CONFERENCE PROGRAM
(The final version of the conference program can also be found at the conference website http://www.uwasa.fi/ibconference)

WEDNESDAY AUGUST 24th

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<th>Time</th>
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<td>18.40</td>
<td>Bus from Hotel Tekla</td>
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<td>18.45</td>
<td>Bus from Hotel Radisson</td>
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<td>19.00</td>
<td>City Reception at the City Hall, Senaatinkatu</td>
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<td><em>hosted by the City of Vaasa</em></td>
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THURSDAY AUGUST 25th

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<th>Time</th>
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<tr>
<td>8.10</td>
<td>Bus from Hotel Radisson to the University</td>
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<td>8.20</td>
<td>Bus from Hotel Tekla</td>
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<td>8.30-9.00</td>
<td>REGISTRATION</td>
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<td>9.00</td>
<td>OPENING SESSION (Auditorium Nissi, Tritonia building)</td>
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<td>OPENING OF THE CONFERENCE</td>
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<td>Rector Matti Jakobsson</td>
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<td>Jorma Larimo</td>
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PLENARIES

Vice President (Global Factory Operations) Jari Koskinen (Vacon Inc.): Strategies and challenges in a global factory operations. Focus on China and India

Jean-Francois Hennart: Don’t Cry for Argentina! Emerging Market Multinationals and the Theory of the Multinational Enterprise

Klaus Meyer: MNEs from emerging economies: How useful is existing theory?

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<th>Time</th>
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<tr>
<td>11.00-11.30</td>
<td>COFFEE BREAK</td>
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SESSION 1: SMALLER MANUFACTURING ENTERPRISES: EARLY STAGES OF INTERNATIONALIZATION (Room A201)

Chair: George Tesar

George Tesar: Early Stages of Internationalization and the Wisconsin Study

Hamid Moini: Internationalization of SMEs in the Czech Republic

John Kuada: Internationalization Process of Danish SMEs

Håkan Boter: Internationalization and Innovation Process: The Case of SMEs in Remote Regions

Arnim Decker: Opportunities for Development of SMEs in the Vietnamese Economy

SESSION 2: FOREIGN ACQUISITIONS (Room B203)

Chair: Jonas Puck

Niina Nummela: Knowledge transfer in cross-border acquisitions: Opening the ‘black box’

Mélanie Raukko: Designing international M&As from a control perspective – The role of M&A teams

Ahmad Arslan & Jorma Larimo: Partial or Full Acquisition: Influences of Institutional Pressures on Acquisition Entry Strategy of Multinational Enterprises

Kristian Jakobsen: Early mover advantages in an acquisition driven consumer goods industry; the moderating effects of market conditions!

SESSION 3: FOREIGN INVESTMENTS IN CEE (Room B209)

Chair: Richard Nakamura

Tonu Roolaht: The contribution of foreign entrepreneurial companies to sustainable development of a small country

Päivi Karhunen & Svetlana Ledyaeva: Foreign investments between offshore financial centers and Russia: Institutional arbitrage or institutional escape

Sonia Ferencikova: Managing in crisis: The case of FDI-invested companies in Slovakia

Liviu Voinea: Integrating the flying geese paradigm into Porter’s diamond: A forward looking approach for Romania

13.00–14.00 LUNCH BREAK (Restaurant Mathilda)
PARALLEL SESSIONS ALL IN Terveho Vi Building

SESSION 4: EXPORT AND INTERNATIONALIZATION STRATEGIES AND PERFORMANCE (Room A201)

Chair: Pervez Ghauri

Tiia Vissak: 24 Types of internationalization patterns

Murat Akpinar, Valérie Haapalainen & Nan Skog: Effects of diversification and internationalization on performance

Manfred Fuchs: Export Performance in psychically close and psychically distant foreign market. An empirical study of small and medium sized exporting companies in Austria

Birgit Hagen, Antonella Zucchella, Jorma Larimo & Pavlos Dimitratos: International Strategy of European SMEs

SESSION 5: FOREIGN DIRECT INVESTMENTS RELATED ISSUES (Room B203)

Chair: Elizabeth Rose

Jean-Francois Hennart: Why and how FDI stocks are a biased measure of MNE affiliate activity

Jerry Platt: The ease of doing business, and its impact on foreign direct investment

Stefan Schmid & Lars Dzedek: Subsidiary initiatives: What do we know about them, their antecedents and their consequences?

Bernhard Swoboda & Edith Olejnik: Fitting firms’ structure, processes and culture to the internationalization stage: A profile deviation perspective on the performance effects

SESSION 6: RUSSIA, BALTIC STATES AND BALTIC SEA RELATED IB ISSUES (Room B209)

Chair: Asta Salmi

Irina Jormanainen & Andrei Panibratov: Determinants of internationalization strategies of EMFs: A multi-level approach

Richard Nakamura, Mikael Olsson, Mikael Lönnborg: FDI in the post-EU accession Baltic Sea Region: A global or a regional concern?

