Call for Papers for Thematic Special Issue on

INTERNATIONAL OPPORTUNITIES IN INTERNATIONAL ENTREPRENEURSHIP

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BACKGROUND

Recent research in the field of international entrepreneurship (IE) has emphasized the concept of international opportunity. The entrepreneurial behaviors focused on international opportunities have been found to be critical to Born Globals, international new ventures (INVs) and multinational Corporations alike. International opportunities, however, are often depicted in rather unspecified ways, and research suffers from narrow theoretical discussion in relation to the broad concept of opportunity. The empirical studies analyzing the very nature of international opportunities and the emergence and development of opportunities are scarce.

The definition of IE specifies it as ‘the discovery, enactment, evaluation, and exploitation of opportunities – across national borders – to create future goods and services’ (Oviatt & McDougall 2005, p. 540). The notion of ‘opportunity’ emphasizes the entrepreneurship dimension of the field, but the border-crossing nature, i.e. the internationality of the opportunity, also needs to be featured. International opportunity has grown in importance as a concept in the IE field alongside the development of international business and entrepreneurship theories. However, IE research is still lacking the balanced use of these theories that would allow for in-depth understanding of the border-crossing international entrepreneurial behaviors on opportunities.

The purpose of this thematic special issue is to provide a forum for exploring the potential of international opportunity as a unifying concept of international business and entrepreneurship in IE as a field of scholarly research. In focusing on the concept of international opportunity, we will be highlighting entrepreneurial actions and organizational activities as processes that support the various forms and manifestations of international entrepreneurship (cf. Venkataraman, Sarasvathy, Dew & Forster 2012). In this vein, research might, for example, build on the definition of international opportunity as ‘a situation that both spans and integrates elements from multiple national contexts in which entrepreneurial action and interaction transform the manifestations of economic activity’ (Mainela, Puhakka & Servais 2014).

With this call for papers, we seek to expand IE research by encouraging scholars to:

- Examine the nature of international opportunities as varying types of manifestations of economic activities and how these change over time
- Theorize about the cross-border nature of opportunities and how action and interaction in the border-crossing spaces develop as opportunities and
Explore relatedness of entrepreneurial interpretation and construction to the actualization of the international opportunities.

The papers to be considered for this special issue should focus on international opportunities as the object of entrepreneurial behavior or on the attributes, patterns, recognition and exploitation of international opportunity and related behaviors. Many researchers (e.g. Aspelund et al. 2007; Di Gregorio et al. 2008; Fletcher 2004) assert that it is the duality of innovative venture creation and international market arbitrage in both INVs and MNCs that makes IE special. Therefore, the relationship between innovation and arbitrage in international opportunities might be an interesting topic of research (see Anokhin et al. 2011). The opportunity discovery and opportunity creation, in turn, have been approached either as different types of behaviors (e.g. Ardichvili et al. 2003) or as ontologically and epistemologically different situations (Alvarez & Barney 2010). All these approaches open up several avenues for opportunity-focused IE research.

Accordingly, we invite contributions that examine questions such as:

- How do international entrepreneurs construct -- i.e. cognitively frame and/or creatively develop -- international opportunities?
- What are the determining features of business-facilitating international opportunities in either INVs or MNCs?
- How do historical, socio-cultural, organizational, and other social settings induce various kinds of international entrepreneurial behaviors?
- How does the integration of multiple contexts generate international opportunities?
- How are international opportunities enacted in interactions occurring within particular international business relationships?
- How do international opportunities result from everyday international entrepreneurship activities in both the routine and improvised forms?
- How are the dynamics of industries or other social realities reflected in the development of international opportunities over time?

**TIMELINE and SUBMISSION**

All submissions should be uploaded electronically at [https://www.editorialmanager.com/jien/](https://www.editorialmanager.com/jien/) over the period June 15, 2014 – July 15, 2014. For specific questions about this special thematic issue, contact one of the guest editors: Tuija Mainela ([tuija.mainela@oulu.fi](mailto:tuija.mainela@oulu.fi)), Vesa Puhakka ([vesa.puhakka@oulu.fi](mailto:vesa.puhakka@oulu.fi)), or Per Servais ([per@sam.sdu.dk](mailto:per@sam.sdu.dk)). For general questions regarding publications in JIEN and related issues, please contact Hamid Etemad ([hamid.temad@mcgill.ca](mailto:hamid.temad@mcgill.ca)) or the journal’s editorial office Carmina Cayago ([carmina.cayago@springer.com](mailto:carmina.cayago@springer.com)).

Final deadline for submissions: Tuesday, July 15, 2014.
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**REFERENCES**