepreneurial processes; effectuation in an international perspective
Martin Stienstra, University of Twente, The Netherlands

Hamid Etemad, McGill University, Canada and Pi-Chu Wu, China University of Technology, Taiwan

10:30 – 10:45
Coffee break

10:45 - 12:00
Opportunity Recognition in an international context
Chair person: Erik S. Rasmussen
Room 96

[10] Innovation collectives as growth enablers in new technology companies
David Hudson, Carleton University, Canada
Stoyan Tanev, University of Southern Denmark, Denmark

[11] International Business Opportunities in IE: Needs or resources, recognition or creation?
Tuija Mainela and Vesa Puhakka, University of Oulu, Finland
Ingrid Wakkee, VU University Amsterdam, The Netherlands

[12] Do INVs search for or create opportunities internationally?
Erik S. Rasmussen, University of Southern Denmark, Denmark

10:45 - 12:00
Emerging and Growing Economies
Chair person: Tiia Vissak
Room 98

Khandker Md Nahin Mamun, University of Strathclyde, UK

[14] International Entrepreneurship in Emerging Countries: A Meta-analysis
Meysm Zolfaghari and Alex Rialp, Universitat Autònoma de Barcelona, Spain

[15] The role of key foreign employees in successful development: two cases from China
Tiia Vissak and Xiaotian Zhang University of Tartu, Estonia

10:45 - 12:00
Effectuation in International Entrepreneurship
Chair person: Svante Andersson
Room 99

[16] Toward an effectuation-focused interpretation of small firm internationalization
Md. Nur Alam, Md. Noor Un Nabi (contract author)
Utz Dornberger, University of Leipzig, Germany
[17] Effectuation and international entrepreneurship: entrepreneurial decision-making in condition of high uncertainty
Igor Kalinic, University of Groningen, The Netherlands
Saras D. Sarasvathy, University of Virginia, USA
Cipriano Forza, University of Padova, Italy

[18] Entrepreneurial internationalization: Insights from an ongoing longitudinal real-time study
Sascha Fuerst, Universidad EAFIT, Colombia and Peter Zettinig, Turku School of Economics, Finland

12.00 – 13:00
Lunch

13:00 – 14:00
Key note speaker:
Professor Rod B. McNaughton, University of Waterloo, Canada:
“The future ie-scholars: Research mobilization, synthesis and community building”
Room 100

14:00 - 14:15 Coffee break

14:15 -15:45 Managing International Ventures
Chair person: Niina Nummela
Room 96

[19] Export Propensity, Enterprise Growth and Immigrant-Owned Businesses
François Neville, Barbara Orser and Allan Riding, University of Ottawa, Canada
Owen Jung, Industry Canada, Canada

[20] Towards entrepreneurial internationalisation through negative and positive experiences - Are near-failure cases a blessing?
Leila Hurmerinta and Eriikka Paavilainen-Mäntymäki, University of Turku, Finland

[21] Opening the ‘black box’ of failure - rapidly internationalizing knowledge-intensive firms in focus
Niina Nummela, University of Turku, Finland
Sami Saarenketo, Lappeenranta University of Technology, Finland
Mika Roukonen, Sanoma Learning & Literature, Finland

14:15 - 15:45 Global Environment
Chair person: Stephen Mark Rosenbaum
Room 98

[22] Does international entrepreneurship make firms more vulnerable – the impact of global economic crisis on Finnish SMEs?
Juha Soininen, Kaisu Puumalainen, Sami Saarenketo and Helena Sjögren, Lappeenranta University of Technology, Finland

[23] Influencing Factors of the Economic Crisis on Business Students Entrepreneurial Characteristics – An Example from Germany
Walter Ruda, Kaiserslautern University of Applied Sciences, Germany
Thomas A. Martin, Ludwigshafen University of Applied Sciences, Germany
Rubén Ascúa, Universidad Tecnológica Nacional, Argentina
Wolfgang Geratberger, University of Southern Denmark, Denmark
Benjamin Danko, International Graduate School (IHI) Zittau, Germany

