

Key articles in the development of International Entrepreneurship

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Year	Author(s)	Title	Journal
1977	Bilkey, W.J. & Tesar, G.	The export behaviour of smaller Wisconsin-based manufacturing firms	Journal of International Business Studies, 8, 93-98
1977	Johanson, J. & Vahlne, J-E	The internationalization process of the firm - a model of knowledge development and increasing foreign market commitments	Journal of International Business Studies, 5, 23-33
1978	Bilkey, W. J.	An Attempted Integration of the Literature on the Export Behavior of Firms	Journal of International Business Studies 9, 33 - 46
1978	Lee, W. Y. & Brasch J. J.	The Adoption of Export as an Innovative Strategy	Journal of International Business Studies, 9, 1, 85-93
1978	Wiedersheim-Paul, F., Olson, H.C. & Welch, L. S.	Pre-export Activity: The First Step in Internationalization	Journal of International Business Studies, 47-58
1980	Cavusgil, S. T.	On the internationalization process of firms	European Research
1981	Cavusgil, S. T. & Nevin, J. R.	Internal Determinants of Export Marketing Behaviour: An Empirical Investigation	Journal of Marketing Research, XVIII, 114-119
1981	Piercy, N.F	Export strategy: concentration on key markets versus market spreading",	Journal of International Marketing, 1, 56-67.
1983	Reid, S.	Managerial and firm influences on export behavior	Journal of the Academy of Marketing Science, 11, 3, 323-332
1983	Reid, S. D.	Firm Internationalisation, Transaction Costs and Strategy Choice	International Marketing Review 1, 2, 44-56.
1984	Reid, S.	Information acquisition and export entry decisions in small firms	Journal of Business Research, 12, 2, 141-15
1984	Ursic, M. L. & Czinkota, M. R.	An experience curve explanation of export expansion	Journal of Business Research, 12, 2, 159-168
1985	Cooper, R. G & Kelinschmidt, E. J.	The Impact of Export Sales Strategy on Export Performance	Journal of International Business Studies, 6, 37-55
1985	Thomas, M. J. & Araujo, L.	Theories of Export Behaviour: A Critical Analysis	European Journal of Marketing, 19, 2, 42-52
1986	Kedia, B.L. & J. Chhokar	Factors Inhibiting Export Performance of Firms: An Empirical Investigation	Management International Review 26, 4., 33-43
1986	Seringhaus, F.H.	The role of information assistance in small firms' export involvement	International Small Business Journal, 5, 2, 26-36
1987	Seringhaus, R.F.H	Export promotion: the role and impact of government services	Irish Marketing Review, Vol. 2, 106-16
1988	Axinn, C.	Export Performance: Do managerial perceptions make a difference	International Marketing Review 5, (summer) 61-71
1988	Miesenbock, K. J.	Small Businesses and Exporting A Literature Review	International Small Business Journal, 6, 2, 42-61
1988	Welch L. S. & Luostarinen, R	Internationalization: Evolution of a Concept	Journal of General Management 14, 2, 34-55.
1989	Aaby, N-E. & Slater, S. F	Managerial Influences on Export Performance: A Review of the Empirical Literature 1978-1988	International Marketing Review 6 () 13-26
1990	Dichtl, E. Koeglmaier, K.G. & Mueller, S.	International orientation as a precondition for export success	Journal of International Business Studies, 21, 1, 23-40
1990	Johanson, J. & Vahlne, J-E	The mechanism of internationalisation	International Marketing Review
1990	Sullivan, D. & Bauerschmidt, A.	Incremental internationalization: a test of Johanson and Vahlne's thesis	Management International Review, 30, 1, 19-30
1992	Barker A. T. & Kaynak, E.	An Empirical Investigation of Initiating and Continuing Exporters	European Journal of Marketing, 26, 3, 27-36
1992	Bonaccorsi, A	On the relationship between firm size and export intensity	Journal of International Business Studies 23, 4, 605-625
1992	Eshglt, A.	Attitude-behaviour Inconsistency in Exporting	International Marketing Review 9, 3, 40-61
1992	Melin, L.	Internationalization as a Strategy Process	Strategic Management Journal 13, 99-118
1993	Andersen, O	On the Internationalization Process of Firms: A Critical Analysis	Journal of International Business Studies 24, 2, 209-231
1993	Coler, J.	The impact of size on internationalization	Journal of Small Business Management
1993	Chetty, S. & Hamilton, R. T.	The Determinants of Export Performance: A Meta-analysis	International Marketing Review, 10, 3, 26-34
1993	Diamantopoulos, A, Schlegelmich, B.B, Tse, K.Y	Understanding the role of export marketing assistance: empirical evidence and research needs	European Journal of Marketing, 27, 4, 5-18
1993	Rennie, M. W.	Global Competitiveness: Born Global	McKinsey Quarterly, 4, 45-52
1994	McDougall, P.P., Shane, S. & Oviatt, B.M.	Explaining the formation of international new ventures: the limits of theories from international business research	Journal of Business Venturing, 9, 469-487
1994	Oviatt, B. M. & McDougall, P.P	Toward a Theory of International New Ventures	Journal of International Business Studies 25, 1, 45-64.
