**Friday, December 14th, 2018**

**COMPETITIVE SESSIONS 8:30 - 10:00**

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| **C 1.1.1.: Institutional influences on international business**  *Session Chair:***Beata Stępień** *Session Chair:***Douglas Dow**  *Location:* **0.4, Building CEUE PUEB**  **Bringing nationalism into management research: an illustration using the choice of governance mode in cross-border collaborations**  **D. Dow1, I. Cuypers2, G. Ertug2**  1University of Melbourne, Australia; 2Singapore Management University, Singapore  **Conform or Fiddle? Adjustment Strategies of Sanction-Affected Enterprises**  **B. Stępień, P. Weber**  Poznań University of Economics and Business, Poland  **The Future of Transatlanticism – Effects of a Rise of US Import Tariffs on Exports in the German Automotive Sector**  **N. Ribberink, M. Kath**  Hamburg University of Applied Sciences, Germany  **C 1.1.2.: Innovativeness and internationalization**  *Session Chair:***Mariola Ciszewska-Mlinarič** *Session Chair:***Małgorzata Lewandowska**  *Location:* **0.6, Building CEUE PUEB**  **Moderating Effects of Innovativeness, Differentiation and Firm Size on Internationalization-Performance Relationships: The Case of Russian Firms**  **D. Dikova1, A. Veselova2**  1Vienna University of Economics and Business, Austria; 2Graduate School of Management St. Petersburg State University, Russian Federation  **Relationships between eco- and conventional innovations and their impact on firms’ innovation performance. Insights from European Union countries**  **M. Lewandowska, T. Gołębiowski, M. Rószkiewicz**  Warsaw School of Economics, Poland  **Cognitive and behavioral drivers of internationalization of Polish exporters**  **P. Wójcik, M. Ciszewska-Mlinaric**  Kozminski University, Poland  **C 1.1.3.: New approaches to conceptualization in IB**  *Session Chair:***Gabriel R.G. Benito** *Session Chair:***Vítor Corado Simões**  *Location:* **A, Building CEUE PUEB**  **If Dunning were writing now: the eclectic paradigm in an age of platform capitalism**  **V. C. Simões**  ISEG, Portugal  **Understanding mode dynamics and flexibility**  **B. Petersen1, G. Benito2, L. Welch3**  1Copenhagen Business School, Denmark; 2BI Norwegian Business School, Norway; 3Melbourne Business School, Australia  **Informal Institutions and the Business of Social Change: Strategy, Structure, and Distinctive Competences in International NGOs**  **Y. Plourde1, A. Bitektine2**  1HEC Montreal, Canada; 2JMSB - Concordia University, Canada  **C 1.1.4.: Determinants of internationalization strategies**  *Session Chair:***Jorma Larimo**  *Session Chair:* **Megan Min Zhang**  *Location:* **B, Building CEUE PUEB**   **The effect of local firm's specific assets on the choice between greenfield and acquisition: family firms and cluster knowledge**  **M. C. Sestu, A. Majocchi**  University of Pavia, Italy  **The impact of acquisitions on growth of European high-tech entrepreneurial firms**  **A. Burger1, P. Kotnik1, M. E. Sakinc2**  1University of Ljubljana, Slovenia; 2Université Paris 13, France  **Control, innovation and International Joint Venture performance: the moderating role of environmental factors**  **H. L. Nguyen1, J. Larimo1, Y. Wang2**  1University of Vaasa, Finland; 2University of Southern Denmark, Denmark  **Rules of the Game or the Game of Rules? Allocating Value Chain Activities in the Europe Union**  **M. M. Zhang**  University College Dublin, Ireland  **C 1.1.5.: Characteristics of born globals**  *Session Chair:***Stine Øyna** *Session Chair:***Clara Emilia Rovira Nordman**  *Location:* **2.2, Building CEUE PUEB**   **Are born-globals actually global? A study of 32 rapidly internationalizing SMEs**  **S. Melén Hånell, C. E. Rovira Nordman, D. Tolstoy**  Stockholm School of Economics, Sweden  **Evolution of born globals: a review of recent research**  **S. Øyna**  University of Agder, Norway  **Something old, something new, something borrowed: The internationalization of social enterprises targeting global issues**  **T. A.-M. Ritvala, R. Riikkinen**  Aalto University, Finland |  |  | **C 1.1.6.: International connections and internationalization decisions**  *Session Chair:***Ewa Mińska-Struzik**  *Location:* **C, Building CEUE PUEB**  **How the spatial dispersion and size of country networks shape the geographic distance that firms add during international expansion**  **G. Hendriks**  University of Warwick, United Kingdom  **Connecting Local and Global Technological Knowledge Connections**  **S. Zaman, J. Cantwell**  Rutgers University, USA  **The ERA of International R&D Investments**  **G. Damioli1, D. Vertesy1, D. Castellani2**  1European Commission, Joint Research Centre, Italy; 2University of Reading, United Kingdom  **C 1.1.8.: Governance decisions in MNEs**  *Session Chair:***Florian Klein** *Session Chair:***Torben Pedersen**  *Location:* **3.1, Building CEUE PUEB**  **Governance Inertia in Dynamic Institutional Environments**  **N. Jia1, F. Klein2, J. Puck2**  1University of Southern California, USA; 2 Vienna University of Economics and Business, Austria  **Are governance mode and location choices interdependent?**  **M. Leiblein1, M. M. Larsen2, T. Pedersen3**  1Ohio State University, USA; 2Copenhagen Business School, Denmark; 3Bocconi University, Italy  **How to make waves in a huge pond? The importance of attention-building behaviour among subsidiaries to gain strategic influence**  **A. Gorgijevski1, K. Lagerström1, C. Holmström Lind1, T. Hult2**  1Uppsala University, Sweden; 2Michigan State University, USA  **The role of Bulgarian subsidiaries in R&D internationalization: strategic or black hole?**  **M. Dodourova, S. Zhao, A.-W. Harzing**  Middlesex University, United Kingdom  **C 1.1.10.: Managing talents across borders**  *Session Chair:***Christoph Dörrenbächer** *Session Chair:***Svetla Trifonova Marinova**  *Location:* **3.3, Building CEUE PUEB**   **Are emerging markets similar enough? Investigating talent management practices and their relation to absorptive capacity and firm performance in Russia and Brazil**  **M. Latukha1, M. L. Maclennan2, S. Marinova3**  1St. Petersburg State University, Russia; 2Centro Universitario Fei, Brazil; 3Aalborg University, Denmark  **Career trajectories of international talent workers – a CV analysis**  **F. M. Eberz1, K. Gilli1, N. Böhmer2, H. Schinnenburg2, M. Gunkel1**  1Free University of Bozen-Bolzano, Italy; 2University of Applied Sciences Osnabrück, Germany  **Industrial relations in foreign owned subsidiaries in Germany: Comparative case study results**  **C. Dörrenbächer, M. Heinz Rudolf, T. Heinz, C. Qi**  Berlin School of Economics and Law, Germany  **C 1.1.12.: Institutional determinants of cross-border innovations**  *Session Chair:***Michal Lemanski**  *Location:* **0.12, Building CEUE PUEB**   **Innovation Offshoring, Institutional Context and Innovation Performance: A Meta-Analysis**  **N. Rosenbusch2, M. Gusenbauer3, I. Hatak4, M. Fink3, K. Meyer1**  1Ivey Business School, Canada; 2Wilfrid Laurier University, Canada; 3Johannes Kepler University, Austria; 4University of St Gallen, Switzerland  **Ambidexterity in international business and innovation on organizational learning and decision making**  **W. Rodgers1,2, W.-L. Liu2, A.-B. Rexford2**  1University of Texas at El Paso, USA; 2University of Hull, United Kingdom  **Why do Inventors move out of MNCs’ host country subsidiaries? The role of Institutional Distance**  **D. J. Borah1, S. Massini1, L. Piscitello2**  1The University of Manchester, United Kingdom; 2Politecnico di Milano, Italy |

**INTERACTIVE SESSIONS 8:30 - 10:00**

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| **I 1.1.1.: Institutional influences on international business**  *Session Chair:***Susana Costa e Silva** *Session Chair:***Jiyoung Shin**  *Location:* **0.5, Building CEUE PUEB**  **Cross-country comparison of environmental, social, and corporate governance performance: How do institutions matter?**  **J. Shin1, C. H. Oh2**  1University of Groningen, The Netherlands; 2Simon Fraser University, Canada  **The influence of institutional regulations on the competitiveness of companies in emerging markets**  **M. L. F. McLennan1, M. Elo2, S. C. e Silva3**  1Centro Universitário FEI; 2University of Turku; 3Universidade Católica Portuguesa, Portugal  **Pro Market Reforms: Do they affect firm profitability?**  **B. Buscariolli, J. Carneiro**  Fundação Getulio Vargas, Brazil  **How MNEs Respond to Institutional Voids and Why Do they Differ: The Influence of Firm Factors, Local Partnership, and Institutional Contexts**  **M. Allen1, M. B. Rana2, J. Liu1**  1The University of Manchester; 2Aalborg University  **Convergence of innovation policies in the European aerospace industry**  **M. Landoni1, d. ogilvie2**  1Università Cattolica del Sacro Cuore, Italy; 2Rochester Institute of Technology  **Trump’s Twitter fury and how it matters for multinational corporations**  **P. Klopf1, A. Gerstbauer1, P. Nell1,2**  1Vienna University of Economics and Business, Austria; 2Copenhagen Business School, Denmark  **I 1.1.2.: Diversity of internationalization models**  *Session Chair:***Janusz Świerkocki** *Session Chair:***Fragkiskos Filippaios**  *Location:* **0.7, Building CEUE PUEB**   **Internationalisation process of e-commerce firms – a case of financial e services company**  **M. Grochal-Brejdak, M. Szymura-Tyc**  University of Economics in Katowice, Poland  **The determinants of internationalization of universities**  **O. M. Adewumi, Z. H. Munim**  University of Agder, Norway  **Outward FDI from CIS: the interplay of host institutional quality and motives of MNEs**  **F. Filippaios1, I. Gokh2, Z. Stone1**  1University of Kent, United Kingdom; 2De Montfort University, United Kingdom  **Exporting performance of Brazilian companies: institutional environment, location and competitive resources**  **R. B. Oliveira1, W. Moraes2, E. Kovacs1, H. H. Santos2, T. Costa2**  1UFRPE, Brazil; 2UFPE, Brazil  **Economic diplomacy at foreign market entry; difficult entry modes or difficult markets?**  **A. Jaklič1, S. Šešum2**  1University of Ljubljana, Slovenia; 2Ministry of Foreign Affairs of Slovenia  **I 1.1.3.: Dynamics of international operations**  *Session Chair:***Tiia Vissak** *Session Chair:***Francisco Javier Santos Arteaga**  *Location:* **1.1, Building CEUE PUEB**   **Innovation dynamics and financial constraints. A European Perspective**  **F. J. Santos Arteaga1, C. Torrecillas Bautista2**  1Free University of Bolzano, Italy; 2Universidad Complutense de Madrid, Spain  **Comparisons of patterns and mechanisms catching up processes in technological sectors: a study of manufacturing industries in China**  **L. Xu1, j. Xiong1, h. Fu2**  1Rennes School of Business, France; 2Tsinghua University, China  **Foreign Direct Investment Location Choices and Multimarket Competition: Boundary Conditions of the Mainstream Literature and the Challenges of Unforeseen Empirical Contexts**  **M. Dike1, E. Rose2, U. Andersson3**  1Aalto University School of Business, Finland; 2Leeds University Business School, UK; 3Mälardalen University, Sweden  **Non-constant international growth: previous empirical evidence and future research directions**  **T. Vissak**  University of Tartu, Estonia  **Undoing the unwise – Creating successful de-merger out of failed merger**  **I. Hassan1, P. Ghauri2**  1King's College London; 2University of Birmingham |  |  | **I 1.1.4.: Unconventional patterns in internationalization**  *Session Chair:***Dirk Morschett** *Session Chair:***Carlos M.P. Sousa**  *Location:* **2.1, Building CEUE PUEB**   **Foreign Subsidiary Divestment – a Meta-analytic Study on Antecedents**  **D. Schmid, D. Morschett**  University of Fribourg, Switzerland  **Foreign Market Re-entry: A Review and Integrated Framework**  **L. Tang, C. M. Sousa, X. He, J. Lengler**  Durham University, United Kingdom  **Early stage internationalisation in challenging business environments: An exploratory study of modes adopted by medium-sized enterprises seeking market entry in Kenya**  **H. Gundelach, M. W. Hansen**  Copenhagen Business School, Denmark  **A Comparative Study on Explorative Overseas Foreign Direct Investment by MNEs from Developed and Developing Economies**  **A. Wollenberg1, J. J. Cabrera Lazarini2, K. Chu3**  1St. George's University, Grenada; 2Tecnológico de Monterrey; 3Curtin University of Technology  **I 1.1.5.: Specificity of SME internationalization**  *Session Chair:***Rafał Śliwiński**  *Location:* **2.21, Building CEUE PUEB**   **Is International Entrepreneurship a Site for Methodological Innovation in Qualitative Case Research: A Review and Analysis**  **J. Ji1, E. Plakoyiannaki2, P. Dimitratos3, S. Chen4**  1Sheffield University Management School, University of Sheffield, United Kingdom; 2Leeds University Business School, University of Leeds, United Kingdom; 3Adam Smith Business School, University of Glasgow, United Kingdom; 4Department of Business Administration, Tongji University, China  **Entrepreneurship Education and Entrepreneurial Intention: Do Students Perceiving a Hostile Environment Benefit?**  **M. Solesvik1, P. Westhead2**  1Nord University, Norway; 2Durham University Business School  **From ‘Clicks to Bricks’: A growth Strategy for SMEs**  **P. Kalfadellis, A. Pucar, P. O'Neill**  Monash University, Australia  **It’s a small world after all: An effectuation analysis on business model to conquer developed markets**  **C. Vilasboas Calixto1, S. Vasconcellos2, I. Lapuente Garrido3**  1Fundaçao Getulio Vargas, Brazil; 2Universidade Regional de Blumenau, Brazil; 3UNISINOS, Brazil  **Motivation of female business owners: case of Russia, Ukraine and Norway**  **T. Iakovleva1, M. Solesvik2, A. Trifilova3**  1University of Stavanger, Norway; 2Nord University, Norway; 3University of Exeter, United Kingdom  **I 1.1.10.: Challenges of international mobility**  *Session Chair:***Matevz Raskovic**  *Location:* **0.11, Building CEUE PUEB**  **“Dear Internet…”: A Sentiment Analysis of Trailing Spouses’ Blogs**  **A. Koveshnikov1, H. Wechtler2, J. Lindman3**  1Aalto University, Finland; 2UNSW, Australia; 3University of Gothenburg, Sweden  **Relating individual- and group-level decision-making during cross-border integration**  **S. A. Sniazhko**  University of Vaasa, Finland  **Development of Relationships in Global Virtual Teams around Task**  **M. Aleem, P. Zettinig**  Turku School of Economics, Finland |

