

INTERNATIONAL ENTREPRENEURSHIP FROM BEHAVIOURAL PERSPECTIVES

Special issue call for papers from International Journal of Entrepreneurial Behaviour & Research

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Aim and Scope

In recent decades, the business environment has been characterised by, among other phenomena, the liberalisation of nations and their increasing participation in the global economy (Aulakh and Kotabe, 2008). With this increase in globalisation (Kiss *et al.*, 2012), the interest in the field of international entrepreneurship (IE) has grown (e.g., Hisrich *et al.*, 1996; McDougall-Covin and Oviatt, 2000; Zahra and George, 2002; McDougall and Oviatt, 2003; Knight and Cavusgil, 2004; Etemad, 2005; Dana and Wright, 2009; Dana, 2017; Jafari Sadeghi and Biancone, 2018). IE is a hybrid of internationalisation and entrepreneurship that involves making judgmental decisions about the coordination of scarce resources across international boundaries (Dana, Hamilton and Wick, 2009). Developing a model of the forces influencing the speed of internationalisation, Oviatt and McDougall-Covin (2005) define international entrepreneurship as “the discovery, enactment, evaluation, and exploitation of opportunities –across national borders– to create future goods and services”. In other words, entrepreneurial activities in an existing organisation and/or in creating a new business to access the global markets to promote the internationalisation.

In the IE literature, scholars have focused on factors that facilitate internationalisation: some on the country attributes (e.g., Bruton, Ahlstrom and Obloj, 2008; Jafari Sadeghi, Nkongolo-Bakenda, *et al.*, 2019), others on firm attributes (e.g., Zahra and Garvis, 2000), and still others who have identified individual attributes (e.g., Manolova *et al.*, 2002). Those in the last group have devoted special emphasis on the importance of the entrepreneur in the international development of the ventures and explored entrepreneurs’ general attitude, motivation, orientation, experience and network (Andersson, 2004, Jafari-Sadeghi, 2019). In this regard, the entrepreneur is seen as a proactive individual especially crucial for firms in the early phase of the internationalisation process, especially in growth-oriented industries. Literature emphasised the entrepreneurial behaviour of individuals such as involving risk-taking, innovativeness, international vision, and motivations etc. which contribute as catalysts for internationalisation of firms (Bloodgood, Sapienza and Almeida, 1996; Madsen and Servais, 1997; Oviatt and McDougall-Covin, 1997; Jafari Sadeghi and Biancone, 2017; Jafari Sadeghi, Kimiagari and Biancone, 2019). For instance, motivation affects the entrepreneurial behaviour in three harmonious manners: first, it influences on the choice of the individual

and on the priorities, i.e., the direction of the action; second, it influences the intensity of the action, based on the importance or value that the action has for the entrepreneur and the third, it impacts the persistence of action, based on the clearness of the path to achieving this value (Locke, 2000; Braga, Proença and Ferreira, 2014; Jafari Sadeghi, Biancone, *et al.*, 2019).

Hence, the main purpose of this special issue is to advance IE research from behavioural perspectives. To complement our theoretical and empirical understanding, this special issue calls for research on

- International entrepreneurial orientation
- International Entrepreneurial decision-making
- Motivations toward international entrepreneurship
- Gender differences and the role of women in IE
- Knowledge transfer in IE
- International entrepreneurial vision
- International entrepreneurial foresight
- International experience and network
- International entrepreneurship and fear of failure
- International entrepreneurship and self-efficacy
- Other behavioural topics relevant to IE

Multi- and interdisciplinary approaches are particularly welcome.

Submission Guidelines

Papers should be clear on the methodological approaches used for studying international entrepreneurship and provide linkages between the international entrepreneurial behaviour with the methods used and evidence offered. We are not particularly interested in theory development papers or papers that offer speculative methodological innovations that are not applied to actual settings. All submissions are subject to the standard double-blind review process. Manuscripts must be original, unpublished works not concurrently under review for publication at another outlet and are expected to follow the standard formatting guidelines for the journal.

The call for papers opens in **June 2020** and full paper submission must be made through the ScholarOne site at <http://mc.manuscriptcentral.com/ijebr> by **December 2020**. Submissions should be prepared according to the IJEER Author Guidelines found at http://emeraldgroupublishing.com/products/journals/author_guidelines.htm?id=ijebr.

When submitting your manuscript, please ensure you select this special issue from the relevant drop-down menu on page four of the submission process. Reviews, drafts and outcomes will be conducted through **early 2021**, with publication for those accepted papers expected to be in **2021/2022**.

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