

***International Small Business Journal***  
**CALL FOR PAPERS**

**SPECIAL ISSUE ON INTERNATIONAL NEW VENTURES AND THEIR POST-ENTRY  
INTERNATIONAL PERFORMANCE**

**Guest Editors:**

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The purpose of this Special Issue is to provide a platform for important new insights on the post-entry international performance of international new ventures (INVs), an increasingly prevalent firm category whose role is likely to become even more crucial in the decidedly turbulent global economy (Ibeh et al., 2017). There is considerable knowledge regarding INVs; however, not enough is known about their post-entry and adolescent phases (Morgan-Thomas & Jones, 2009), or the strategies that might lead to their sustained growth or success (Kuivalainen, Sundqvist, & Servais, 2007). There is also little evidence regarding the relationship between rapid internationalisation and international performance (Trudgen & Freeman, 2014; Zhou & Wu, 2014). The relatively few studies exploring these themes have produced inconclusive results, ranging from positive (Khavul, Perez-Nordtvedt, & Wood, 2010), to negative relationships (Lu & Beamish, 2001), or no effect (Fernhaber & Li, 2010; Gerschewski et al. 2015). This lack of clarity is exacerbated by the fragmented and heterogeneous manner in which international performance is measured in the International Entrepreneurship (IE) literature (Jones, Coviello & Tang 2011; Gerschewski et al., 2015). A clearer understanding of the performance impact of entrepreneurial internationalisation has become imperative in view of the heightened need by managerial and policy practitioners to engender consistently favourable performance outcomes among this expanding firm genre and steer their many stuttering national economies toward sustainable growth paths (Xu & Shi, 2015). Such intensified focus on international performance might also facilitate the increasingly advocated integration of the disparate measures of this phenomenon (Jones, Coviello & Tang, 2011).

We welcome rigorous contributions, including conceptual and theoretical papers, state-of-the-art reviews, empirical research and case studies, which address the above aim or pertinent themes, including:

- How might the international performance of international new ventures be more effectively conceptualised and measured? How might this be achieved for studies concerned with “process”?
- What effect does internationalisation speed, in its various dimensions, have on international performance? Overall performance?
- How important are the following factors for the post-entry growth and performance of international new ventures:

- entrepreneurial capabilities or dynamic management capabilities of the top management team? How might these individual-level capabilities be transformed into organizational knowledge and competences?
- learning processes, knowledge acquisition and intensity, R&D and ICT investments and processes?
- structuring, organising, configuring and adapting activities?
- marketing intensity, investments, and brand management?
- relationship quality and networks, including online networks and communities?
- strategy, orientation, and management or leadership style?
- CSR and sustainability-related practices?

The deadline for submission of papers is **31 May 2017**. The Special Issue is scheduled to be published in Autumn 2018. Papers must be original and comply with ISBJ submission guidelines. Please refer <http://isb.sagepub.com/> for submission guidelines and a link to the on-line submission system. In the online system please ensure you submit your paper within Manuscript Type: 'Special Issue: INVs' Post-entry Performance'

Informal enquiries on the Special Issue are welcome; please email [k.ibeh@bbk.ac.uk](mailto:k.ibeh@bbk.ac.uk), [m.v.jones@sheffield.ac.uk](mailto:m.v.jones@sheffield.ac.uk) or [olli.kuivalainen@lut.fi](mailto:olli.kuivalainen@lut.fi).