**PLENARY POSTER SESSION 10:30 - 12:30**

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| *Location:* **4th floor, Building CEUE PUEB** |

*Determinants of the Innovation Performance of a Foreign Subsidiary (FS) – the Perspective of Foreign Subsidiaries Located in Poland*

**B. Jankowska1, T. Gołębiowski2, M. Gorynia1, L. Danik2, M. Dzikowska1, M. Lewandowska2**

1Poznań University of Economics and Business, Poland; 2Warsaw School of Economics, Poland

*The effects of Cross-Border Merger & Acquisition and Greenfield Projects on Domestic Investment in Developing Countries*

**I. Gondim, F. Borini**

ESPM, Brazil

*The Implication of Transnational Entrepreneurship for a Post Conflict Society*

**R. De Silva**

Sheffield Hallam University, United Kingdom

*The Transfer of Knowledge across Global Networks – a Meta-Synthesis of the Mechanisms of the MNE*

**M. Simon, S. Royer**

Europa-Universität Flensburg, Germany

*Entrepreneurial Marketing Orientation of International New Ventures from Poland*

**I. Kowalik, L. Danik, T. Sikora, E. Baranowska-Prokop**

Warsaw School of Economics, Poland

*Fast and Ambidextrous: Cases on the Internationalization Process of Digital Services Ventures in Turkey*

**G. Alpay1, P. Büyükbalcı2, M. Dülger3**

1Boğaziçi University, Turkey; 2Yıldız Technical University, Turkey; 3Marmara University, Turkey

*A Cross-sectional Multi-Country Study of Country-of-Origin (COO) Framework in Services Industries*

**C. Chang1, Y.-H. Hsu2**

1Musashino University, Japan; 2NUCB Business School, Japan

*Asian Foreign Direct Investments in Hungary: Home or Host Country Factors Dominate?*

**A. Szunomar1, M. Sass2, E. Ozswald3, S. Kiran4**

1Center for Economic and Regional Studies HAS, Hungary; 2Center for Economic and Regional Studies HAS, Hungary; 3Center for Economic and Regional Studies HAS, Hungary; 4Center for Economic and Regional Studies HAS, Hungary

*Cultural Differences in Cross-border Acquisition: Evidence from French Multinational in the Middle East*

**Y. Saleh1, E. Moalla2**

1ESSEC Business School, France; 2ESSCA School of Management, France

*Determinants of Architects' Satisfaction: An Importance-Performance Analysis and Implications for International Industrial Marketing*

**M. Rašković1, M. Makovec Brencic2**

1Victoria University of Wellington, New Zealand; 2University of Ljubljana, Slovenia

*Emerging Market Business Groups: Moving from Institutional Voids to Institutional Embeddedness within Social Elites*

**B. Hearn1, L. Oxelheim2,3, T. Randøy2**

1University of Sussex, United Kingdom; 2University of Agder, Norway; 3Lund University, Sweden

*Perceptions of the Use of International Licensing by Firms in the Audiovisual Industry – Contrast between Theory and Practice*

**M. L. Pinho1, A. Rocha2, C. Pinho2, S. Cavusgil1, J. Brantes2**

1Georgia State University, USA; 2Pontifical Catholic University of Rio de Janeiro, Brazil

*Revisiting the Emerging Market Category – Does BRIC, MINT and Next-11 Still Apply?*

**U. B. Nielsen, M. Hannibal**

University of Southern Denmark, Denmark

*Structural Power Concentration in Top Management Team of a Family Firm and Firm Internationalization*

**A. Kerai**

Indian Institute of Management, India

*The Duration Decision of Sino-Foreign University Alliance: A Contextual Ecology Perspective*

**T. H. Malik**

Liaoning University, China

*The Process Model of Inclusive Innovation from an MNE Perspective – Case Study of Nokia*

**S. Mortazavi1, M. Raatikainen2, J. Väätänen1, M. Gabrielsson2**

1Lappeenranta University of Technology, Finland; 2University of Eastern Finland, Finland

*Underwriting Syndicates Size and Foreign IPO Underpricing: The Moderating Effect of Reputation and Industry Characteristics*

**Z. SHEN**

City University London, United Kingdom

*Barriers to the International Expansion of Small and Medium-sized Social Enterprises*

**R. Rebelo, R. Moutinho**

University of Porto, Portugal

*Internationalization of SMEs from Emerging cCountries*

**N. WINCKLER2, A. ZEN2, F. PREVOT1**

1Kedge Business School, France; 2Universidade Federal do Rio Grande do Sul, Brazil

*Antecedents of Conformity in Multinationality: A Systematic Review of the Literature and A New Research Agenda*

**K.-D. Makafui**

University of Ca Foscari, Italy

*Bridging Institutional Theories and to Individual Behavior – Evolutionary Concept Model of Knowledge Utilization*

**P. H. M. Aaltonen**

Lappeenranta University of Technology, Finland

*National Background, Risk Perception and Internationalization: A Theoretical Proposal*

**G. R. R. Silva, G. Abib**

Federal University of Parana, Brazil

*Social Business, Needs of Local People, and Sustainability*

**H. Inami**

Kyorin University, Japan

*Strategic Responses to Institutional Pressures in International Retailing: An Exploratory Framework*

**A. Aklamanu**

Ghana Institute of Management and Public Administration, Ghana

*The Entry of MNEs in Leading Clusters: The Case of Castellon and Sassuolo*

**F. Belussi1, L. Martinez-Chafer2, X. Molina-Morales3, D. Valiente-Bordonova3**

1university of Padua, Italy; 2University of Castellon, Spain; 3University of Castellon, Spain

*The Impact of Distance on Parent-Subsidiary Relation*

**P. Carneiro, R. Meneses**

University of Porto, Portugal

*Understanding Mexican and Brazilian Multilatinas Market Selection*

**S.C. e Silva2, J. Maciel2, J. Radomska1**

1Wroclaw University of Economics, Poland; 2Catholica Porto Business School, Portugal

*What Employees’ Think about Internal Marketing Practices in Nigeria Public Universities: Can We Internationalise our Higher Education Services with These Practices?*

**A. F. Wali1, E. Amangala2**

1Federal University Wukari, Nigeria; 2Niger Delta University Wilberforce Island Amasoma Bayelsa State, Nigeria

*Why Do We Run Abroad? Short- And Long-Term Motives for Internationalization of Marathon Events*

**Z. Havran1, M. Kozma1, K. András1, A. Kajos1, Z. Kynsburg1, T. Máté1, Á. Szabó1, Z. Waśkowski2**

1Corvinus University of Budapest, Hungary; 2Poznań University of Economics and Business, Poland

*Control and Autonomy Relations Between Multinational Companies and Their Subsidiaries*

**B. Amorim, R. Meneses**

University of Porto, Portugal

*Cultural Differences and Employee Engagement: The Case of Pullman Saigon Centre*

**X. H. VO SANG, L. DECAMP**

French-Vietnamese Centre for Management Education (CFVG), Vietnam

*BOP Businesses in Africa: The Route to Success*

**H. Inami**

Kyorin University, Japan

*Subsidiary Performance in Emerging MNEs: Evidence from a Chinese State-Owned Enterprise*

**J. Chen**

Lappeenranta University of Technology, Finland

*A Picture is Worth a Thousand Words: Using Images to Crystalize Globalization Mindsets and Enhance Learning*

**L. Riddle1, M. Elo2, M. A. Montague-Mfuni3**

1George Washington University, USA; 2Shanghai University, Turku University, Finland; 3University of Memphis, USA

*Actions and Outcomes of Managers’ Attitude towards Psychic Distance During a New Market Entry*

**A. Hauke-Lopes, K. Fonfara, M. Wieczerzycki, M. Ratajczak-Mrozek**

Poznań University of Economics and Business, Poland

*An Institutional Perspective on E-Commerce Adoption of Internationalizing Retail SMEs*

**N. Özbek, S. Melén Hånell, E. Rovira Nordman, D. Tolstoy**

Stockholm School of Economics, Sweden

*Balancing Multiple Institutional Logics in Business School Internationalization Strategies*

**G. C. d. S. Teixeira**

FGV São Paulo School of Business Administration, Brazil

*Big Data: Road Ahead for South Asia*

**D. R. Bhandari**

Tribhuvan University, Nepal

*Brexit Impact on EU27 Economies: Who Is the Loser?*

**K. Mroczek-Dąbrowska, M. Gorynia, A. Matysek-Jędrych**

Poznań University of Economics and Business, Poland

*Cognitive Antecedents of De-Internationalization: A Response to Increased Foreign Competition at Home*

**P. Wójcik, M. Ciszewska-Mlinarič**

Kozminski University, Poland

*Collaboration with Universities and Municipal Authorities in Host Location for Business Service Offshoring by MNCs*

**R. Malik**

Warsaw School of Economics, Poland

*Curvilinear Effect of Economic and Political Distance on Ownership Strategies: An Empirical Analysis of Iberian Firms*

**N. R. Reis1,2, F. Carvalho3, M. Faria3**

1Polytechnic Institute of Leiria, Portugal; 2CARME, Centre of Applied Research in Management and Economics, Portugal; 3University of Coimbra, Portugal

*Determinants and Trajectories of Upgrading in the Furniture GVC*

**D. Augustyniak, E. Mińska-Struzik**

Poznań University of Economics and Business, Poland

*Determinants of SME/ Family Firm Internationalization*

**Á. D. Óladóttir1, A. Sluhan2,3, E. Sinani3**

1University of Iceland, Iceland; 2Texas A&M, USA; 3Copenhagen Business School, Denmark

*Do Cross-Cultural Simulations Matter?*

**M. Søndergaard1, C. K. Kempf2**

1Aarhus University, Denmark; 2Friedrich Alexander University, Germany

*Dynamic Capabilities Behind Continuous Growth in the Aviation Industry – Case Study on Wizz Air Group*

**M. Stocker, S.S. Sebrek, J.S. Siy, A. Váradi**

Corvinus University of Budapest, Hungary

*Economies of Scale: The Explanatory Power of a Rather Neglected Driving Force Within the Framework of Multinationality – Performance Relationship*

**S. Eckert, S. Eichentopf, F. Zellner**

TU Dresden, Germany

*EMNEs and Sustainability*

**A. Brejnholt**

Loughborugh University, United Kingdom

*Enhancing Export Activities of Small and Medium Enterprises: A Case Study of Qatari SMEs*

**A. Safari1, A.S. Saleh2**

1Mälardalen University, Sweden; 2Qatar University, Qatar

*Entrepreneurial Orientation and Use of Knowledge in Different Phases of Internationalization Process of Firms: Preliminary Results from Poland as an Emerging Market*