1995	Bell, J.	The internationalization of small computer software firms: A further challenge to "stage" theories	European Journal of Marketing, 29, 8, 60-75
1995	Coviello, N. & Munro, H.	Growing the entrepreneurial firm: networking for international market development	European Journal of Marketing, 29, 7, 49-61
1995	Leonidou L.C.	Empirical research on export barriers: Review, assessment, and synthesis	Journal of International Marketing 3, 1, , 29-43
1995	Liang, N.	The solicited and unsolicited export order: are recipients chosen at random?	European Journal of Marketing, 29, 8, 37-59
1995	Vatne, E.	Local resource mobilization and internationalization strategies in small and medium sized enterprises	Environment and Planning A, 27, 63-80
1996	Blankenberg-Holm, D., Eriksson, K. & Johanson, J	Business networks and cooperation in international business relationships	Journal of International Business Studies, 27, 5, 1033-1053
1996	Bloodgood, J., Sapienza, H. J. & Almeida, J. G.	The Internationalization of New High potential U.S. Ventures: Antecedents and Outcomes	Entrepreneurship Theory and Practice 20, 4, 61-76
1996	Boter, H. & Holmquist, C.	Industry characteristics and internationalization processes in small firms	Journal of Business Venturing, 11, 471-487
1996	Leonidou, L. C. & Katsikeas, C. S.	The export development process: an integrated review of empirical models	Journal of International Business Studies, 27,
1996	McNaughton, R.B.	Foreign market channel integration decisions of Canadian computer software firms	International Business Review, 5, 1, 23-52
1996	Welch, D.E. & Welch, L.S.	The internationalization process and networks: a strategic management perspective	Journal of International Marketing, 4, 3, 11-28
1997	Benito, G. R. & Welch, L. S	De-internationalization	Management International Review , 37, 2, 7-25
1997	Coviello, N. & Munro, H.	Network relationships and the internationalization process of small software firms	International Business Review, 6, 4, 361-386.
1997	Eriksson, K., Johanson, J., Majkgard, A. & Sharma, D.	Experiential knowledge and cost in the internationalization process	Journal of International Business Studies, 28, 2, 337-360
1997	Fontes, M. & Coombs, R.	The Coincidence of Technology and Market Objectives in the Internationalization of New Technology-Based Firms	International Small Business Journal 15, 4, 14-35
1997	Gray, B	Profiling managers to improve export promotion targeting	Journal of International Business Studies, 28, 2, 387-419
1997	Hadjikhani, A.	A note on the criticisms against the internationalization process model	Management International Review, 37, 2, 43-66
1997	Hamill, J.	The internet and international marketing	International Marketing Review, 14, 5, 300-323
1997	Hamill, J. and Gregory, K.	Internet marketing in the internationalisation of UK SMEs	Journal of Marketing Management, 13, 1/3, 9-21.