Päivi Karhunen & Svetlana Ledyaeva: Cross-border investment strategies of Chinese and Finnish firms in Russia

Tiina Ritvala, Asta Salmi & Per Andersson: MNCs and NGOs in multi-stakeholder networks: The case of saving the Baltic Sea

SESSION 7: CAPABILITIES, UNCERTAINTY AND DYNAMICS IN INTERNATIONALIZATION (Room C209)

Chair: Marian Jones

Taina Eriksson: Dynamic capability for managing the capability base of a small global factory

Igor Kalinic, Saras Sarasvathy & Cipriano Forza: Effectuation and international entrepreneurship: entrepreneurial decision-making in condition of high uncertainty, goal ambiguity and environmental isotropy

Anna Salonen: Shifting Strategies and Patterned Capabilities - Exploring the Dynamics of Strategic Fit

Rudolf Sinkovics, Olli Kuivalainen, Nazli Kocaman & Ali Ficirkoca: What are the dimensions that characterize a truly global company?
15.30–16.00 COFFEE BREAK

16.00–17.30 PARALLEL SESSIONS ALL IN TERVAHOVI BUILDING

SESSION 8: TIME IN RESEARCH AND RESEARCH PROCESSES (Room A201)

Chair: Rebecca Piekkari

Discussants:
Niina Nummela
Eriikka Paavilainen-Mäntymäki

Invited panelists:
Antonella Zucchella
Pia Polsa
Leila Hurmerinta-Peltonäki
Kalle Pajunen
Mika Skippari
Mélanie Raukko

SESSION 9: SME EXPORTS AND INTERNATIONALIZATION RELATED ISSUES I (Room B203)

Chair: Tuija Mainela

Morten Rask & Per Servais: Three Models of International Entrepreneurship – An Eclectic Overview of published models

Maria Elo: Industry Standard and Collective Internationalization- The development of a data solution platform in car parts business from a network view

Ulla Lehtinen & Liisa Rönkkö: Exporting organic berry products to Germany – A challenge for a Finnish food manufacturer

John Meewella, Tuija Mainela & Vesa Puhakka: Entrepreneurial internationalization and team dynamics: A case study on a Finnish-Sri Lankan venture establishment

SESSION 10: NETWORKING AND SME INTERNATIONALIZATION (Room B209)

Chair: Sami Saarenketo

Pia Hurmelinna-Laukkanen and Kaisu Puimalainen: The effects of expropriability on internationalization

Sami Halonen & Jukka Kontula: The role of shared understanding in gaining insidership in the born global internationalization process

Lasse Torkkeli, Kaisu Puimalainen, Sami Saarenketo & Olli Kuivalainen: The Effect of Network Competence on the Internationalizing SME

Fabian Sepulveda & Mika Gabrielsson: The impact of networks on the performance of Finnish international new ventures

17.40  Bus to Hotels
18.45  Bus from Hotel Tekla
18.50  Bus from Hotel Radisson
19.00  DINNER AT RESTAURANT STRAMPEN
Ca. 23.00  Bus to hotels
FRIDAY AUGUST 26th

8.00  Bus from Hotel Radisson
8.10  Bus from Hotel Tekla

8.30–10.00 PARALLEL SESSIONS ALL IN TERVAHOVI BUILDING

SESSION 11: SME EXPORTS AND INTERNATIONALIZATION RELATED ISSUES II
(Room A201)

Chair: Per Servais

Ethiopia Segaro: Internationalization of family SMEs

Tanja Kontinen & Arto Ojala: Internationalization pathways among family-owned SMEs

Hamid Moini & George Tesar: Historical dimensions and perspectives about managerial activities leading to internationalization of smaller manufacturing enterprises

Hsiang-Lin Cheng & Kuo-Pin Yang: How do domestic environments in a newly-industrialised country affect SMEs’ exports to foreign markets?

SESSION 12: INTERNATIONAL JOINT VENTURES (Room B203)

Chair: Sonia Ferencikova

Huu Le Nguyen & Jorma Larimo: IJV conflict resolution

Anne Vihakara: From rice field to intelligent technology markets - The story of a sino-Finnish joint venture

Tahir Ali & Jorma Larimo: Revisiting the international joint ventures: A joint perspective of social exchange theory and transaction cost economics on international joint venture trust and opportunism

Jonas Puck, Markus Hödl & Alexander Wisgickl: IJV partnering: A combined transaction cost approach

SESSION 13: INTERNATIONAL MARKETING AND MANAGEMENT RELATED ISSUES
(Room B209)

Chair: Amjad Hadjikhani

Amjad Hadjikhani, Aswo Safari & Peter Thilenius: Psychic distance in the context of consumers’ international online behaviour

Pekka Huovinen: Review of 65 construction-related business management concepts published between the years 1990-2010 - with an assessment along the international dimension

Valterri Kaartemo: A call for emergentist paradigm in international business

Richard Owusu and Terje Vaaland: Responsible international supply chains. The state of the art and conceptual framework
SESSION 14: INTERNATIONAL BUSINESS RELATED ISSUES IN CEE AND RUSSIA
(Room C209)

Chair: Päivi Karhunen

Michael Nejedly & Zdenek Pavlik: The Impacts of the Financial and Economic Crisis on Exporters: Evidence from the Czech Republic

Konstantin Leshchenko: External factors influencing the strategies of Russian energy enterprises on global markets.