**K. Wach, A. Głodowska, M. Maciejewski**

Cracow University of Economics, Poland

*Entrepreneurship Dynamics: Entry, Survival and Firm Growth of SMEs in West Africa*

**E.J. Dara, O.F. Amiri, T. Lawal**

Ogun State Institute of Technology, Nigeria

*Gender Inclusion in Talent Management Practices in Cross-Country Comparison (Emerging vs Developed Countries)*

**N. Ribberink1, A. Veselova2, J.-H. Schuenemann1**

1Hamburg University of Applied Sciences, Germany; 2St. Petersburg State University, Russia

*How Do MNEs and NGOs Collaborate to Obtain Inclusive Innovation?*

**S. Mortazavi1, J. Väätänen1, S. Gupta2**

1Lappeenranta University of Technology, Finland; 2Newcastle University, United Kingdom

*How Do the High-Tech Start-Ups Choose International Markets and Entry Modes?*

**P. Condelli1, O. Kuivalainen2,3**

1Smart-I, Italy; 2Lappeenranta University of Technology, Finland; 3The University of Manchester, United Kingdom

*How Long Will the Optimism Last? Investor’s Adaptive Sensemaking to Cross-Border Acquisition*

**R. Zeng1, W. Oh2, P. Zhu3**

1University of Manitoba, Canada; 2University of Nevada, USA; 3University of San Diego, USA

*The Model of Globalization And Evolution of Globalization Process*

**R. Śliwiński, M. Śliwińska**

Poznań University of Economics and Business, Poland

*How MNCs Exploit Overseas Subsidiaries’ Innovation Globally: A Comparative Analysis of Best Practices*

**K. TADA**

Hokusei Gakuen University, Japan

*In the Lens of Categorization: How Ambiguous Labels Persist – Luxury Brand Industry*

**X. Song**

Rennes School of Business, France

*Institutional Actors, Policy and Internationalization of Emerging Market SMEs – Lessons from AGOA and the Ghanaian Textile Industry*

**I. Kujala**

Äbo Akademi, Finland

*Institutional Effects of Firms on International Talent Flows*

**B.H. Wittek**

Ludwig Maximilians University Munich, Germany

*Institutional Investors of Portuguese Banks*

**V. Pereira**

Instituto Politécnico de Lisboa, Portugal

*International Vision of New Venture Managers and Their Approach to Marketing*

**I. Kowalik, E. Duliniec**

Warsaw School of Economics, Poland

*Learning from PhD Education in the IB Field: the Nord-IB Experience*

**N. Fey1, S. Fraccastoro2, D. Myllymäki3**

1Hanken Schoolof Economics; 2University of Eastern Finland, Finland; 3University of Vaasa

*Measuring Change in ‘Hybrid Factories’: Longitudinal Study of Japanese Manufacturing Subsidiaries in CEE*

**T. Olejniczak**

Kozminski University, Poland

*MNE Management and Institutional Complexity: Experiencing Institutional Complexity on MNE Subsidiary Level*

**A. Karhu**

University of Turku, Finland

*MNE Post-Entry Behavior and Host Country Informal Institutions*

**E. Pelto, A. Karhu**

University of Turku, Finland

*Networks and International Performance of Companies*

**D. da Silva, M. Amal, M. Hoeltgebaum**

FURB, Brazil

*Perceptions of Middle Managers in Cross Border Mergers & Acquisitions: Culture Frictions, Trust and Post-Merger Identification as Antecedents of Work Affective Commitment During Post-Merger Integration*

**M. Durand, R. Diaz Pichardo**

South Champagne Business School, France

*Political Risk Dynamics and Foreign Direct Investments*

**V. Kunczer**

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*Potential Localization Effects on International New Ventures – Some Implications for Emerging Markets*

**R.A. Owusu, P. Servais, S. Sandberg**

Linnaeus University, Sweden

*Readiness of Polish Firms to International Cooperation in the Reality of Industry 4.0 – Preliminary Study*

**B. Jankowska1, M. Götz2, M. Bartosik-Purgat1**

1Poznań University of Economics and Business, Poland; 2Vistula University, Poland

*Reconciling Economic and Social Objectives: Organizational Tensions in Social Enterprises*

**I. Galvis**

University of Turku, Finland

*Serving Two Masters: A Content Analysis of Market and Non-Market Influences on European Airline Consolidation*

**R. García-García1, L. Fernández-Méndez2, A. John1, E. García-Canal3, T. C. Lawton4**

1Open University, United Kingdom; 2Universidad Pontificia Comillas, Spain; 3Universidad de Oviedo, Spain; 4University of Surrey, United Kingdom

*SME Internationalization and Small Business Responsibility Research Streams Interrelated – A Literature Review*

**M. Uzhegova1, N. Larsen2**

1Lappeenranta University of Technology, Finland; 2University of Southern Denmark, Denmark

*Social Innovation: The Case of Assistive Technology in Research Centers in USA and Brazil*

**K. Mafioletti, M. Hoeltgebaum, M. Amal**

FURB, Brazil

*The Early and Rapid Development of Global Startups*

**G. Masili, F. Musso**

University of Urbino, Italy

*The Effect of Psychic Distance on the Internal Capital Allocation to Subsidiaries’ Proposals*

**J. Cerar**

Vienna University of Economics and Business, Austria

*The Impact of Research Infrastructures on European Union Member States Innovativeness*

**A. M. Kowalski, M. S. Lewandowska**

Warsaw School of Economics, Poland

*The Industry 4.0 Impact on Supply Chains*

**B.L. Pistrui**

Corvinus University of Budapest, Hungary

*The North-South Technology Transfer in Climate Change: Case Study on Nordic Cleantech in the SADC Region*

**E. Daka**

University of Turku, Finland

*The Role of Advisors in the Succession Process*

**M. Wojtyra**

Kozminski University, Poland

*The Role of National Development Banks in SMEs Internationalization, Innovation and Market Making*

**L.Q. Lanz**

BNDES & Columbia University, Brazil

*The Role of Retail Chains in the Future Development of Fair Trade in France*

**P. Fořt, E. Křenková**

University of Economics Prague, Czech Republic

*The Smart City Concept in Building Competitiveness of a Modern City Based on The Example of Mannheim*

**A.Z. Kania**

Poznań University of Economics and Business, Poland

*Threshold Concepts in the Teaching of an Eclectic Discipline: The Case of International Business*

**A. Rygh1, A. A. Khan2**

1University of Manchester, United Kingdom; 2Salford Business School, United Kingdom

*Value Co-Creation and Contemporary Industrial Policy in Resource-Rich Countries*

**I. Heim**

University of Reading, United Kingdom

*What Mandate Gain Can Do to the Subsidiary Management?*

**N. Memar**

Mälardalen University, Sweden

*Why the Collaborative Development of a Digital Solution Fails? A Case Study Viewed Through Opportunity Recognition and Mental Image Concepts*

**E. Aro, E. Haaja**

University of Turku, Finland

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Kozminski University, Poland

*The Significance of Coaching in the Process of Expatriates Acculturation*

**M. Guzek**

Poznań University of Economics and Business, Poland

*Determinants of Innovation Cooperation Performance – Agenda for Future Research*

**Ł. Puślecki, P. Trąpczyński, M. Staszków**

Poznań University of Economics and Business, Poland

**POSTER IDENTIFICATION NUMBERS**

|  |  |
| --- | --- |
| No. | Poster title |
| 1 | The Impact of Influencing Factors on Export Result of Lithuanian Enterprises |
| 2 | The Implication of Transnational Entrepreneurship for a Post Conflict Society |
| 3 | The Duration Decision of Sino-Foreign University Alliance: a Contextual Ecology Perspective |
| 4 | Understanding Mexican and Brazilian Multilatinas Market Selection |
| 5 | What Employees’ Think About Internal Marketing Practices in Nigeria Public Universities: Can We Internationalise Our Higher Education Services with These Practices? |
| 6 | Underwriting Syndicates Size and Foreign IPO Underpricing: the Moderating Effect of Reputation and Industry Characteristics |
| 7 | Antecedents of Conformity in Multinationality: a Systematic Review of the Literature and a New Research Agenda |
| 8 | Asian Foreign Direct Investments in Hungary: Home or Host Country Factors Dominate? |
| 9 | Bridging Institutional Theories and to Individual Behavior - Evolutionary Concept Model of Knowledge Utilization |
| 10 | The Impact of Distance on Parent-Subsidiary Relation |
| 11 | The Entry of MNEs in Leading Clusters: the Case of Castellon and Sassuolo |
| 12 | The Effects of Cross-Border Merger & Acquisition and Greenfield Projects on Domestic Investment in Developing Countries |
| 13 | National Background, Risk Perception and Internationalization: a Theoretical Proposal |
| 14 | Entrepreneurial Marketing Orientation of International New Ventures from Poland |
| 15 | Control and Autonomy Relations Between Multinational Companies and their Subsidiaries |
| 16 | The Process Model of Inclusive Innovation from an MNE Perspective - Case Study of Nokia |
| 17 | Cultural Differences and Employee Engagement: The Case of Pullman Saigon Centre |
| 18 | Revisiting the Emerging Market Category - Does BRIC, MINT and Next-11 still Apply? |
| 19 | Strategic Responses to Institutional Pressures in International Retailing: An Exploratory Framework |
| 20 | Readiness of Polish Firms to International Cooperation in the Reality of Industry 4.0 – Preliminary Study |
| 21 | Fast and Ambidextrous: Cases on The Internationalization Process of Digital Services Ventures in Turkey |
| 22 | The Transfer of Knowledge Across Global Networks - a Meta-Synthesis of the Mechanisms of the MNE |
| 23 | Why Do We Run Abroad? Short- and Long-Term Motives for Internationalization of Marathon Events |
| 24 | Internationalization of SMEs from Emerging Countries |
| 25 | Emerging Market Business Groups: Moving from Institutional Voids to Institutional Embeddedness Within Social Elites |
| 26 | Barriers to the International Expansion of Small and Medium-Sized Social Enterprises |
| 27 | Cultural Differences in Cross-Border Acquisition: Evidence from French Multinational in the Middle East |
| 28 | Structural Power Concentration in Top Management Team of a Family Firm and Firm Internationalization |
| 29 | BOP Businesses in Africa: the Route to Success |
| 30 | Social Business, Needs of Local People, and Sustainability |
| 31 | A Cross-Sectional Multi-Country Study of Country-of-Origin (COO) Framework in Services Industries |
| 32 | Entrepreneurship Dynamics: Entry, Survival and Firm Growth of SMEs in West Africa |
| 33 | Perceptions of The Use of International Licensing by Firms in the Audiovisual Industry – Contrast Between Theory and Practice |
| 34 | Institutional Investors of Portuguese Banks |
| 35 | How Long Will the Optimism Last? Investor’s Adaptive Sensemaking to Cross-Border Acquisition |
| 36 | Determinants of Architects' Satisfaction: An Importance-Performance Analysis and Implications for International Industrial Marketing |
| 37 | Subsidiary Performance in Emerging MNEs: Evidence from a Chinese State-Owned Enterprise |
| 38 | Value Co-Creation and Contemporary Industrial Policy in Resource-Rich Countries |
| 39 | What Causes Western Financial Services MNCs To Be So Fickle? |
| 40 | Economies of Scale: The Explanatory Power of a Rather Neglected Driving Force within the Framework of Multinationality – Performance Relationship. |
| 41 | Big Data: Road Ahead for South Asia |
| 42 | Enhancing Export Activities of Small and Medium Enterprises; A Case Study of Qatari SMEs |
| 43 | The Effect of Psychic Distance on the Internal Capital Allocation to Subsidiaries’ Proposals |
| 44 | How Do MMEs and NGOs Collaborate to Obtain Inclusive Innovation? |
| 45 | Brexit Impact on EU27 Economies: Who Is the Loser? |
| 46 | An Institutional Perspective on E-Commerce Adoption of Internationalizing Retail SMEs |
| 47 | The North-South Technology Transfer in Climate Change: Case Study on Nordic Cleantech in the SADC Region |
| 48 | Potential Localization Effects on International New Ventures - Some Implications for Emerging Markets |
| 49 | MNE Post-Entry Behavior and Host Country Informal Institutions |
| 50 | MNE Management and Institutional Complexity: Experiencing Institutional Complexity on MNE Subsidiary Level |
| 51 | Reconciling Economic and Social Objectives: Organizational Tensions in Social Enterprises |
| 52 | SME Internationalization and Small Business Responsibility Research Streams Interrelated – a Literature Review |
| 53 | Political Risk Dynamics and Foreign Direct Investments |
| 54 | Do Cross-Cultural Simulations Matter? |
| 55 | International Vision of New Venture Managers and Their Approach to Marketing |
| 56 | The Role of Retail Chains in the Future Development of Fair Trade in France |
| 57 | Gender Inclusion in Talent Management Practices in Cross-Country Comparison (Emerging Vs Developed Countries) |
| 58 | The Egalitarian MNC: Can Procedural Justice Bridge the Distance Divide? |
| 59 | Cognitive Antecedents of De-Internationalization: A Response to Increased Foreign Competition at Home |
| 60 | Serving Two Masters: a Content Analysis of Market and Non-Market Influences on European Airline Consolidation |
| 61 | Determinants of SME/ Family Firm Internationalization |
| 62 | An Exploratory Study of New Product Speed to Market in International Markets |
| 63 | The Smart City Concept in Building Competitiveness of a Modern City Based on The Example of Mannheim |
| 64 | The Early and Rapid Development of Global Startups |
| 65 | In the Lens of Categorization: How Ambiguous Labels Persist - Luxury Brand Industry |
| 66 | The Role of National Development Banks in SMEs Internationalization, Innovation and Market Making |
| 67 | Women-Led Startups, Evidence from Singapore |
| 68 | Institutional Effects of Firms on International Talent Flows |
| 69 | The Impact of Research Infrastructures on European Union Member States Innovativeness |
| 70 | How MNCs Exploit Overseas Subsidiaries’ Innovation Globally: a Comparative Analysis of Best Practices |
| 71 | Balancing Multiple Institutional Logics in Business School Internationalization Strategies |
| 72 | Dynamic Capabilities Behind Continuous Growth in the Aviation Industry – Case Study on Wizz Air Group |
| 73 | Threshold Concepts in the Teaching of an Eclectic Discipline: the Case of International Business |
| 74 | Actions and Outcomes of Managers’ Attitude Towards Psychic Distance During a New Market Entry |
| 75 | Entrepreneurial Orientation and Use of Knowledge in Different Phases of Internationalization Process of Firms: Preliminary Results from Poland as an Emerging Market |
| 76 | Collaboration with Universities and Municipal Authorities in Host Location for Business Service offshoring By MNCs. |
| 77 | Curvilinear Effect of Economic and Political Distance on Ownership Strategies: an Empirical Analysis of Iberian Firms |
| 78 | Perceptions of Middle Managers in Cross Border Mergers & Acquisitions: Culture Frictions, Trust, and Post-Merger Identification as Antecedents of Work Affective Commitment During Post-Merger Integration |
| 79 | Why the Collaborative Development of a Digital Solution Fails? A Case Study Viewed Through Opportunity Recognition and Mental Image Concepts |
| 80 | The Role of Advisors in the Succession Process |
| 81 | Social Innovation: the Case of Assistive Technology in Research Centers in USA and Brazil |
| 82 | How Do the High-Tech Start-Ups Choose International Markets and Entry Modes? |
| 83 | Learning from PhD Education in the IB Field: the Nord-IB Experience. |
| 84 | The Industry 4.0 Impact on Supply Chains |
| 85 | Networks and International Performance of Companies |
| 86 | Determinants of The Innovation Performance of a Foreign Subsidiary (FS) - the Perspective of Foreign Subsidiaries Located in Poland |
| 87 | EMNEs and Sustainability |
| 88 | What Mandate Gain Can Do to The Subsidiary Management? |
| 89 | A Picture Is Worth a Thousand Words: Using Images to Crystalize Globalization Mindsets and Enhance Learning |
| 90 | Institutional Actors, Policy and Internationalization of Emerging Market SMEs – Lessons from AGOA and The Ghanaian Textile Industry |
| 91 | Measuring Change in ‘Hybrid Factories’: Longitudinal Study of Japanese Manufacturing Subsidiaries in CEE |
| 92 | Determinants and Trajectories of Upgrading in the Furniture GVC |
| 93 | The Significance of Coaching in the Process of Expatriates Acculturation |
| 94 | Determinants of Innovation Cooperation Performance - Agenda for Future Research |

