Call for Papers
For The Second International Entrepreneurship Workshop

The Intersection of International Entrepreneurship Knowledge:
Bridging the Gap Between: Entrepreneurship and International Business

April 7th - 9th, 2014

At The University of Edinburgh Business School (UEBS), Edinburgh, Scotland

Keynote Speakers:  
Professor Jan Johanson, Uppsala Universitet, Sweden  
Professor Sylvie Chetty, University of Otago, New Zealand  
Professor Alain Fayolle, EMLYON Business School, France  
Professor Deo Sharma, Stockholm School of Economics, Sweden  
Professor Olli Kuivalainen, Lappeenranta University of Technology, Finland

Academic Workshop Co-Chairs:  
Professor Richard T. Harrison, Chair in Entrepreneurship and Innovation, UEBS  
Professor Simon Harris, Chair in International Strategy, UEBS

Conference Themes
International Entrepreneurship (IE) field is a relatively new and rapidly developing area of research which occurs where the theory of International Business (IB) and Entrepreneurship (E) intersect (Rialp et al., 2005; Coombs et al., 2009; Jones et al., 2011) and which can shed light on international management, entrepreneurship, and strategic management research (Autio, 2005; McDougall & Oviatt, 2000). A number of researchers have noted that IE lacks of a robust theoretical framework given the appearance of conflicting views of the entrepreneurial component of internationalisation and knowledge gaps related to the imbalance of IB and E theories in IE (Young et al., 2003; Rialp et al., 2005; Keupp & Gassmann, 2009; Kiss et al., 2012). Since value is created by entrepreneurial actions accompanying direct investments in markets rather than internationalisation on its own, it is important to balance the theoretical perspectives of both IB and E to close this knowledge gap (Keupp & Gassman, 2009).

Following the success of the first international workshop in 2013 on 'The Evolution of Knowledge in International Entrepreneurship', this second international workshop at the University of Edinburgh Business School, “The Intersection of International Entrepreneurship Knowledge: Bridging the Gap Between Entrepreneurship and International Business”, aims to inspire further theoretical and methodological thinking in empirical research by bringing together senior and junior researchers to share intellectual experiences, establish a mutually beneficial research network, and chart new waters in international entrepreneurship research. Key international speakers who are experts in the IE field will nurture the discussion with their ideas on future directions. Additionally, the

1 The workshop will conclude at 1 PM on April 9th in time for attendees to continue, if desired, to travel via East Coast Trains to the AIB UK meeting in York.
interaction with internationally well-known scholars will afford opportunities for further and future collaboration between the workshop participants.

This second International Entrepreneurship Workshop invites abstracts and papers for several key track themes in International Entrepreneurship including:

- **The Internationalisation Process of Firms** (Facilitated by Professor Jan Johanson)
- **Knowledge in the Internationalisation Process** (Facilitated by Professor Deo Sharma)
- **Social Capital and Networks in Internationalisation** (Facilitated by Professor Sylvie Chetty)
- **Internationalisation and Entrepreneurial Behaviour** (Facilitated by Professor Olli Kuivalinen)
- **Entrepreneurial Orientation and Process** (Facilitated by Professor Alain Fayolle)

**Submission Guidelines**
The abstract should position the article in the existing literature, explain the research design and methodology, present the empirical results (if it is an empirical paper) and the main theoretical contributions.

- The abstract should be a maximum of 900 words not including title, authors’ names and affiliations and track selected).
- It should be single spaced using Times New Roman 12 point font.
- All abstracts and full papers should be sent to the workshop administrative officer Valerie Bell, email: V.A.Bell@sms.ed.ac.uk accordingly by **February 14, 2014** and **March 13, 2014**.
- All abstracts will be double blind reviewed.
- Authors will be notified via email by March 14th, 2014 about the acceptance of their abstract.

**Registration Process**
Once researchers are notified for the acceptance of their abstracts, they can register their participation in the mini-conference by **February 28th, 2014**. The registration/participation fees including the conference dinner on April 7th, 2014 are as follows:

- PhD students **£80**
- Scholars presenting papers **£100**
- Scholars not presenting papers **£120**

Since this is a competitive event and limited seating will be available, early submission and registration are highly recommended to avoid any disappointment. Please register for the event by following the instruction on: [http://www.business-school.ed.ac.uk/iew2014/](http://www.business-school.ed.ac.uk/iew2014/)

**Important Deadlines:**
- **February 14, 2014** Submission deadline for Abstracts
- **February 28, 2014** Notification of Abstract acceptance
- **March 3, 2014** Registration deadline
- **March 14, 2014** Full paper submission deadline
- **April 7-9th, 2014** International Workshop

**Conference Organizers:** The conference is organized and supported by the University of Edinburgh Business School. Our team of PhD student organizers includes: Valerie Bell, Yang-Pei Lin, Spiros Batas, Denis Frydrych and Elizabeth Montoya Martinez. They are supported by members of the UEBS faculty including: Dr. Tanja Kontinen, Dr. Ling Lui, Dr. Stephen Harwood, and Dr. Omaima Hatem.
Keynote speakers:

Jan Johanson, Professor Emeritus, International Business, Uppsala Universitet

‘Internationalisation Processes and International Entrepreneurship’
Professor Johanson will discuss the development of the original and revisited Uppsala Models.

Biography: Professor Jan Johanson is one of the most widely cited international business authors in the world. He has written over 160 research books, book chapters, conference papers and articles published in leading international journals including: the Journal of International Business Studies; Management International Review; Journal of Management Studies; International Business Review; Journal of International Marketing; Journal of Business Research; Journal of Marketing etc. The article he co-authored with J-E Vahlne in 1977 “The Internationalisation Process of the Firm-A Model of Knowledge Development and Increasing Foreign Market Commitments” won the JIBS Decade Award and remains the most widely cited and most influential articles in that journal.

Sylvie Chetty, Dunedin City Chair of Entrepreneurship and Director of the University of Otago’s Centre for Entrepreneurship

Professor Sylvie Chetty will discuss the different roles of social capital and networks in the internationalisation process.

Alain Fayolle, Professor of Entrepreneurship, EMLYON Business School

‘Entrepreneurial Orientation and Process’

Professor Alain Fayolle will discuss what influences entrepreneurial orientation and the dynamics of entrepreneurial processes.

Biography:

Deo Sharma, Professor of Marketing and Strategy, Stockholm School of Economics

‘Born Global’s Internationalisation in Networks’

Professor Sharma will discuss the internationalisation of Born Globals and the role of networks.


Olli Kuivalainen, Professor of International Marketing at Lappeenranta University of Technology

‘Internationalisation of SMEs and Entrepreneurial Behaviour’

Professor Kuivalainen will discuss entrepreneurial behaviour in the internationalisation process.

Biography: Olli Kuivalainen is Professor of International Marketing, Lappeenranta University of Technology. His expertise covers international entrepreneurship, marketing of high technology products and innovations, international marketing research and strategic global marketing management. His work has been published in journals such as the Journal of World Business, Journal of International Marketing, Technovation, International Marketing Review, International Journal of Production Economics and Journal of International Entrepreneurship, amongst others.