Hanna Alila: Successful in the Barents region


10.00–10.30 COFFEE BREAK

10.30–12.00 PARALLEL SESSIONS ALL IN TERVAHOVI BUILDING

SESSION 15: ENTREPRENEURIAL OPPORTUNITY PROCESS, SPEED OF INTERNATIONALIZATION AND GLOBAL CONFIGURATION AND COORDINATION IN SMEs (Room A201)

Chair: Mika Gabrielsson

Eriikka Paavilainen-Mäntymäki & Leila Hurmerinta: Diaries as a tool for reflecting the entrepreneurial opportunity process

Igor Kalinik & Martin Johansson: SMEs internationalization: Accelerating and decelerating the speed

Kalev Kaarna: Understanding internationalization: Are revised Uppsala model and international entrepreneurship friends or foes?

Mika Gabrielsson & Peter Gabrielsson: Global configuration and coordination of INVs: Postulations of antecedent factors and performance implications

SESSION 16: STRATEGIC ALLIANCES AND INVESTMENTS IN EMERGING MARKETS (Room B203)

Chair: Kristian Jakobsen

Rand Gerges Yammine: Strategic alliances, institutions, and performance in emerging markets

Tahir Ali & Jorma Larimo: Do the structural characteristics of IJV matter in outcomes of trust? A joint perspective of social exchange and transaction cost economics

Maqsood Sandhu & Yasir Fadol: The Effect of trust on the performance of strategic alliances in a cross-cultural context: A study of the UAE

Samuel Ato Dadzie, Jorma Larimo & Huu Le Nguyen: FDI performance in Ghana

SESSION 17: DEVELOPING KNOWLEDGE ON EUROPEAN CONSUMER CULTURE (COBEREN) (Room B209)

Chair: Pirjo Laaksonen

Birgit Hagen & Antonella Zucchella: Cross cultural consumer behaviour: preliminary results from the COBEREN project data set analysis

Jean Moscarola: COBEREN Drinking and consumer culture in Europe. Methodological issues and first results
### 12.00–12.45 LUNCH BREAK (Restaurant Mathilda)

### 12.45–14.00 PARALLEL SESSIONS ALL IN Tervahovi Building

**SESSION 18: BORN GLOBALS AND INTERNATIONAL HIGHTECH START-UPS** *(Room A201)*

Chair: Per Servais

Serena Mascherpa & Antonella Zucchella: Two decades of born global literature review

Xiaotian Zhang & Jorma Larimo: Longitudinal international development in born global firms: Three Chinese cases of radical changes in the international operations

Klaus Meyer and Helen T. Xia: Born Global Resource Integrators: A Study of Knowledge Intensive New Ventures

**SESSION 19: VENTURE CAPITAL, CORPORATE TRANSFORMATION AND IHRM RELATED ISSUES IN INTERNATIONALIZATION** *(Room B203)*

Chair: Ingmar Björkman

Fan Wang & Petri Ahokangas: Venture capital and new venture internationalization: An entrepreneurial view

Peter Zettinig, Sascha Fuerst & Birgitta Sandberg: Exploring the transformation of the entrepreneurial firm into a multinational enterprise

Kristiina Mäkelä, Catarina Ahlvik, Ingmar Björkman, Mats Ehrnrooth, Philip Gylfe, Sofia John, Jennie Sumelius & Adam Smale: Serving many masters: Evaluation of operational HR capabilities within the MNC

**SESSION 20: COOPERATION AND INTERNATIONALIZATION RELATED ISSUES IN EMERGING MARKETS** *(Room B209)*

Chair: Roger Strange

Markku Heiskanen & Ahmad Arslan: Host Country Institutional Pressures and Insights from Inward – Outward Internationalisation Debate in the Context of SMEs

Larisa Naumova: Sustainable aspect in public administration and small and medium sized enterprises cooperation

Tonu Roolal: Pros and Cons of Cyber-internationalization: The Evidence about Two Global-reach ICT Companies from Estonia

### 14.00–14.15 COFFEE BREAK

### 14.15–15.30 CLOSING SESSION: (Auditorium Kurten, Tervahovi Building)

PLENARIES

Pervez Ghauri: Market-driving strategies in international markets: Internal capabilities and external networks

Stefan Schmid: The coordination challenge in MNCs – implications for IB research and practice

CLOSING OF THE CONFERENCE

Jorma Larimo
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<tr>
<td>15.45</td>
<td>Bus transfer to the Airport via the city centre</td>
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