**COMPETITIVE SESSIONS 13:30 - 15:00**

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| **C 1.2.1.: Different facets of the institutional environment**  *Session Chair:***James Nebus**  *Location:* **0.4, Building CEUE PUEB**   **The complementary roles of states and MNEs in solving the tax haven problem**  **J. Nebus**  Suffolk University, United States of America  **Are ethnic ties catalysts for Chinese outward FDI: the role of country-of-origin firms and immigrants bonds**  **H. Zhu1, J. Cantwell2, Z. Deng3**  1Dongbei University of Finance and Economics, China; 2Rutgers University, USA; 3Renmin University of China; China  **C 1.2.2.: Corporate actors and internationalization patterns**  *Session Chair:***Marian Gorynia**  *Location:* **B, Building CEUE PUEB**  **Go abroad or die? A dialogue on internationalization in the decline phase**  **A. Montoro-Sanchez1, C. Maylin-Aguilar2**  1Complutense University of Madrid, Spain; 2Francisco de Vitoria Universy, Spain  **Sectoral dimensions of Poland`s investment development path revisited**  **J. Nowak1, M. Gorynia2, P. Trąpczyński2, R. Wolniak3**  1IBD Business School, Warsaw; 2Poznań University of Economics and Business, Poland; 3University of Warsaw, Poland  **The concepts of strategy and business models in firm internationalisation research: towards a research agenda**  **M. Gorynia, P. Trąpczyński, S. Bytniewski**  Poznań University of Economics and Business, Poland  **C 1.2.4.: Disentangling firm multinationality**  *Session Chair:***Mohamed Amal** *Session Chair:***Pham Hoanh Son NGUYEN**  *Location:* **2.1, Building CEUE PUEB**   **A balanced inter-cultural-space dispersion is not enough. Think also about the way you get there!**  **P. H. S. Nguyen1, T. Atamer2, A. C. Martinet3, Z. Guedri2, P. Legrand1**  1ESC Clermont Graduate School of Management, France; 2EM Lyon Business School; 3iaelyon School of Management - Jean Moulin University  **The moderating effects of formal institutional distance on the relationship between cultural distance and performance**  **H. Correa da Cunha1, M. Amal2, D. Floriani3, S. Andersson4**  1Halmstad University Sweden/Universidade de Blumenau (FURB) Brazil; 2Universidade de Blumenau (FURB) Brazil; 3Universidade do Vale do Itajai (UNIVALI) Brazil; 4Halmstad University Sweden  **Antecedents of the multinationality level of firms from developing countries**  **M. Amal1, M. Hoeltgebaum2**  1Regional University of Blumenau - FURB, Brazil; 2Regional University of Blumenau- FURB Brazil  **C 1.2.5.: Uncertainty in internationalization**  *Session Chair:***Tilo Halaszovich** *Session Chair:***Eriikka Johanna Paavilainen-Mäntymäki**  *Location:* **2.21, Building CEUE PUEB**   **Fear for Failure and Need for Longevity – Internationalization Process Tensions within Family Businesses**  **E. J. Paavilainen-Mäntymäki1, T. Leppäaho2, J. Metsola2**  1University of Turku, Finland; 2Lappeenranta University of Technology, Finland  **Theorizing Fear of Failure in the International Opportunity Evaluation: An Investigation of Chinese Entrepreneurs and Their Small and Medium-Sized Enterprises**  **K. Dong**  The University of Adelaide, Australia  **Uncertainty and decision-making in SME internationalization: The importance of control, prediction, and knowledge**  **W. Bai1,2, B. Francioni3, M. Johanson4,2, L. Oliveira5,4, M. Ratajczak-Mrozek6**  1Zhejiang University of Technology, China; 2Uppsala University, Sweden; 3University of Urbino, Italy; 4Dalarna University, Sweden; 5University of São Paulo, Brazil; 6Poznań University of Economics and Business, Poland |  |  | **C 1.2.8.: Determinants of subsidiary roles**  *Session Chair:***Małgorzata Lewandowska** *Session Chair:***Marlena Monika Dzikowska**  *Location:* **3.2, Building CEUE PUEB**   **A Dynamic Framework of Subsidiary Strategic Roles**  **M. M. Dzikowska1, U. Andersson2,3**  1Poznań University of Economics and Business; 2Mälardalen University; 3BI Norwegian Business School  **Global market integration, strategic orientation, and foreign subsidiary divestment**  **L. Sleuwaegen1, R. Belderbos1,2, F. DeMichiel1, S. Wu3**  1KU Leuven, Belgium; 2Maastricht University, The Netherlands; 3University of Liverpool, UK  **C 1.2.9.: Location-specific determinants of international finance**  *Session Chair:***Jean-François Hennart** *Session Chair:***Jure Jeric**  *Location:* **3.3, Building CEUE PUEB**   **Political Economy of Finance: Securities Market Regulation**  **J. Jeric**  Oxford University, United Kingdom  **Dividend smoothing in BRICS countries: the explanatory power of the company’s individual and market-based determinants**  **U. Mrzyglod, S. Nowak, M. Mosionek-Schweda, J. Kwiatkowski**  University of Gdansk, Poland  **Liability of foreignness in investment banking**  **J.-F. Hennart1, L. B. Beznos2, H. H. Sheng2**  1CentER, Tilburg University; 2Getulio Vargas Foundation (FGV-EAESP), Brazil  **C 1.2.11.: Tactics of SMEs in international markets**  *Session Chair:***Łukasz Puślecki**  *Location:* **A, Building CEUE PUEB**   **They are like elephants and we are like mice: A study of learning processes in two internationalizing SMEs**  **S. Melén Hånell, C. E. Rovira Nordman, L.-G. Mattsson**  Stockholm School of Economics, Sweden  **Social media use as mechanism facilitating progression through the international growth phases of INVs**  **S. Fraccastoro, M. Gabrielsson**  University of Eastern Finland, Finland  **Vulnerability in Cross-Border Online Shopping: A Cross-National Comparison between Chinese and German Consumers**  **A. Fota, H. Schramm-Klein, G. Wagner**  University of Siegen, Germany |

**INTERACTIVE SESSIONS 13:30 - 15:00**

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| **I 1.2.1.: Governmental influences on MNEs**  *Session Chair:***Phillip C. Nell** *Session Chair:***Constantina Kottaridi**  *Location:* **0.5, Building CEUE PUEB**    **The role of Chinese emerging market multinationals in the Belt Road Initiative: An inter-disciplinary approach**  **W.-s. Siu1, J. Pillai2**  1Hong Kong Baptist University, Hong Kong S.A.R. (China); 2American University of Central Asia, Kyrgyzstan  **CEO political ideology and firm’s tax avoidance behavior in the shadow of rising populism**  **A. Kerai**  Indian Institute of Management, India  **Engaging to be at Peace? Examining China’s Interaction with Australia and South Korea in Diplomacy and for International Business in the Belt and Road Initiative**  **J. Kim, A. Raswant**  University of Sydney, Australia  **Home Sweet Home? The Impact of Home Country Subnational Environment on the Internationalization of Emerging Market Firms**  **A. Raswant, C. Pattnaik**  University of Sydney, Australia |  |  | **I 1.2.2.: Institutions and FDI**  *Session Chair:***Birgit Hagen**  *Location:* **0.7, Building CEUE PUEB**   **Internationalization of the State-Owned Enterprises: Evidence from Russia**  **D. Klishevich1, A. Panibratov2**  1St. Petersburg State University, Russia; 2St. Petersburg State University, Russia  **Internationally initiated microfinance institutions and their performance: The moderating effect of size**  **T. W. SOMMENO**  University of Agder, Norway  **Inward FDI in Central and Eastern Europe: do institutions still matter?**  **V. Avioutskii1, M. Tensaout2**  1ESSCA School of Management, France; 2Université du Maine, France  **Legitimisation through the network – the case of emerging market firm internationalisation**  **N. Hasche2, C. Öberg1**  1The Ratio Institute, Sweden; 2Rebro University  **I 1.2.5.: Born global strategies**  *Session Chair:***Witold Nowiński** *Session Chair:***Sami Saarenketo**  *Location:* **3.1, Building CEUE PUEB**   **Internationalization of Born Globals: the Entrepreneurial Ecosystem Perspective**  **H. Velt, L. Torkkeli, S. Saarenketo**  Lappeenranta University of Technology, Finland  **Brazilian craft breweries and internationalization process: the born global perspective**  **F. Stocker1, G. Abib2**  1University of São Paulo, Brazil; 2Federal University of Paraná, Brazil  **Business models and internationalization patterns in the software industry. The case of Polish B2B IT firms.**  **W. Nowiński1, M. Kozma2**  1WSB University in Poznań, Poland; 2Corvinus University of Budapest, Hungary |

**PANELS 13:30 - 15:00**

**P 11.: Industry 4.0 – the perspective of international business**

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| *Session Chair:***Barbara Jankowska** *Session Chair:***Marta Götz**  *Location:* **2.2, Building CEUE PUEB** |

**Industry 4.0 – the perspective of international business**

**B. Jankowska1, M. Götz2, M. Gniadek3, Rob van Tulder4**

1Poznań University of Economics and Business, Poland; 2Vistula University; 3Amica Group; 4Erasmus University, Netherlands

