

Gordian Rättich

Four Essays on International Entrepreneurship

With a preface by Prof. Dr.-Ing. Evi Hartmann



RESEARCH

Table of Contents

Foreword.....	V
Acknowledgements	VII
Table of Contents.....	IX
List of Figures.....	XIII
List of Tables.....	XV
List of Abbreviations	XVII
I Introduction.....	1
II Going Global Early: Liabilities of Foreignness and Early Internationalizing Firms	7
1 Introduction	8
2 International Expansion.....	9
3 Systematic Literature Review	13
3.1 Function.....	16
3.2 Multinationality	16
3.3 Speed	17
3.4 Mode of Entry.....	18
4 Antecedent Firm Characteristics and Early Internationalizing Firms.....	22
4.1 Firm-specific Advantages.....	23
4.2 Country and Industry-specific Pressures	29
5 Discussion	35
6 References	39
III Performance Measurement and Antecedents of Early Internationalizing Firms: A Systematic Assessment.....	51
1 Introduction	52
2 Overview of Early Internationalization.....	53
3 Methodology	56
4 Analysis and Discussion of Systematic Assessment Results	58
4.1 Performance Measurement	61
4.2 Antecedents of EIF Performance.....	67
5 Future Research Suggestions	72
5.1 Performance Measurement.....	72

5.2 Performance Antecedents	74
6 Conclusion and Limitations	79
7 References	81
8 Appendix	89
IV Impact of Institutional Coordination on National Entrepreneurship: A Conceptual Framework	91
1 Introduction	92
2 Conceptual Overview	95
2.1 Varieties of Capitalism and Institutional Coordination.....	96
2.2 Network Perspective.....	99
3 Institutional Coordination and Entrepreneurship	101
3.1 The Network Perspective on Institutional Coordination and Entrepreneurship.....	102
3.2 Correlation between Institutional Coordination Index and National Entrepreneurship.....	105
4 Examination of Institutional Coordination Impact on Entrepreneurship Process.....	108
4.1 Conception Phase: Impact of Education and Training Systems.....	109
4.2 Gestation Phase: Impact of Governance Systems/Financial Systems.....	111
4.3 Infancy Phase: The Impact of Industrial Relations	113
4.4 Infancy Phase: The Impact of Interfirm Relations	115
4.5 Adolescence Phase: The Impact of Institutional Complementarities.....	117
5 Conclusion.....	119
6 References	122
V Global Organizational Design in Purchasing and Supply Management: Headquarters and Subsidiaries in a Contingency Perspective	131
1 Introduction	132
2 Conceptual Framework	133
2.1 Global Sourcing Strategy and its Implementation.....	134
2.2 Global Sourcing Organizational Design.....	135
2.3 Sourcing-related Contextual Factors	137
3 Research Methodology.....	141
3.1 Research Design	141
3.2 Data Collection.....	144
3.3 Data Analysis.....	145
4 Results	146

4.1 Formalization.....	146
4.2 Communication	147
4.3 Information Management Systems.....	148
4.4 Control	149
4.5 Socialization	151
5 Implications.....	152
6 Limitations and Further Research Directions	153
7 References	155
VI Final Conclusion	163