

**Thursday, May 22**

- 08.00-09.00 Registration. Coffee and tea in the entrance hall
- 09.00-09.15 Welcoming address: Dean Jesper Strandskov
- 09.15-10.00 Keynote speaker: Professor Gary Knight, Willamette University, USA  
“Born Global Firms – Retrospective and a Look Forward”  
Room 99, see map C and E
- 10.00-10.30 Coffee and tea
- 10.30-12.00 **Session 1** in room 99: Future research in International Entrepreneurship  
Hamid Etemad: Time and the Theory of INVs: The Case TLC from Inception to Insolvency  
Romeo Turcan: (Re)defining international entrepreneurship: In search for its research domain  
Niina Nummela: Future Agenda for research design in international entrepreneurship
- Session 2** in room 95: Growth and International Entrepreneurship  
Carl Arthur Solberg, Geir Gripsrud and Auke Hunneman: Longitudinal analysis of Norwegian BGs  
Eliane Choquette, Morten Rask, Davide Sala and Philipp Schröder: Born Globals - Is There Fire Behind the Smoke?  
Deirdre McQuillan, Pamela Sharkey Scott and Vincent Mangematin: Growth Trajectories within Creative Professional Service Firms
- 12.00-13.00 Lunch in the restaurant at the University
- 13.00-14.15 **Session 3** in room 99: The process of internationalizing new ventures  
Lasse Torkkeli, Niina Nummela and Sami Saarenketo: The Development Process of Network Competence in an Internationalizing SME  
Tiia Vissak and Jaan Masso: Does De-Internationalization Affect Fast Internationalizers' Export and Financial Performance? Evidence from Estonia  
Thomas Borghoff: International Supply Chain Management as an emergent perspective to explain the globalisation of firms: The example of new ventures from Asia/Pacific
- Workshop 1:** Panel discussion on taxonomical classifications in international entrepreneurship with Hamid Etemad as chair. In room 82
- 14.15-14.45 Coffee and tea
- 14.45-16.00 **Session 4** in room 99: Entry modes  
Thomas Borghoff: The contribution of organisation theories to explain the influence of information and communication technology (ICT) on the globalisation of firms.  
Raquel Meneses and Polina Teterevleva: Choice of Location for Service internationalization Strategy for SMEs

**Session 5** in room 82: Opportunities and entrepreneurship

Krishna Bhandari and Peter Gabrielsson: Global effectual opportunity creation process of international new ventures: A conceptual paper

Marcel Bogers, Britta Boyd and Svend Hollensen: Life After Death: How a Family-Owned Airline Reinvents Its Business Model After Bankruptcy

Nuno Crespo, Vitor Simões and Margarida Fontes: A Process View of New Ventures Internationalization: Capabilities, Alertness and the Moderating Role of Technological Turbulence

**Workshop 2:** Job creation in Born Globals and SMEs with Irene Mandl as chair

In the meeting room at the department of Marketing and Management

Irene Mandl: Born Globals – Dynamic job creators?

19.00- Dinner at Restaurant KrenKOK, see map A and B

**Friday, May 23**

09.15-10.00 Keynote speaker: Professor Mika Gabrielsson University of Eastern Finland  
“The Relations between International New Ventures and Mature MNC’s”  
Room 99, map C and E

10.00-10.30 Coffee and tea

10.30-12.00 **Session 6** in room 99: INVs and Emerging economies  
Utz Dornberger and Nur Alam: Towards An Effectuation Focused Interpretation of Small Firm Internationalization: A Case Study on Software Exporting Firms of Bangladesh  
Renato Cotta de Mello, Luciana Albuquerque Alves and Angela de Rocha: Networks and entrepreneurial firm internationalisation in an emerging economy: The case of a Brazilian start-up  
Tiia Vissak, Xiaotian Zhang and Tatyana Tsukanova: Early Market Selections in Internationalization: A Comparison of Chinese Born Globals and Non-Born Globals

**Workshop 3:** Immigrant entrepreneurship with Maria Elo as chair

In the meeting room at the department of Marketing and Management

Aki Harima, Jörg Freiling and Maria Elo: Success Factors of Rich-to-poor Diaspora Entrepreneurship: A Theoretical Perspective

12.00-13.00 Lunch at the restaurant at the university

13.00-14.15 **Session 7** in room 99: INVs and innovation  
Raquel Meneses and Christiane Staender: Creating Corporate Sustainability during the firm’s internationalization to base-of-the-pyramid countries: a case-study of the Fa-ber-Castell group  
Camilla Jensen: The impact of regional policy on innovation  
Stoyan Tanev and Erik S. Rasmussen: The Lean Global Start-Up – a new type of firm?

**Session 8** in meeting room at the department of Marketing and Management: INVs and mergers & acquisitions

Tamar Almor, Avital Margalit and Shlomo Y. Tarba: Maturing, technology-based born-global companies: surviving through mergers and acquisitions  
Ralph Lehmann, Christian Hauser and Rico Baldegger: Managing Export Risks Export Risk Management Guidelines  
Huong Thi My Nguyen: Boards of Directors and Corporate Entrepreneurship: A Multi-theoretical Perspective

14.15-14.45 Coffee and tea

14.45-16.00 **Session 9** in room 99: Teams, relations and networks

Murali Swamy: Interpersonal Aspirational Influence in International Founding Teams  
Tove Brink and Svend Ole Madsen: Sustainability in SME Project Management  
Benjamin Danko and Wolfgang Gerstlberger: Education of Students for Entrepreneurship as Emerging Research Topic

**Workshop 4:** Developing socio-culturally embedded entrepreneurship: A cross-disciplinary research program with Julie Emontspool, Martin Hannibal and Jessica Chelekis as chairs

In the meeting room at the department of Marketing and Management

Jessica Chelekis: MNC's Underdevelopment, and Consumer-Driven Market Maintenance: or Buying and Selling Perfume in the Lower Amazon

Katharina Woermann: A matter of taste - Social motivations of lifestyle Entrepreneurs in the German interior design industry

Julie Emontspool, Martin Hannibal and Pilar Rojas: Re-evaluating market creation at the intersection of consumption, migration and entrepreneurship

16.15 Farewell and concluding remarks by Tage Koed Madsen in room 99