Internationalization of high-technology ventures from emerging economies

Evidence from Moldova

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Publication date:
2011

Document Version
Early version, also known as pre-print

Link to publication from Aalborg University

Citation for published version (APA):
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)
  *Diaa 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*

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

[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*

[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  
*Meysam 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  
*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
_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 Gerlachberger, 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 Kuivalainen, 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 Baggy, Ali Eghtesadi, Mohamad Ehsan Hajsamadi, Zohre Pourbabaei, Marjan Fadaei and Marzieh Khaleghi Baggy, 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

[39] Emergence of Industry and Insufficient Institutions –Development of the Generic
Pharmaceutical Industry in Bangladesh
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 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

11:30 – 12:30  Lunch
12:30 – 13:30  Key note speaker
Professor Marian V. Jones, University of Glasgow, Scotland: “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 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

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