



Strategic Interest 07 – International Management (IM)

<http://www.euram-online.org/annual-conference-2017.html>.

Dear EURAM members and friends,

With our theme **“Managing Knowledge: Making Knowledge Work”**, we invite you to participate in debate about how we can use and develop our knowledge better so that solving problems and dealing with issues can become more effective. We look forward to receiving your submissions.

ST 07_02 SME Internationalisation - Advances and future perspectives

Proponents:

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Jaime Morales, Trent University

Description:

Internationalization of small and medium-sized enterprises (SMEs) is not a novel phenomenon but an increasingly relevant component of research in the field of international business. While early research on firm internationalization has focused on large multinational enterprises (MNEs) and previous research, on SME, internationalization has attempted to identify similarities and differences to MNEs (Ruzzier et al, 2006) and domestic ventures (Mc Dougall, 1989) fresh perspectives are currently emerging. This track invites traditional and conventional research as well as fresh perspectives and critical thought on SME internationalization. We invite ALL empirical and conceptual submissions that take an international perspective on SMEs and microbusinesses. Potential submissions include

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- Research highlighting the state-of-the-art in research on SME internationalization from various thematic and theoretical perspectives. Submissions are also invited to follow up existing reflections on recent developments, which question or revisits existing work, e.g. the idea of a liability of outsidership and the role of networks (Johanson & Vahlne, 2009).
- Research identifying and/or responding to persistent gaps or contradictions in international entrepreneurship or SME research resulting from conflicting explanations and viewpoints, different empirical focus and imbalance of different theoretical perspectives involved (e.g., Keupp and Gassmann, 2009) and research integrating findings from such differing perspectives.
- Research contributing to underexplored and/or emerging areas in existing SME research, such as e.g. the internationalization of small and micro-businesses (as compared to merely medium-sized firms) and studies from different contextual perspectives. Examples of such perspectives are less researched industries (e.g., craft, art, trade) or regional contexts.

Furthermore, we invite research:

- illustrating cases of successful (or unsuccessful) SME internationalization processes and modes of operation abroad,
- providing associations of SME internationalization with other disciplines or fields (marketing, entrepreneurship),
- dealing with time related aspects of SME or microbusiness internationalization (e.g., rapid internationalization patterns),
- identifying overlaps to research on MNE internationalization (e.g. Dunning's advantage categories), and
- looking at the role of (social) networks and new media for SME and micro-business internationalization.

While our call highlights areas of particular interest to this track, we also welcome contributions beyond these themes as long as they take an international perspective on SMEs and microbusinesses. Comparative studies of SMEs and microbusinesses are also welcome. Theoretical and empirical submissions associated with international business but without a clear SME or microbusiness, focus should be submitted to the General Track of the SIG IM.

Publish:

To be announced at the conference.

For more information:

Contact the proponents above mentioned.

Submission Deadline: 10 January 2017 (2 pm Belgian time)

Authors Guidelines and Submission Deadline:

As an author, it is crucial to follow the guidelines and formatting instructions to prepare and submit your paper in order to have it published in proceedings.

ONE PRESENTING AUTHOR PER PAPER SUBMISSION

Each individual is limited to one personal appearance on the programme as a presenting author. This policy precludes acceptance of papers for more than one presentation. In other words, **an author can submit and present only one paper**. However, a presenter can always be a non-presenting co-author on additional papers.

Please read the instructions carefully prior to submitting:

1. Each paper can only be submitted to ONE track.
2. Submitted papers must NOT have been previously published and if under review, must NOT appear in print before EURAM 2017 Conference.
3. To facilitate the blind review process, remove ALL authors identifying information, including acknowledgements from the text, and document/file properties. (Any submissions with author information will be automatically DELETED; author information and acknowledgements are to be included in a SEPARATE document).
4. The entire paper (title page, abstract, main text, figures, tables, references, etc.) must be in ONE document created in PDF format.
5. The maximum length of the paper is 40 pages (including ALL tables, appendices and references). The paper format should follow the [European Management Review Style Guide](#).
6. Use Times New Roman 12-pitch font, double spaced, and 1-inch (2.5 cm) margin all around.
7. Number all of the pages of the paper.
8. No changes in the paper title, abstract, authorship, track and actual paper can occur AFTER the submission deadline.

9. Check that the PDF File of your paper prints correctly and ensure that the file is virus-free. Submissions will be done on-line on the EURAM 2017 website (open as of 1 December 2016: see <http://www.euram-online.org/annual-conference-2017.html>.)
10. Only submissions in English shall be accepted for review.
11. In case of acceptance, the author or one of the co-authors should be available to present the paper at the conference. A presenting author can only present one paper at the conference.