14:15 - 15:45 From Research to Markets
Chair person: Martin Hannibal
Room 99

Monica Masucci, Bocconi University, Italy

[25] Using university research expertise to commercialise innovations in uncertain times
Brendan Gray, University of Otago, New Zealand
Alan Collier, Mark Ahn and Rod McNaughton

[26] How do social benefits differ within commercial entrepreneurial streams?
John Meewella and Jasem Almarri, University of Oulu, Finland
Maqsood Sandhu, U.A.E. University, United Arab Emirates

[27] TEK-Momentum's Explorative Technology Transfer and Business Co-creation Approach: Two Cases
J. Erland Østergaard and Stoyan Tanev, University of Southern Denmark, Denmark

15:45 – 16:00 Coffee break

16:00 - 17:30 Internationalization of SMEs
Chair person: Nicole Coviello
Room 96

[28] EM and speed of internationalization – preliminary results from German Gazelles
Rainer Harms, University of Twente, The Netherlands
Adrienn Erös, WU Vienna University, Austria

[29] Relationship-specific and cross-relational network competence in Internationalizing SMEs: Implications for Growth
Lasse Torkkeli, Kaisu Puumalainen, Sami Saarenketo, Olli Kiivalainen, Lappeenranta University, Finland

[30] Accelerated internationalisation as international opportunity development process
Anita Juho & Antti Kauppinen, University of Oulu, Finland

16:00 - 17:30 Lifestyle and gender
Chair person: Sami Saarenketo
Room 98

[31] Toward an understanding of how entrepreneurs access and use networks/social capital to internationalize: A gender perspective
Gitte Rosenbaum, University of Southern Denmark, Denmark

[32] The Role of Female and Male Specific Traits in Entrepreneurial Activities
Maryam Khaleghy Baygy, Ali Eghtesadi, Mohamad Ehsan Hajsamadi, Zohre Pourbabaei, Marjan Fadaei and Marzieh Khaleghi Baygy, Tehran, Iran

[33] An explorative study into Lifestyle Entrepreneurship & Lifestyle Entrepreneurs with empirical exemplar from north Sweden
Andrew Arbuthnott and Anders Isakson, Umeå School of Business, Sweden

16:00 - 17:30 Networks and Internationalization
Chair person: Erik S. Rasmussen
Room 99

[34] The trust-performance relationship in (international) SME alliances under environmental and behavioral uncertainty
Matthias Fink, WU Vienna University, Austria
Rainer Harms, University of Twente, The Netherlands

[35] Performance Orientation and Relationships for Internationalisation
Simon Harris, University of Edinburgh Business School, Scotland and Colin Wheeler, Portsmouth Business School, UK

[36] Tie Strength, Relational Capability and Trust: How significant are these network characteristics for the International performance of High Tech SMEs?
Breda Kenny and John Fahy, Cork Institute of Technology, Bishoptown, Ireland
Sunday, September 18th

08:00  
Bus leaving from Radisson Blu H.C. Andersen Hotel

08:30 – 09:45  
**Plenary Session**  
Professor Nicole Coviello, Wilfried Laurier University, Canada:  
“Getting published in IE”

**Comments from panelists:**  
Professor Hamid Etemad, McGill University, Canada  
Professor Marian V. Jones, University of Glasgow, Scotland  
Professor Rod B. McNaughton, University of Waterloo, Canada

Room 100

09:45 – 10:00  
Coffee break

10:00 - 11.30  
**Emerging Economies**  
Chair person: Ingemar Wictor  
Room 96

[37] The Role of International Entrepreneurs in Chilean Technology-intensive Supplier (TiS)s  
*Isabel E. Torres, University of Santiago, Chile*  
*Utz Dornberger, University of Leipzig, Germany*

[38] Internationalization of high-technology ventures from emerging economies: Evidence from Moldova  
*Romeo V. Turcan, Aalborg University, Denmark*

*Md. Noor Un Nabi and Utz Dornberger, University of Leipzig, Germany*

10:00 - 11:30  
**Institutional Framework**  
Chair person: Christian Keen  
Room 98

[40] The Impact of Domestic Institutional Environment on the Degree of Internationalization of SMEs from Transition Economies  
*Galina Shirokova and Tatjana Tsukanova, St. Petersburg State University, Russia*

[41] Perceptions of Government Support by New Zealand Internationalizing SMEs  
*Val Lindsay and Dave Crick, Victoria University, New Zealand*

[42] Usage of a Creative Problem Solving approach (TRIZ) by Education Managers  
*Alireza Bagheri Kondory*

10:00 - 11.30  
**Born Global Firms**  
Chair person: Ralph Lehmann  
Room 99

[43] Born Global Networks: The Role of Connectors  
*Adele R. Smith and Paul A. Ryan, NUI Galway, Ireland*
### Leadership and Organisation in Born Globals

*Ingemar Wictor and Svante Andersson, Halmstad University, Sweden
Tomas Mültern, Jönköping International Business School, Sweden*

### Managing Born Global Firms, Empirical evidence from the Swiss case

*Ralph Lehmann, University of Applied Sciences HTW Chur, Switzerland*

### Academic Program

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<td>11:30 – 12:30</td>
<td>Lunch</td>
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| 12:30 – 13:30 | **Key note speaker**
Professor Marian V. Jones, University of Glasgow, Scotland:
“The Thematic Areas in IE Research”
Room 100
| 13:30 – 13:45 | **Coffee break** |
| 13:45 - 15:15 | **Language and Communication**
Chair person: Romeo Turcan
Room 96
| 13:45 - 15:15 | **Family and Entrepreneurship**
Chair person: Antonella Zucchella
Room 98
| 15:15 – 15:45 | **Closing session**
Professor Hamid Etemad, McGill University, Canada
Per Servais, University of Southern Denmark
Room 100
| 16:00         | Bus leaving for Radisson Blu H.C. Andersen Hotel |
| 17:00         | Bus leaving from Radisson Blu H.C. Andersen Hotel for Egeskov |
| 18:00 – 22:00 | **Gala dinner at Egeskov Castle** |
| 22:00         | Bus leaving for Radisson Blu H.C. Andersen Hotel |

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[44] Leadership and Organisation in Born Globals

*Ingemar Wictor and Svante Andersson, Halmstad University, Sweden
Tomas Mültern, Jönköping International Business School, Sweden*

[45] Managing Born Global Firms, Empirical evidence from the Swiss case

*Ralph Lehmann, University of Applied Sciences HTW Chur, Switzerland*

[46] The role of dialogue in organisational knowledge development for international business opportunities: Deep understanding or efficient communication?

*Vesa Puhakka, University of Oulu, Finland
Eveliina Räsänen, University of Jyväskylä, Finland and Tuija Mainela, University of Oulu, Finland*

[47] Language and International Business, a meta-analysis

*Helle Andersen & Erik S. Rasmussen, University of Southern Denmark, Denmark*

[48] Entrepreneurial Actions and International Business Opportunities: Internationalisation from the Perspective of Social Learning Theory

*Antii Kauppinen & Anita Juho, University of Oulu, Finland*

[49] It Stays in the Family: Parental Role Models in Entrepreneurship

*Anders Hoffmann, Martin Junge and Nikolaj Malchow-Møller, Copenhagen Business School, Denmark*

[50] Internationalization of family SMEs: ‘The role of family commitment culture and managerial capability

*Ethiopia Segaro, University of Vaasa, Finland*

[51] Internationalization pathways among family-owned SMEs

*Tanja Kontinen and Arto Ojala, University of Jyväskylä, Finland*