**COMPETITIVE SESSIONS 15:30 - 17:00**

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| **C 1.3.1.: Knowledge exchanges in internationalization**  *Session Chair:***Antonella Zucchella**  *Location:* **0.5, Building CEUE PUEB**   **Multinationals and the European poors: Reverse knowledge transfer or ad hoc solutions?**  **A. Zucchella1, S. Malvestito2**  1University of Pavia, Italy; 2UBS, Switzerland  **Does Foreign Direct Investment promote Institutional Development in Africa?**  **R. Mongong-Fon, F. Filippaios, C. Stoian**  University of Kent, United Kingdom  **Institutional deviance and institutional upgrading: saying no to organized crime**  **A. Cuervo-Cazurra1, G. D. Santangelo2**  1D’Amore-McKim School of Business; 2Copenhagen Business School, Denmark  **C 1.3.3.: Multiple perspectives on moving IB research ahead**  *Session Chair:***Thomas Lindner** *Session Chair:***Timothy Michael Devinney**  *Location:* **0.7, Building CEUE PUEB**    **Myths about collinearity and clusters in International Business research: Identification, consequences, and remedies**  **T. Lindner, J. Puck**  Vienna University of Economics and Business, Austria  **Theories, Hypotheses and Testing Structures: A Holistic Perspective**  **T. M. Devinney1, E. Rose2, K. Nagre3**  1University of Leeds, United Kingdom; 2University of Leeds, United Kingdom; 3University of Leeds, United Kingdom  **Systematic technique for applying critical realism to multilevel case studies in International Business**  **A. Silenskyte**  University of Vaasa, Finland  **C 1.3.4.: Atypical behavior in internationalization**  *Session Chair:***Yi Li** *Session Chair:***Stefano Elia**  *Location:* **A, Building CEUE PUEB**   **Entry mode deviation from internalization theory predictions**  **S. Elia1, M. Møller Larsen2, L. Piscitello1**  1Politecnico di Milano, Italy; 2Copenhagen Business School  **The Role of Imitative Learning on Speed of the Internationalization Process: An Analysis on Market Selection Process**  **J. N. Edeh, F. J. Acedo, J. C. Casilas**  Universidad de Sevilla, Spain  **Which way to catch up? Top management team functional diversity and unconventional FDI portfolios of emerging economy firms**  **Y. Li1, L. Cui2, Y. Choi2, X. Tian3**  1The University of Sydney, Australia; 2The Australian National University, Canberra, Australia; 3Chongqing Technology and Business University, Chongqing, China  **C 1.3.6.: Location specificity and FDI decisions**  *Session Chair:***Michal Budryk** *Session Chair:***Constantina Kottaridi**  *Location:* **2.1, Building CEUE PUEB**   **FDI, Culture and Females’ Education in EU Countries**  **C. Economidou, C. Kottaridi, K. Louloudi**  University of Piraeus, Greece  **They grow up so quickly! An essay on evolution of Swedish managers' mental frames of the developing markets in times of globalisation**  **M. Budryk**  Uppsala University, Sweden  **The Eclectic Paradigm as a Holistic Model to Analyze Subnational Determinants of FDI**  **C. B. Batschauer da Cruz1, D. E. Floriani1, M. Amal2**  1University of Vale do Itajaí (UNIVALI), Brazil, Brazil; 2Regional University of Blumenau (FURB), Brazil  **C 1.3.8.: Distance and MNE strategy**  *Session Chair:***João Carvalho Santos** *Session Chair:***Seong-Young Kim**  *Location:* **C, Building CEUE PUEB**   **Competition network, home-region competition, and performance**  **S.-Y. Kim**  ESC RENNES SCHOOL OF BUSINESS, France  **No place like home: Evidence on country of origin acquisitions by migrant CEOs**  **M. J. Mueller1, T. H. Reus1, A. H. Slangen2**  1Rotterdam School of Management, Erasmus University; 2KU Leuven  **The impact of institutional distance on cross-border merger and acquisition time to completion: The moderating effect of European Union membership**  **C. Santos1, N. R. Reis1,2, J. C. Santos1,2**  1School of Techonlogy and Management, Polytechnic Institute of Leiria; 2CARME - Centre of Applied Research in Management and Economics |  |  | **C 1.3.9.: Firm stakeholders and MNE decisions**  *Session Chair:***Flladina Zilja** *Session Chair:***Manzur Rahman**  *Location:* **3.1, Building CEUE PUEB**   **Stakeholder Voice and Accounting-Based Incentives: Evidence from Germany and the United States**  **D. Feils1, M. Rahman2, F. Sabac3**  1MacEwan University, Canada; 2University of San Diego, USA; 3University of Alberta, Canada  **Nominee representatives of lenders in the board of directors: Impact on firm internationalization strategy**  **V. Sukumara Panicker1, S. Mitra2, R. Srinivas Upadhyayula2**  1Loughborough University, United Kingdom; 2Indian Institute of Management, Kozhikode, India  **CEO Overconfidence and Subsidiary Divestments**  **F. Zilja**  BI Norwegian Business School, Norway  **C 1.3.10: Understanding the role of managers in MNEs**  *Session Chair:***Stefan Schmid** *Session Chair:***Cheryl Dowie**  *Location:* **3.3, Building CEUE PUEB**   **International top managers and their board tenure: is internationalization detrimental?**  **S. Schmid1, S. Mitterreiter2**  1ESCP Europe, Germany; 2ESCP Europe, Germany  **Integration managers’ approaches to uncertainty management**  **S. A. Sniazhko**  University of Vaasa, Finland  **Proposal of a Validated Coding Instrument to Analyse Interactions in Cross-cultural Business Negotiations**  **C. Dowie1, C. De Mattos2, O. De Bruijn3, P. Ghauri4**  1University of Aberdeen, UK; 2University of Huddersfield, UK; 3University of Manchester, UK; 4Uiversity of Birmingham, UK  **C 1.3.12.: Determinants of the design of innovation activities of MNEs**  *Session Chair:***Tomasz Gołębiowski**  *Location:* **0.12, Building CEUE PUEB**  **Innovation and industrial specialization patterns of FDI in service and manufacturing sectors – examination of the industrial sectors across regions in a transition economy**  **A. Mironko**  Indiana University East, United States of America  **Industrial architecture characteristics, R&D subsidies and policy penetration effects: A comparative study of wind power and new energy vehicles**  **W. Gao1, D. Wang2, X. Hu1**  1China University of Mining and Technology, China; 2Aalborg University, Denmark  **Knowledge exploration and exploitation in R&D internationalization: A comparison of emerging versus advanced economy multinational companies**  **V. Procher1, P. Steinberg2, D. Urbig3, C. Volkmann3**  1Grenoble Ecole de Management, France; 2University of Groningen, The Netherlands; 3University of Wuppertal, Germany |

**INTERACTIVE SESSIONS 15:30 - 17:00**

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| **I 1.3.4.: Location-specific strategies of internationalization**  *Session Chair:***Krzysztof Wach**  *Location:* **1.1, Building CEUE PUEB**   **U.S. Foreign Direct Investment to the Eurozone Manufacturing. A distance framework by type of industry approach**  **D. Kyrkilis1, N. Grujic1**  1University of Macedonia, Greece  **Unintended FDI spillovers or deliberate network change? - Developing a framework on multinational corporations’ impact on local companies**  **E. Pelto**  University of Turku, Finland  **Driving forces behind the expansion strategies of Chinese MNEs in Central and Eastern Europe**  **A. Szunomar Agnes**  Center for Economic and Regional Studies HAS, Hungary  **Internal organizational factors on social enterprise international scaling: a quantitative study**  **F. De Beule, K. Dobson, J. Bruneel**  KU Leuven University, Belgium  **I 1.3.5.: International new venture success**  *Session Chair:***Tiia Vissak**  *Location:* **B, Building CEUE PUEB**   **Embeddedness of international new ventures during the first global economy**  **T. Leppäaho1, R. Amdam2, S. Jack3, S. Korhonen1**  1Lappeenranta University of Technology, Finland; 2BI Norwegian Business School, Norway; 3Stockholm School of Economics, Sweden  **Survival of new ventures: the influence of internationalization and its speed**  **E. Choquette, M. Rask**  Aarhus University, Denmark  **Are corporate investors ambidextrous? How exploration and exploitation can pursue firm performance in the corporate venture capital?**  **F. H. Shuwaikh**  Paris Sud University, France  **Internationalisation performance of SMEs from emerging economies: Does managerial knowledge make a difference?**  **S. Kumari, V. Shirodkar, S. McGuire**  University of Sussex, United Kingdom  **Mature markets, internationalization and SMEs: challenges and opportunities**  **A. Montoro-Sanchez1, C. Maylin-Aguilar2**  1Complutense University of Madrid, Spain; 2Francisco de Vitoria University, Spain  **I 1.3.6.: Clustering effects in IB**  *Session Chair:***Tomasz Dorożyński** *Session Chair:***Francisco Puig**  *Location:* **2.21, Building CEUE PUEB**   **Co-location of R&D and production in fashion industry: The case of Italy**  **D. Lica, E. Di Maria, V. De Marchi**  University of Padova, Italy  **Collocation for what? Value and critical dimensions of MNE clustering**  **B. Urzelai1, F. Puig2**  1University of the West of England, United Kingdom; 2University of Valencia, Spain  **Location advantages of the Lodz province for small foreign investors: revisited after five years**  **T. Dorożyński, J. Świerkocki**  University of Lodz, Poland  **The Managerial Challenges for Labor Intensive Industry in Developed Countries: Some Case Studies of Japanese Apparel SMEs**  **F. Iwasaki1, Y. Ueki2**  1Economic Research Institute for ASEAN and East Asia (ERIA), Indonesia; 2Institute of Developing Economies (IDE-JETRO), Japan  **Micro-geography of Agglomeration Economies: Evidence on the UK**  **D. Castellani1, K. Lavoratori1**  University of Reading, United Kingdom |  |  | **I 1.3.9.: Firm stakeholders and MNE decisions**  *Session Chair:***Amanda Budde-Sung**  *Location:* **3.2, Building CEUE PUEB**   **How audit society limits countries' ability to grow IB via inconsistent treatment of Remittances in sovereign credit rating**  **L. F. DUCRAY**  Caen-Normandie University, France  **The Role of Dividends on Equity Valuation: Evidence from GCC Countries**  **B. M. Abu-Abbas**  Qatar University, Qatar  **Women on Boards of the World’s Largest Multinationals: A Multi-Dimensional Perspective**  **A. Budde-Sung, S. Gray**  University of Sydney, Australia  **Going private transactions performance in emerging economies: a comparative study between Latin America, Europe and Asia**  **A. Y. Chevalier1, A. Sannajust2**  1ESCP Europe, France; 2Université de Saint Etienne-COACTIS-Saint Etienne-France, France  **I 1.3.10.: Internal and external stakeholders of internationalization**  *Session Chair:***Ilan Alon** *Session Chair:***Susanne Sandberg**  *Location:* **0.11, Building CEUE PUEB**   **Migrants as cross-border entrepreneurs – a theoretical review and mapping**  **M. Elo1, P. Servais2, S. Sandberg2**  1Shanghai University, University of Turku, Migration Institute of Finland, Finland; 2Linnaeus University,  **From expatriation to global migration: The role of talent management practices in talent mobility to Ghana**  **M. Latukha, J. Soyiri**  St. Petersburg State University, Russia  **The Paradox of Roots and Wings: Labor Mobility from Local Firms to MNEs in Algeria**  **F. Tighersi1, A. Bouguerra2, I. Golgeci3**  1 University of Birmingham, United Kingdom; 2Copenhagen Business School, Denmark; 3Aarhus University, Denmark  **Global Leadership success through cultural and emotional intelligence in International teams**  **E. Lankut1,2, M. Gunkel3, Z. H. Munim1, I. Alon1, V. Taras4, N. F. Richter2**  1University of Agder, Norway; 2Southern Denmark University (SDU), Denmark; 3Free University of Bozen-Bolzano, Italy; 4University of North Carolina at Greensboro, USA |

**PANELS 15:30 - 17:00**

**P 6.: Accounting for Context in Qualitative IB Research**

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| *Session Chair:***Emmanuella Plakoyiannaki**  *Location:* **0.4, Building CEUE PUEB** |

**Accounting for Context in Qualitative IB Research**

**E. Plakoyiannaki1, H. Gajewska De Mattos1, R. Piekkari2, E. Rose1,2, P. Shulist2, C. Welch3**

1University of Leeds, United Kingdom; 2Aalto University, Finland; 3University of Sydney, Australia

**P 7.: Backlash of Globalization – Cyclical and Structural Phenomena. How Can IB Respond to and Investigate Them?**

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| *Session Chair:***Erzsebet Czako**  *Location:* 4**.1, Building CEUE PUEB** |

