Internationalization of high-technology ventures from emerging economies

Evidence from Moldova

Turcan, Romeo V.

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Academic Program

Friday, 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
   Spinouts: Cases from Denmark and Ireland
   Natasha Evers, National University of Ireland Galway, Ireland
   Martin Hannibal & Per Servais, University of Southern Denmark, Denmark
   innovative strategy transformation
International entrepreneurship
Chair person: Hamid Etemad

[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

Coffee break

Opportunity Recognition in an international context
Chair person: Erik S. Rasmussen

[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

Emerging and Growing Economies
Chair person: Tiia Vissak

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

Effectuation in International Entrepreneurship
Chair person: Svante Andersson

[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 Zeitinin, 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
Francois 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 Sjögrén, 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 Gerlatberger, 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
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 Bayg, Ali Eghtesadi, Mohamad Ehsan Hajsamadi, Zohre Pourbabaee, Marjan Fadaei and Marzieh Khaleghi Bayg, 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
Cocktail and dinner hosted by the Faculty of Social Science, at the Restaurant of The University of Southern Denmark

Bus leaving for Radisson Blu H.C. Andersen Hotel

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 Tatyana 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
[44] Leadership and Organisation in Born Globals
*Ingemar Wictor and Svante Andersson, Halmstad University, Sweden*
*Tomas Müllern, Jönköping International Business School, Sweden*

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

11:30 – 12:30  **Lunch**

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*

[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 Rääsänen, University of Jyväskylä, Finland and Taija Maïnela, 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*

13:45 - 15:15  **Family and Entrepreneurship**
*Chair person: Antonella Zucchella*
*Room 98*

[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*

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