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INBAM 2014 –Call for Papers

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

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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:

- Astrachan, J. H. (2010). Strategy in family business: Toward a multidimensional research agenda. *Journal of Family Business Strategy*, 1(1), 6-14.
- Donckels, R., & Fröhlich, E. (1991). Are family businesses really different? European experiences from STRATOS. *Family business review*, 4(2), 149-160.
- Etemad, H. (Ed.). (2013). *The Process of Internationalization in Emerging SMEs and Emerging Economies*. Edward Elgar Publishing.
- Ward, J. L. (1997). Growing the family business: Special challenges and best practices. *Family Business Review*, 10(4), 323-337.
- Zahra, S. A. (2003). International expansion of US manufacturing family businesses: The effect of ownership and involvement. *Journal of Business Venturing*, 18(4), 495-512.