1997	Kotn, T.O.	Small firms as international players	Small Business Economics, 9, 1, 45-61
1997	Madsen, T. K. & Servais, P.	The internationalization of Born Globals: An evolutionary process?	International Business Review, 6, 6, 561-583
1997	Morgan, R. E.	Export stimuli and export barriers: evidence from empirical research studies	European Business Review, 97, 2, 68-79
1997	Morgan, R.R. & Katsikeas, C.S.	Export stimuli: export intention compared with export activity	International Business Review, 6, 5, 477-499
1997	Oesterle, M-J	Time-span Until Internationalization: Foreign Market Entry as a Built-in Mechanism of Innovations	Management International Review, 37, 2, 125-149
1997	Oviatt, B.M. & McDougall, P.P	Challenges for international process theory: the case of international new ventures	International Management Review, 37, 2, 85-99
1997	Poon, S. & Jevons, C.	Internet-enabled international marketing: a small business network perspective	Journal of Marketing Management, 13, 1/3, 29-41
1997	Reuber, R. & Fischer, E	The Influence of the Management Team's International Experience on the Internationalization Behaviors of SMEs	Journal of International Business Studies, 28
1998	Burpitt, W.J. & Rondinelli, D.A.	Export decision-making in small firms: the role of organizational learning	Journal of World Business, 33, 1, 51-68
1998	Holmlund, M. & Kock, S.	Relationships and the internationalization of Finnish small and medium sized companies	International Small Business Journal, 16, 4, 46-63
1998	Karagozoglu, N. & Lindell, M.	Internationalisation of small and medium sized technology based firms: an exploratory study	Journal of Small Business Management, 36, 1, 44-59
1998	Keeble, D. et al	Internationalization processes, networking and local embeddedness in technology intensive small firms	Small Business Economics, 11, 4, 327-342
1998	Leonidou, L. C., Katsikeas, C.S. & Piercy, N.F.	Identifying managerial influences on exporting: past research and future directions	Journal of International Marketing, 6, 2, 74-102
1998	Samiee, S.	Exporting and the internet: a conceptual perspective	International Marketing Review, 15, 5, 413-426.
1998	Welch, D.E., Welch, L.S., Young, L.C. & Wilkinson, L.F.	The importance of networks in export promotion: policy issues	Journal of International Marketing, 6, 4, 66-82
1998	Zafarullah, M., Ali, M. and Young, S.	The internationalization of the small firm in developing countries - exploratory research from Pakistan	Journal of Global Marketing, 11, 3, 21-38
1998	Zhou, S. & Stan, S	The determinants of export performance: A review of of the empirical literature between 1987 and 1997	International Marketing Review, 15, 5, 333-356
1999	Coviello, N. & McAuley, A.	Internationalization and the smaller firm: a review of contemporary empirical research	Management International Review, 39, 3, 223-356
1999	Jones, M.V.	The internationalization of small high-technology firms	Journal of International Marketing, 7, 4, 15-41.
1999	McAuley, A	Entrepreneurial instant exporters in the Scottish arts and crafts sector	Journal of International Marketing, 7, 4, 67-82
1999	Prasad, S.B.	Globalization of smaller firms: field notes on processes	Small Business Economics, 13, 1, 1-7
2000	Andersson, S.	The Internationalisation of the Firms from an Entrepreneurial Perspective	International Studies of Management and Organization 30, 1, 63-92
2000	Autio, E., Sapienza, H.J. & Almeida, J.G.	Effects of age at entry, knowledge intensity, and imitability on international growth	Academy of Management Journal, 43, 5, 909-924
2000	Burgel, O. & Murray, G.C.	The International Market Entry Choices of Start-up Companies in High-technology Industries	Journal of International Marketing 8, 2, 33-62
2000	Chetty, S. & Blankenburg Holm, D.	Internationalisation of small to medium-sized manufacturing firms: a network approach	International Business Review, 9, 77-93
2000	Gankema, H.G.J., Snijl, H.R. & Zwart, P.S.	The internationalization process of small and medium sized enterprises: an evaluation of stage theory	Journal of Small Business Management, 38, 4, 15-28
2000	Harveston, P.L., Kedia, B.L. & Davis, P.S.	Internationalization of born global and gradual globalizing firms: the impact of the manager	Advances in Competitiveness Research, 8, 1, 92-99
2000	Knight, G. A.	Entrepreneurship and marketing strategy: the SME under globalization	Journal of International Marketing, 8, 2, 12-32
2000	McDougall, P.P. & Oviatt, B.M.	International entrepreneurship: the intersection of two research paths	The Academy of Management Journal, 43, 5, 902-6.
2000	Moen, O.	SMEs and international marketing: investigating the differences in export strategy between firms of different size	Journal of Global Marketing, 13, 4, 7-28
2000	Shrader, R.C., Oviatt, B.M. & McDougall, P.P.	How new ventures exploit trade-offs among international risk factors: lessons for the accelerated internationalization of the 21st century	Academy of Management Journal 43(6), 1227-1247
2000	Wolff, J.A. & Pett, T.L.	Internationalization of small firms: an examination of export competition patterns, firm size and export performance	Journal of Small Business Management, April, 34-48
2000	Zahra, S.A., Ireland, R.D. & Hitt, M.A.	International expansion by new venture firms: international diversity, mode of market entry, technological learning, and performance	Academy of Management Journal, 43, 5, 925-950
2001	Acs, Z.J., Morck, R.K. & Yeung, B.	Entrepreneurship, globalization and public policy	Journal of International Management, 7, 3, 235-251

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