**Backlash of Globalization – Cyclical and Structural Phenomena. How can IB Respond to and Investigate Them?**

**E. Czako1, A. Jaklič2, S. Lundan3, K. Obłój4**

1Corvinus University of Budapest, Hungary; 2Ljubljana University, Slovenia; 3Bremen University, Germany; 4Kozminski University, Poland

**PEDAGOGY WORKSHOP 16:00 – 18:30**

**Friday – 16:00-17:00**: **“Using ForClass™ to Drive Student Engagement and Accountability in International Business Courses”**

**Location: 2.2, Building CEUE**

**Presenter**: P. Roberto Garcia, Indiana University

*Participants*:

Laura Fernández-Méndez

Aleksandra Hauke-Lopez

Magdalena Langosch

Cheryl Dowie

Marta Wojtyra

Irene Kujala

Gro Alteren

Markus Vodosek

Emna Moalla

Stefano Elia

Megan (Min) Zhang

**Friday – 17.15-18.30**:**“Using Zoom™ and Globesmart™ to Enhance International Business Online Teaching”**

**Location: 2.2, Building CEUE**

**Presenter**: P. Roberto Garcia, Indiana University

*Participants*:

Laura Fernández-Méndez

Magdalena Langosch

Irene Kujala

Andreja Jaklič

**Saturday, December 15th, 2018**

**COMPETITIVE SESSIONS 8:30 - 10:00**

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| **C 2.1.5.: Social effects of international entrepreneurship**  *Session Chair:***Andreja Jaklič** *Session Chair:***Sami Saarenketo**  *Location:* **0.4, Building CEUE PUEB**   **Regional social capital and the entrepreneurial establishment process: a multi-level study**  **J. Kleinhempel, S. Beugelsdijk, M. Klasing**  1University of Groningen, The Netherlands  **The internationalization of socially oriented organizations: Determinants of host country selection**  **J. Chen, S. Saarenketo, K. Puumalainen**  Lappeenranta University of Technology, Finland  **Entry timing and initial speed: Exploring interactions and impacts on exporting SMEs**  **R. Romanello1, M. Chiarvesio1, B. Balboni2**  1University of Udine, Italy; 2University of Modena and Reggio Emilia, Italy    **C 2.1.7.: External orientation and contemporary firm growth**  *Session Chair:***Bartosz Deszczyński** *Session Chair:***Bisan Abdulkader**  *Location:* **0.6, Building CEUE PUEB**   **Networks and Firm's Scalability: How Network Factors Contribute in defining Born-Global Scalability Path**  **B. Abdulkader**  Central European University, Hungary  **Digitalization in the global sales era: the analysis of a cross-national dataset**  **C. Lindh2, C. E. Rovira Nordman1, S. Melén Hånell1, A. Safari2, A. Hadjikhani2**  1Stockholm School of Economics, Sweden; 2Mälardalen University, Sweden  **RBV + SDL = RM? Explaining Resource-Based View and Service-Dominant Logic through Relationship Management**  **B. Deszczyński**  Poznań University of Economics and Business, Poland    **C 2.1.8.: Organizational determinants of MNE decisions**  *Session Chair:***Dorota Piaskowska**  *Location:* **0.7, Building CEUE PUEB**   **Structural Attention Matters More: Attention and Communication Choices in Multinational Corporations**  **H. u. Haq1, R. Drogendijk1, D. B. Holm2**  1University of Groningen, Netherlands; 2Uppsala University, Sweden  **A values-based analysis of bifurcation bias and its impact on family firm internationalization**  **A. Verbeke1, W. Yuan2, L. L. Kano1**  1University of Calgary, Canada; 2University of Manitoba, Canada  **The effect of initial structural conditions on IJV stability: Evidence from French-foreign JVs**  **H. Aib, J. Liouville**  University of Strasbourg, France  **C 2.1.9.: Location determinants of cross-border capital flows**  *Session Chair:***Marion Sandrine Bitsch** *Session Chair:***Guus Hendriks**  *Location:* **1.1, Building CEUE PUEB**   **Outward foreign investment and home-country economic development: Using the eclectic paradigm to synthesize two influential IB literatures**  **G. Hendriks**  University of Warwick, United Kingdom  **Addressing the finance gap in IB: combining export finance and export promotion to support firms’ internationalization**  **M. S. Bitsch**  University of Turku, Finland  **How exporting small and medium sized enterprises manage foreign exchange risk**  **V. H. Dang1, V. Lindsay2**  1An Giang University, Vietnam; 2American University of Sharjah, United Arab Emirates |  |  | **C 2.1.10.: Internal stakeholders and their role for MNEs**  *Session Chair:***Ricardo Jesús Guerrero Barboza** *Session Chair:***Sarah-Alena Rössig**  *Location:* **2.1, Building CEUE PUEB**   **Cultivating a corporate global mindset: An exploratory attempt to connect global mindset with organizational identity**  **R. Guerrero, J. Hruby**  Steinbeis Consulting Center, Germany  **Exploring voluntary turnover in companies operating in Russia: Application of text mining in job review analysis**  **D. Sokolov, L. Selivanovskikh**  St. Petersburg State University, Russia  **Attracting Job Seekers Using Diversity Seals**  **S.A. Rössig, S. Enke**  Otto von Guericke University Magdeburg, Germany  **C 2.1.11.: Understanding the effects of the foreign environment**  *Session Chair:***Mariola Ciszewska-Mlinarič** *Session Chair:***Bernhard Swoboda**  *Location:* **2.21, Building CEUE PUEB**   **Foreign market adaptation and performance: the role of institutional distance and organizational capabilities**  **M. Ciszewska-Mlinaric1, P. Trąpczyński2**  1Kozminski University, Warsaw, Poland; 2Poznań University of Economics and Business, Poland  **Causation and Effectuation Help to Understand Export Marketing and Performance of Micro and Small Brazilian Enterprises**  **R. D. Cunha, T. V. Rocha, S. G. Moraes**  ESPM/SP, Brazil  **Country Environment and Local Performance: A Cross-classified Multi-level Approach**  **B. Swoboda, L. Morbe, C. Sinning**  University of Trier, Germany  **C 2.1.12.: Location and MNE innovativeness**  *Session Chair:***Tariq H. Malik** *Session Chair:***Vikrant Shirodkar**  *Location:* **0.11, Building CEUE PUEB**   **Don’t do it in the Rome if you cannot do as the Romans do: How ‘distance’ in intellectual property protection regimes matters for MNEs’ innovations at foreign-subsidiary levels?**  **P. Konara1, G. Batsakis2, V. Shirodkar3**  1University of Plymouth, United Kingdom; 2ALBA Graduate Business School, Greece; 3University of Sussex, United Kingdom  **Firm’s Innovation and Market Valuation: Are There any Threshold Effects?**  **C. Economidou1, K. Drivas1, E. Ketteni2, C. Kottaridi1**  1University Of Piraeus, Greece; 2Frederick University, Cyprus  **Foreign Knowledge Flow and the Chinese Accounting Firm’s Dynamic Capabilities Development**  **T. H. Malik**  Liaoning University, China  **C 2.1.13.: Determinants of inter-firm linkages**  *Session Chair:***Tomasz Gołębiowski** *Session Chair:***Iiris Saittakari**  *Location:* **A, Building CEUE PUEB**   **An Inter-firm Perspective on Market, Brand and Entrepreneurial Orientation: The Influence on Performance**  **F. Wang1, P. Ghauri2, U. Elg3**  1King's College London, United Kingdom; 2University of Birmingham, United Kingdom; 3Lund University, Sweden  **Managing resource dependencies to achieve the balance of power: A perspective of low power firms in an inter-organisational relationship**  **S. Ahmad, P. Dimitratos, S. Zyglidopoulos, R. Narooz**  University of Glasgow, United Kingdom  **Indigenous and Foreign MNEs: Do Linkages with Local Business Partners Differ?**  **J. Scott-Kennel1, I. Saittakari2**  1University of Waikato, New Zealand; 2Aalto University, Finland |

**INTERACTIVE SESSIONS 8:30 - 10:00**

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| **I 2.1.5.: Specificity of SME internationalization**   |  | | --- | | *Session Chair:***Łukasz Puślecki** *Session Chair:***Niina Nummela**  *Location:* **0.5, Building CEUE PUEB** |   **Investigating collective international opportunities – A case study**  **E. Haaja1, N. Nummela1,2**  1University of Turku, Finland; 2University of Tartu, Estonia  **Family ownership and intermittent exporting**  **A. Kuiken**  Jönköping International Business School, Sweden  **The choice between joint venture and wholly owned subsidiary: a comparison of SMEs and large firms**  **M. C. Sestu1, A. Majocchi1, A. D’Angelo2**  1University of Pavia, Italy; 2Università Cattolica del Sacro Cuore, Italy  **Digital Age Internalization: How Organizational Performance Impacts Internalization Decisions**  **J. Dredge, C. Park**  Memorial University, Canada  **Early Internationalizing Firms as a Means of Cross-border Entrepreneurial Experimentations under Genuine Uncertainty: Insights from Judgment-Based View of Entrepreneurship**  **H. Kano**  Waseda University, Japan  **The Evolution of Born Globals**  **S. Øyna, R. Shneor**  University of Agder, Norway  **I 2.1.10.: People as catalysts to internationalization**  *Session Chair:***Paul Gooderham** *Session Chair:***Alexei Koveshnikov**  *Location:* **2.2, Building CEUE PUEB**   **Discovering the Land of a Thousand Lakes: Identity Work among Foreign Academics in Finland**  **A. Koveshnikov1, P. Kähäri1, J. Sumelius2, H. Vuorenmaa1**  1Aalto University School of Business, Finland; 2University of Vaasa, Finland  **“Maybe I’m not an expert at all”: Enacting expertise at the multinational workplace**  **T. Hakkarainen1, J. Angouri2**  1Aalto University, Finland; 2University of Warwick, United Kingdom  **The influence of TMT’s nationality diversity on MNCs’ employer attractiveness**  **T. Dauth1,4, S. Schmid2, D. Georgakakis3, W. Ruigrok3, F. Orban1**  1HHL Leipzig Graduate School of Management, Germany; 2ESCP Europe, Germany; 3University of St. Gallen, Switzerland; 4Fraunhofer Center for International Management and Knowledge Economy  **Do location and family matter when going abroad?**  **G. Hong1, K. E. Shin2, E. Kim3**  1The institutes of Spain and Latin America, Korea University; 2Korea University Business School; 3Pusan National University, Korea, Republic of (South Korea)  **Researchers as Key Actors in the Internationalization of Higher Education: The P.R.I.D. Model**  **M. Romani-Dias1,2, J. Carneiro2**  1Escola Superior de Engenharia e Gestão (ESEG), Brazil; 2FGV Sao Paulo School of Business Administration, Brazil |  |  | **I 2.1.12: Location and MNE innovativeness**  *Session Chair:***Alexander Wollenberg** *Session Chair:***Fábio de Oliveira Paula**  *Location:* **C, Building CEUE PUEB**   **Innovation and Regional Development: Evidence from Brazil**  **F. d. O. Paula, J. F. d. Silva**  Pontifical Catholic University of Rio de Janeiro, Brazil  **The Influence of Human Resource Management (HRM) Practices on Knowledge Sharing in ERP Implementation**  **A. Aklamanu**  Ghana Institute of Management and Public Administration, Ghana  **Effectuation, Causation and Radical Innovation in Norwegian Firms**  **P. Westhead2, M. Solesvik1**  1Nord University, Norway; 2Durham University, United Kingdom  **An Integrated Model to Explore the Determinants of Product and Process Innovation: Does Information System Usage has A Mediating Role?**  **I. H. Magboul1, A. K. Al-Swidi2**  1Community College Qatar, Qatar; 2Qatar University, Qatar  **I 2.1.13.: Networks and internationalization**  *Session Chair:***Cristina Villar** *Session Chair:***Mario Glowik**  *Location:* **B, Building CEUE PUEB**   **Political Embeddedness and Competence Creation: Intermediate Units vs. Local Subsidiaries**  **A. Botella, C. Villar, J. Pla-Barber**  University of Valencia, Spain  **Global Market Entry Strategies of Chinese and Taiwanese High-Technology Firms: A Network Perspective**  **M. Glowik, A. Alan**  Berlin School of Economics and Law, Germany  **European Born Globals and Their Global Value Chains**  **V. Patrini**  Eurofound, Ireland  **Social Network Structure and Vertical Desintegration**  **R. Oliveira1, A. Figueira1, B. Jindra2**  1COPPEAD, Brazil; 2Copenhagen Business School, Denmark  **The Impact of International Ownership on the Performance of Social Enterprises: A Global Survey of Microfinance Shareholder Firms**  **K. Ohene Djan1, R. Mersland1, L. A. Beisland1, L. Nakato1, S. A. Nyarko1,2**  1University of Agder, Norway; 2Universite Libre de Bruxelles, Solvay Brussels School of Management |

