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Session Track on: Internationalization of Family Business Groups

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**Deadline:** February 15, 2014. Papers should be submitted to INBAM: Visit “Submission” at www.inbam.net

**Coordinators:**
Frank Hoy, Worcester Polytechnic Institute, e-mail: fhoy@WPI.EDU
Jacobo Ramirez, Copenhagen Business School (CBS), e-mail: jra.ikl@cbs.dk
Michael Wendelboe Hansen, Copenhagen Business School (CBS), e-mail: mwh.ikl@cbs.dk
Norma Hernandez, EGADE Business School Campus Monterrey, e-mail: normahernandez@itesm.mx

**Session Track Theme:** Internationalization strategies of family business groups vary across developed (and emerging) free-market economies (e.g. Etemad 2013; Astrachan 2010). While a growing literature addresses issues related to internationalization of family business groups (e.g. Zahra, 2003; Donckels & Fröhlich 1991), little research focus on (1) the specific internationalization strategies adopted; (2) the motivations behind family business groups’ internationalization (e.g. Ward 1997); and (3) how institutional pressures specifically moderate their internationalization process. This track is open to theoretical and empirical papers, which analyze the link between family business groups and their internationalization processes, particularly in emerging economies.

**Suitable topics include but are not limited to:**

- Responses by family business groups to political and societal institutional arrangements to gain access to international developed & emerging markets
- Effects of family management on the intention for internationalization
- Effects of family culture and ethnicity on internationalization
- Intentional vs. opportunistic impacts on family business practices in international expansion
- Extension of family network relations into international operations
- Where and how family groups internationalize
- Types of strategic alliances that family groups use in their internationalization strategies
- Family firm life cycles and internationalization
- Sources of financing for implementing family business group internationalization strategies
- Roles of governments, especially EU policies, on family business internationalization
• Human resource issues for family businesses in international commerce
• Supply chain issues faced by family firms in internationalization
• Perceptions that international business partners hold of family-ownership

References: