



Revue de l'Entrepreneuriat
Call for papers for a special issue
International Entrepreneurship

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The field of international entrepreneurship (IE) has, in just a few years, aroused the keen interest of numerous researchers (Gamboa and Brouthers, 2008 ; Keupp and Gassman, 2009 ; Bacq and Coeurderoy, 2010). This attractiveness owes much to the fact that IE benefits from the cross-fertilization of two fields of research: Entrepreneurship and International Business (McDougall and Oviatt, 2000). This recent field is still in full expansion, as is demonstrated by the creation in 2003 of the review *Journal of International Entrepreneurship*. The growth of research in IE can be understood empirically by the simultaneous multiplication over the past few years of the number of SMEs attacking foreign markets (OECD, 2008).

The internationalization of SMEs was for a long time analyzed as a sequential process in time (in terms of commercial investment) and in space (countries culturally close to the countries furthest away). However, certain companies have chosen, from their creation, to implement multi-country strategies in order to amortize quickly the substantial research and development costs. A short product life cycle strongly encourages the innovative entrepreneur to look for new outlets in foreign markets. The relevance of the model of the international development of the SME by incremental learning – the famous “Uppsala model” (Johanson and Vahlne, 1977, revisited in 2009) – has, in this context, been challenged (Oviatt and McDougall, 1994). The access to external resources and competencies, notably thanks to inter-company cooperation, constitutes one of the explanatory factors in accelerated learning about foreign markets. The international entrepreneur represents, in certain cases, a strategic partner for the multinational wishing to complement and revitalize its offer in foreign market by means of the addition of innovative niche products, designed and manufactured by an SME (Bueno Merino, 2005).

For this special issue, the internationalization of the company is considered according to an entrepreneurial perspective in order to better apprehend the opportunities and challenges which this field opens. International entrepreneurship was initially within the framework of the “Born Global” companies (Knight and Cavusgil, 2004 ; Rialp, Rialp, Urbano and Vaillant, 2005 ; Sharma and Blomstermo, 2003), or “International New Ventures” (McDougall and Oviatt, 1994, 2005 ; McDougall, Shane and Oviatt, 1994). The rapid international growth of



companies from their birth led the latter to adopt a behaviour described as entrepreneurial. Since then, the field of international entrepreneurship has expanded to integrate different domains and types of company. International entrepreneurship is now defined as “the combination of innovative, risk-seeking behavior that crosses national borders and is intended to create value to organizations” (McDougall and Oviatt, 2000).

So innovation is at the heart of international entrepreneurship. IE is oriented towards the study of the discovery, enactment, evaluation and exploitation of opportunities beyond frontiers (McDougall and Oviatt, 2005) by firms which are often small or medium-size, new or already in existence, under the management of their entrepreneur. In this special issue, we are expecting contributions questioning in particular the nature and the role of the entrepreneur and the entrepreneurial process of discovery and exploitation of an opportunity in the creation of a product or service (Shane and Venkatraman, 2000) beyond the traditionally considered domestic contexts.

The fact that this is a young, multi-disciplinary field offers varied perspectives for research and invites contributions which can just as easily be conceptual as empirical. The following (non-exhaustive) list suggests some topics:

- Characteristics, roles and profiles of the international entrepreneur
- The place of innovation in the internationalization strategies of SMEs
- Networks, social capital and IE - roles of organizational and/or personal “networks” on the discovery and/or exploitation of the international opportunity
- Born Global or International New Ventures: Developments and perspectives over 20 years of research
- Relations between the international entrepreneur and the different international actors (major companies, public authorities, consultants, other SMEs)
- Studies comparing and contrasting IE with other approaches (notably in stages) (complementarity, coexistence ...)
- Strategy formation in the context of IE
- Consideration of multiple levels of analysis (individual, organizational and/or inter-organizational) in the study of IE
- IE and temporalities in the context of the internationalization process
- Influence of location in the context of IE, specificity of emerging countries in IE
- Epistemology and research methodologies in IE
- Etc.

The proposals received can be written in French or in English.

They will be subject to a first reading to check that they correspond to the topic. The authors should respect the usual conventions of the scientific community (e.g., strict respect for anonymity) and those of the Revue de l'Entrepreneuriat.



Proposals should be sent in electronic format to the following address: soumission@entrepreneuriat.com. They will be subject to a double blind review.

Timetable

- 30 November 2011: deadline for submitting proposals
- 15 February 2012: reviews sent to authors
- 30 March 2012: deadline for receipt of revised proposals
- 15 May 2012: authors informed of final decision
- 15 September 2012: special issue published online

This timetable may be altered, especially at the end of the process when several revisions are necessary for a text which was not rejected initially.

Indicative bibliography

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