**PANELS 8:30 - 10:00**

**P 1.: International Business Online Education in a Transforming World**

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| *Session Chair:***Ronaldo Parente**  *Location:* **3.1, Building CEUE PUEB** |

**International business online education in a transforming world**

**R. Parente1, D. Wernick1, J. Lipe2, M. Weinstein1, J. Branch3**

1Florida International University, USA; 2University of Minnesota, USA; 3University of Michigan, USA

**P 4.: The Proof is in the Pudding: Making MNEs Accountable for their CSR/ Sustainability/ SDG Claims**

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| *Session Chair:***John Raymond Dilyard**  *Location:* **3.2, Building CEUE PUEB** |

**The Proof is in the Pudding: Making MNEs Accountable for their CSR/Sustainability/SDG Claims**

**J. R. Dilyard1, N. Sinkovics2,4, R. van Tulder3, J. A. van Zanten3, A. Rygh2**

1St. Francis College, USA; 2The University of Manchester, United Kingdom; 3RSM Erasmus University Rotterdam, The Netherlands; 4Temple University, USA

**P 12.: Energy for Transportation – Chances, Threats and Challenges**

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| *Session Chair:***Hubert Igliński**  *Location:* **3.3, Building CEUE PUEB** |

**Energy for transportation – chances, threats and challenges**

**H. Igliński1, M. Borychowski1, A. Staliński1, M. Gościniak2**

1Poznań University of Economics and Business, Poland; 2ENEA Operator

**COMPETITIVE SESSIONS 13:30 - 15:00**

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| **C 2.2.4.: Disentangling the nature of firm-specific advantages**  *Session Chair:***Yi Wang** *Session Chair:***Aleksandra Wąsowska**  *Location:* **0.5, Building CEUE PUEB**   **Infant multinationals in infant markets: opportunity creation by Central and Eastern European firms in Sub-Saharan Africa**  **A. Wąsowska1, K. Obłój2**  1University of Warsaw, Poland; 2Kozminski University, Poland  **Institutional effects on the ownership in cross-border acquisitions by African firms**  **J. C. Rodrigues2, M. P. Ferreira1, J. C. Santos1**  1Polytechnic Institute of Leiria; 2CARME - Centre of Applied Research in Management and Economics; 2Polytechnic Institute of Leiria  **Internationalization and Performance: Moderating Role of Firm-specific Advantages**  **K. R. Bhandari1, J. Larimo1, Y. Wang2**  1University of Vaasa, Finland; 2University of Southern Denmark, Denmark  **C 2.2.5.: Questioning common wisdom about SME internationalization**  *Session Chair:***Izabela Kowalik**  *Location:* **0.7, Building CEUE PUEB**   **The informal legacy: exploring the relationship between the informal economy and exporting among African SMEs**  **M. Møller Larsen, C. Witte**  Copenhagen Business School, Denmark  **Boundarylessness and boundaries in international entrepreneurship identity work**  **S. Korhonen1, M. Hannibal2**  1Lappeenranta University of Technology, Finland; 2University of Southern Denmark, Denmark  **Facilitating International Venturing of Emerging Market Firms through Entrepreneurial Transformation: Contingent Role of Technological Environment**  **C. Han1, B. Nielsen2**  1Xi'an Jiaotong University, China; 2The University of Sydney, Australia  **C 2.2.6.: Determinants of value chain configurations**  *Session Chair:***Davide Castellani** *Session Chair:***Jie Hong**  *Location:* **1.1, Building CEUE PUEB**   **The role of institutional context in backshoring decisions**  **L. L. Halse1, B. B. Nujen1, H. Solli-Sæther2**  1Molde University College, Norway; 2Norwegian University of Science and Technology, Norway  **What happens after offshoring? A comprehensive framework**  **M. Bettiol2, M. Chiarvesio3, E. Di Mattia2, C. Di Stefano1, L. Fratocchi1**  1University of L'Aquila, Italy; 2University of Padova, Italy; 3University of Udine, Italy  **Connectivity and the Location of MNEs Across the Value Chain. Evidence from US Metropolitan Areas**  **D. Castellani1, K. Lavoratori1, A. Perri2, V. Scalera3**  1University of Reading, United Kingdom; 2Ca’ Foscari University of Venice, Italy; 3University of Amsterdam, The Netherlands  **Why do multinational firms offshore R&D to China? An in-depth analysis of determinants behind locational strategies**  **J. Hong, S. Massini, J. Edler**  University of Manchester, United Kingdom |  |  | **C 2.2.11.: Determinants of international marketing and cooperation**  *Session Chair:***Aleksandra Hauke-Lopes**  *Location:* **0.11, Building CEUE PUEB**   **Strategic factors in the interaction of innovation-oriented University-Industry collaborations**  **V. Rosendo-Rios**  CUNEF, Spain  **The brand identity role and attitude toward donations: an American-Italian comparison in the higher education context**  **B. Francioni1, I. Curina1, C. Dennis2, S. Papagiannidis3, E. Alamanos3, M. Bourlakis4**  1Università di Urbino Carlo Bo, Italy; 2The Business School, Middlesex University, London NW4 4BT, UK; 3Newcastle University Business School, Newcastle University, Newcastle upon Tyne NE1 4SE, UK; 4Cranﬁeld School of Management, Cranﬁeld, Bedford MK43 0AL, UK  **Generational cohorts: Review and research directions**  **S. G. Moraes, V. I. Strehlau, R. D. Cunha**  ESPM, Brazil  **C 2.2.13.: Catalysts of international relationships**  *Session Chair:***Jaakko Samuli Metsola** *Session Chair:***William Degbey**  *Location:* **0.4, Building CEUE PUEB**   **Recapturing customers in cross-border acquisitions of knowledge-intensive firms: the case of a Chinese-Finnish M&A**  **W. Y. Degbey1, C. Öberg2, N. Nummela1**  1University of Turku, Finland; 2Örebro University School of Business, Sweden  **The institutional approach on coopetition: coopetition and internationalization of firms regarding the role of the formal institutions**  **J. M. Monticelli1,3, I. L. Garrido2, L. M. Vieira1, J. R. d. S. Verschoore2**  1Fundacao Getulio Vargas EAESP, Brazil; 2Universidade do Vale do Rio dos Sinos, Brazil; 3Universidade Unilasalle, Brazil  **Socioemotional wealth and international networking of family-controlled SMEs**  **J. S. Metsola, T. C. Leppäaho**  Lappeenranta University of Technology, Finland |

**INTERACTIVE SESSIONS 13:30 - 15:00**

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| **I 2.2.6.: Determinants of MNE location decisions**  *Session Chair:***Arnold Schuh** *Session Chair:***Alexander Wollenberg**  *Location:* **2.1, Building CEUE PUEB**   **Knowledge connectivity in the global value chain of lithium-batteries**  **I. Alvarez, R. Marín, F. Moreno-Brieva**  Universidad Complutense de Madrid, Spain  **E-commerce and the international scope of MNEs**  **I. Alvarez, R. Marín**  Universidad Complutense de Madrid, Spain  **The role of inter-organizational strategic fit in sub-supplier management – a multi-case field study observed from a lower-tier perspective**  **E. Altmayer**  University of St. Gallen, Switzerland  **Firm financial performance and the consequence of FDI location in global cities vs. non-global cities**  **H. Du**  NEOMA Business School, France    **I 2.2.10.: Developing human capital across borders**  *Session Chair:***Matevz Raskovic**  *Location:* **2.2, Building CEUE PUEB**   **Segways and segues: humour as a lens to exploring expatriates’ language proficiency and cross-cultural awareness in Japan**  **M. J. Lehtonen, A. Koveshnikov**  Aalto University, Finland  **A Conceptual Framework of Global Mindset (GM) Development**  **J. Hruby, R. Guerrero, J. Hartel**  Steinbeis Consulting Center, Germany  **A Cross-Cultural Investigation of Individual- and Collective-Focused Leadership**  **U. Poethke, J. Rowold**  TU Dortmund University, Germany  **Institutional influences on the implementation of HRM in MNCs across settings**  **P. Gooderham1, E. Stavrou2, E. Parry3, M. Morley4, M. Lazarova5**  1NHH, Norway; 2Cyprus University of Technology, Cyprus; 3Cranfield University, United Kingdom; 4University of Limerick, Ireland; 5Beedie School of Business, Canada  **HRM practices and intellectual capital: the role of knowledge management strategies**  **D. Sokolov, E. Zavyalova**  St. Petersburg State University, Russia |  |  | **I 2.2.11.: Determinants of marketing performance**  *Session Chair:***Jorge Carneiro** *Session Chair:***Svetla Trifonova Marinova**  *Location:* **C, Building CEUE PUEB**   **Environmental Sustainability Strategy and International Performance: A Systematic Review of the Literature**  **L. Barbosa, J. Carneiro**  FGV Sao Paulo School of Business Administration, Brazil  **When performance fails to appear: Making the marketing strategy more right**  **G. Alteren**  UiT Arctic University of Tromso, Norway  **A study of export intensity and export performance of MNE foreign subsidiaries**  **Q. Nguyen**  University of Reading, United Kingdom  **Context and position in value co-creation: a multi-firm perspective**  **S. T. Marinova1, S. Freeman2, M. Marinov1**  1Aalborg University, Denmark; 2University of South Australia, Australia  **I 2.2.12.: Multi-level determinants of knowledge sharing**  *Session Chair:***Ismail Golgeci** *Session Chair:***David Schulzmann**  *Location:* **2.21, Building CEUE PUEB**   **How do International Linkages, business group affiliation and state ownership affect the Domestic Innovation Performance of Overseas Technology Seeking M&As in Chinese Businesses?**  **Z. Hu, D. Sutherland, C. Williams**  Durham University, United Kingdom  **Internal challenges to knowledge sharing in Western R&D centers in China: A comparative case study**  **D. Schulzmann1,2, D. Wang1, D. Slepniov1**  1Aalborg University, Denmark; 2University of Chinese Academy of Sciences, China  **Constructing transactional confidence under conditions of institutional uncertainties: Social and technological micro solutions of platform-based organizations in emerging markets**  **M. Okraku1, C. E. Weber1, I. Maurer1, J. Mair2**  1University of Göttingen, Germany; 2Hertie School of Governance, Germany  **MNC’s knowledge management and project performance: An ability, motivation and opportunity approach**  **A. Dasi1, T. Pedersen2, L. L. Barakat3, T. R. Alves4**  1Universitat de València, Spain; 2Bocconi University, Italy; 3Fundação Dom Cabral, Brazil; 4Action Business  **How do external search influence the link between knowledge transfer and innovation performance? Evidence from European MNE subsidiaries**  **I. Golgeci1, A. Ferraris2, A. Arslan3, S. Y. Tarba4**  1Aarhus University, Denmark; 2University of Turin, Italy; 3University of Oulu, Finland; 4University of Birmingham, United Kingdom  **I 2.2.14.: New approaches in IB teaching**  *Session Chair:***Vivian Steinhauser** *Session Chair:***Peter Zettinig**  *Location:* **B, Building CEUE PUEB**   **Bridge-building: An integrative approach to learning in International Business**  **P. Zettinig, M. Berry**  University of Turku, Finland  **Critical Perspectives on Transnational Higher Education**  **J. D. Branch**  University of Michigan, USA  **The Travel Shop: new alternatives for growth**  **V. Steinhauser, A. Da Rocha**  PUC Rio, Brazil  **Using International Classroom as a Platform for Teaching IB**  **M. Jarosiński1, M. Kozma2**  1SGH Warsaw School of Economics, Poland; 2Corvinus University of Budapest, Hungary |

**PANELS 13:30 - 15:00**

**P 2.: Internationalization of Service SMEs: Networks, Inter-Firm Collaborations and Value Creation**

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| *Session Chair:***Hussain Gulzar Rammal**  *Location:* **3.1, Building CEUE PUEB** |

**Internationalization of Service SMEs: Networks, Inter-Firm Collaborations and Value Creation**

**H. G. Rammal1, P. Ghauri2, B. Petersen3, E. L. Rose4, M. Scerri1**

1University of Technology Sydney, Australia; 2University of Birmingham, UK; 3Copenhagen Business School, Denmark; 4University of Leeds, UK and Aalto University, Finland

**P 5.: International Business Perspective on Brexit**

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| *Session Chair:***Klaus Meyer**  *Location:* **3.2, Building CEUE PUEB** |

**International Business Perspectives on Brexit**

**K. Meyer1, J. Clegg2, L. Brennan3, R. van Tulder4, F. Filippaios5, H. Voss2, E. Beleska-Spasova6**

1Ivey Business School; 2University of Leeds; 3Trinity College, Dublin; 4Rotterdam School of Management; 5University of Kent; 6Henley Business School

**P 8.: Diasporas Shaping International Business and Investment - a Critical Discussion**

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| *Session Chair:***Maria Elo**  *Location:* **3.3, Building CEUE PUEB** |

**Diasporas Shaping International Business and Investment – a Critical Discussion**

**M. Elo1, I. Minto-Coy2, L. Riddle3, P. Servais4, S. Sandberg4, S. Costa e Silva5, X. Zhang6**

1University of Turku, Finland; 2University of West Indies; 3George Washington University; 4Linnaeus University; 5Catolica Porto Business School, Portugal; 6Shanghai University

**SSE Gunnar Hedlund Award Session**  
Location: [A, Building CEUE PUEB](https://www.conftool.org/eiba2018/index.php?page=browseSessions&form_room=48)

**13:30 - 15:00**

In 1997, the Institute of International Business at the Stockholm School of Economics (SSE) established the award in memory of SSE Professor Gunnar Hedlund. The idea behind the award is that it should act as a vehicle to stimulate Ph.D. candidates around the world in the field of International Business, and also commemorate Professor Gunnar Hedlund’s important work in the field.

The award is administered by the Stockholm School of Economics, in collaboration with the European International Business Academy (EIBA). The winner receives a medal, a diploma and €10,000, and is announced bi-annually at the Annual Meeting of the European International Business Academy in December.

In this session, the four finalists for the 2016–2018 Award present their dissertations.

**Institutional Voids Investment Purposes, and Foreign Subsidiaries of Multinational Enterprises**

**Y. Getachew**

Loyola Marymount University, USA

**Solving Local Problems and Seizing Global Opportunities: An Analysis of Individuals’ Knowledge Search Behavior**

**R. Kratochvil**

FHWIEN DER WKW – University of Applied Sciences for Management & Communication, Austria

**The Location of Headquarters: Why, When and Where are Regional Mandates Located?**

**I. Saittakari**

Aalto University, Finland

**Knowledge, Trust, and Misperception across Institutional Environments**

**C.E. Weber**

University of Göttingen, Germany

**COMPETITIVE SESSIONS 15:30 - 17:00**

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| **C 2.3.4.: Challenges in IB theory**  *Session Chair:***Gabriel R.G. Benito**  *Location:* **0.4, Building CEUE PUEB**   **Bringing Corporate Governance into Internalization Theory: Foreign Entry of State Owned Enterprises**  **B. Grøgaard1, A. Rygh2, G. R. G. Benito1**  1BI Norwegian Business School, Norway; 2University of Manchester, United Kingdom  **Taking stock of foreign divestment: a critical review of contemporary literature**  **P. Arte, J. Larimo**  University of Vaasa, Finland  **C 2.3.5.: Explaining internationalization processes**  *Session Chair:***Kristin Brandl** *Session Chair:***Sascha Fuerst**  *Location:* **0.6, Building CEUE PUEB**   **Dynamic learning and networking capabilities: Their development and interplay during entrepreneurial internationalization**  **S. Fuerst1, P. Zettinig2**  1Universidad EAFIT, Columbia; 2University of Turku, Finland  **Chinese Exporter's Nonlinear Internationalization Process: Causes and Analysis**  **X. Zhang1,2, J. Helena Zhang3, R. Aman1**  1University of Oulu, Finland; 2Shanghai University, China; 3Copenhagen Business School, Denmark  **Institutional Schisms: The impact of intergovernmental organizations on entrepreneurship**  **E. Moore2, L. A. Dau2, K. Brandl1**  1University of Victoria, Canada; 2Northeastern University, USA  **C 2.3.6.: The role of managers in SME internationalization**  *Session Chair:***Bozidar Vlacic** *Session Chair:***Harun Emre Yildiz**  *Location:* **A, Building CEUE PUEB**   **The Effect of Board Interlocks on the Degree of Firm Internationalization: Evidence from Swedish SMEs**  **H. E. Yildiz1, M. Eriksson1, U. Holm1, S. Morgulis-Yakushev2**  1Uppsala University, Sweden; 2Stockholm School of Economics, Sweden  **The managerial cognitive reasoning amplification to the internationalization decision-making process framework**  **B. Vlacic1, M. González-Loureiro1,2**  1Universidad de Vigo, Spain; 2CIICESI-Polytechnic Institute of Porto, Portugal  **Unanimity of top management team and firm performance in internationalizing SMEs**  **L. Haapanen, P. Ahokangas, J. Juntunen, M. Juntunen**  Oulu Business School, Finland  **C 2.3.8.: Social effects of MNE activities**  *Session Chair:***Erzsebet Czako** *Session Chair:***Jiyoung Shin**  *Location:* **0.7, Building CEUE PUEB**   **Causes and resolution approaches on conflicts between mining companies and communities**  **C. H. Oh1, J. Shin2, S. S. H. Ho1**  1Simon Fraser University, Canada; 2University of Groningen, The Netherlands  **How Could Social Business be Successful in Developing Countries? - A Case Study of Africa**  **H. Inami**  Kyorin University, Japan |  |  | **C 2.3.9.: Current challenges of global finance**  *Session Chair:***Linda Nakato**  *Location:* **B, Building CEUE PUEB**   **Nonperforming Loans and Efficiency of Microfinance Institutions**  **S. Zamore, L. A. Beisland, R. Mersland**  University of Agder, Norway  **Financial linkages and savings groups’ dynamics: A global study**  **L. Nakato1, R. Mersland1, B. D'Espallier2**  1University of Agder, Norway; 2KU Leuven, Belgium  **Adverse Shocks and Capital Structure Decisions: A Temporal Analysis of Listed Emerging Market Firms around the Global Financial Crisis**  **B. Aybar1, S. Deligonul2, B. An3**  1Southern New Hampshire University, USA; 2St. John Fisher College, USA; 3Plymouth State University, USA  **C 2.3.10.: Challenges to managing people across borders**  *Session Chair:***Fidel León-Darder** *Session Chair:***Rotumba Arachchige Ishanka Chathurani Karunarathne**  *Location:* **2.1, Building CEUE PUEB**   **Psychological Contract Violations during International Assignments: The Moderating Role of Emotional Deprivation**  **T. Schuster1, K. Bader2, B. Bader3**  1Ludwig-Maximilians-Universität München, Germany; 2Georg-August-University, Germany; 3Leuphana University of Lüneburg, Germany  **Beyond cultural homogeneity: Understanding within Russia differences in managerial values**  **F. León-Darder**  Universitat de València, Spain  **Expatriates and partners living together abroad or apart: Longitudinal crossover and individual effect of depression and marital satisfaction**  **R. A. I. C. Karunarathne1, F. J. Froese2**  1University of Kelaniya, Sri Lanka; 2University of Goettingen, Germany  **C 2.3.11.: Understanding foreign consumers**  *Session Chair:***Aleksandra Wąsowska** *Session Chair:***Miriam Seifert**  *Location:* **2.21, Building CEUE PUEB**   **Food consumer segmentations across five European countries: evidence for divergence or convergence?**  **B. Hagen1, A. Carcagnì2, G. Sepe1, I. Matullat3, D. Menozzi4, J. L. Santiago-Rial5, D. Taskov6, O. Untilov7**  1University of Pavia, Italy; 2University of Milan - Bicocca, Italy; 3TTZ Germany; 4University of Parma, Italy; 5CETMAR Spain; 6University of Stirling, United Kingdom; 7University of Haute Savoie Mont Blanc , France  **Using Dynamic Capabilities to Adopt Innovative International Marketing Strategies - Aligning Consumer and Company Values - Evidence from the US, the Netherlands and New Zealand**  **M. Seifert, M. Benson-Rea**  University of Auckland, New Zealand |

**INTERACTIVE SESSIONS 15:30 - 17:00**

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| **I 2.3.4.: Going beyond the obvious in internationalization decisions**  *Session Chair:***Chitose Furukawa** *Session Chair:***Zhanna Rodina**  *Location:* **0.5, Building CEUE PUEB**   **Deconstructed corruption distance and FDI location choice**  **Z. Rodina**  Victoria University of Wellington, New Zealand  **Micro-political influences on an implementation failure in the Russian automotive industry**  **V. KRYLOV1, 2 MONTENERO2**  1University of Lorraine, France; 2University of Paris-Dauphine, France  **Decision-Makers’ Risks Perceptions in Internationalization and the Role of Context**  **S. T. Marinova1, J. S. Eduardsen1, J. Karmowska2, J. Child3, S. Elbanna4, L. Hsieh5, R. Narooz6, P. Puthusserry7, T. Tsai8, Y. Zhang8**  1Aalborg University, Denmark; 2Oxford Brookes University, United Kingdom; 3Universities of Birmingham & Plymouth, United Kingdom; 4Qatar University, Qatar; 5SOAS University of London, United Kingdom; 6University of Glasgow, United Kingdom; 7University of Sussex, United Kingdom; 8China-Europe International Business School, China  **Information sharing networks among Japanese SMEs and support organizations at collective regional stands in a foreign trade show**  **C. Furukawa**  Aichi University, Japan  **A Hybrid Approach to International Market Selection: The Case of European Impact Investing Organizations**  **R. Mersland1, S. A. Nyarko1,2, A. B. Sirisena1**  1University of Agder, Norway; 2Université Libre de Bruxelles, Solvay Brussels School of Economics and Management, Belgium |  |  | **I 2.3.7.: New technologies and internationalization**  *Session Chair:***Torben Pedersen** *Session Chair:***Ayesha Manzoor**  *Location:* **1.1, Building CEUE PUEB**   **A case study on the commercialisation of digital technology**  **E. K. Aro**  University of Turku, Finland  **Assessing the pros and cons of digital corporate information systems: What can be learnt from a British MNC and a Chinese MNC**  **S. Zhao**  Middlesex University, United Kingdom  **The digital future of Telcos: Dumb pipes or crucial partners in innovation of new business models?**  **F. Elter1, P. Gooderham2,3, A. Dasi4, T. Pedersen5**  1Telenor Group; 2Norwegian School of Economics, Norway; 3Middlesex University, United Kingdom; 4University of Valencia, Spain; 5Bocconi University, Italy  **Understanding brand awareness for born global firms: a proposition for the use of the diffusion of innovation theory**  **M. T. Salomão, J. C. B. Figueiredo, V. I. Strehlau**  ESPM, Brazil  **International Consumers Airline Experiences and Negative Brand Emotions Expressed on Social Media: A Consumer Perspective**  **A. Manzoor, T. Mullern, A. Berndt**  Jönköping University, Sweden  **I 2.3.10.: Managing cross-border diversity**  *Session Chair:***YING GUO** *Session Chair:***Sandra Hartl**  *Location:* **2.2, Building CEUE PUEB**   **Corporate conflict management in international business relationships**  **S. Hartl, M. Chavan**  Macquarie University, Australia  **Is Socioeconomic Matching of Staff and Clients Beneficial for Microfinance Social Enterprises?**  **N. Otiti**  University of Agder, Norway  **National Identity and Foreign Direct Investment: Sense-making and the Legacy of History in Central European Post-Communist Organisations**  **A. Soulsby**  University of Nottingham, United Kingdom  **Rough winds? Emotional climate following acquisitions**  **R. Harikkala-Laihinen**  University of Turku, Finland  **Antecedents and outcome of social network building in international assignments**  **Y. GUO1, H. RAMMAL2**  1SHU-UTS SILC Business School, UTS Business School (Shanghai), Shanghai University, China; 2UTS Business School, University of Technology Sydney, Australia |

**PANELS 15:30 - 17:00**

**P 3.: Back to Eastern Europe: EIBA Recollections and Visions for a Transforming World**

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| *Session Chair:***Vítor Corado Simões**  *Location:* **3.1, Building CEUE PUEB** |

**‘Back to Eastern Europe: EIBA Recollections and Visions for a Transforming World'**

**V. C. Simões1, T. Devinney2, P. Gugler3, K. Obłój4, M. Svetličič5, M. M. Dzikowska6**

1ISEG, Portugal; 2University of Leeds, United Kingdom; 3University of Fribourg, Switzerland; 4Kozminski University, Poland; 5University of Ljubljana, Slovenia; 6Poznań University of Economics and Business, Poland

**P 9.: Teaching IB to today's students**

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| *Session Chair:***Filip De Beule**  *Location:* **3.3, Building CEUE PUEB** |

**Teaching IB to today’s students**

**K. Mroczek-Dąbrowska1, F. De Beule2, H. Voss3, J. Andreja4, N. Vardar5**

1Poznań University of Economics and Business, Poland; 2KU Leuven, Belgium; 3Universtiy of Leeds, United Kingdom; 4University of Ljubljana, Slovenia; 5El Izi Comm. Cons., United Kingdom

**P 10.: Young Scholar Panel: Europe 2018 and beyond – Institutional Change and the Impact on International Business**

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| *Location:* **3.2, Building CEUE PUEB** |

**Young Scholar Panel: Europe 2018 and beyond – Institutional Change and the Impact on International Business**

**M. Langosch1, G. Olusina Daniel1, T. Halaszovich2**

1Loughborugh University London, United Kingdom; 2Jacobs University, Germany