
Contents

<i>About the editors</i>	vii
<i>List of contributors</i>	ix
<i>Foreword</i>	xxi
Michael R. Czinkota	
<i>Foreword</i>	xxv
Stefan Schmid	
<i>Preface</i>	xxvii
<i>Acknowledgements</i>	xxix

PART I INTERNATIONAL ENTREPRENEURIAL STRATEGY AND BEHAVIOUR

1	Overview	3
	<i>V.H. Manek Kirpalani and Pervez N. Ghauri</i>	
2	Reactive and proactive international entrepreneurial behaviour: causation and effectuation	22
	<i>Miria Lazaris, Nurul Efifi Mohamad Ngasri and Susan Freeman</i>	
3	The influence of market intelligence and marketing mix adaptation efforts on the performance of Israeli born globals	45
	<i>Rotem Shneor and Kalanit Efrat</i>	
4	International entrepreneurial networking strategies: breaking out as a global player	66
	<i>Saara Julkunen, Mika Gabrielsson and Markus Raatikainen</i>	
5	Market strategy of international new ventures originating from a small and open economy	85
	<i>Salman Kimiagari, Peter Gabrielsson, Mika Gabrielsson and Benoit Montreuil</i>	
6	Where and when? A longitudinal study of export behaviour of new ventures	104
	<i>Geir Gripsrud, Auke Hunneman and Carl Arthur Solberg</i>	
7	Simultaneous effects between innovativeness and export behavior in small firms: evidence from Spain	120
	<i>Izaías Martins, Alex Rialp-Criado and Yancy Vaillant</i>	

vi	<i>Handbook of research on international entrepreneurship strategy</i>	
8	Managerial attitude as antecedent of network development for SME internationalization <i>M. Cristina Stoian and Pervez N. Ghauri</i>	148
9	A process view of new ventures' internationalization: exploring the 'black box' <i>Nuno Fernandes Crespo, Vítor Corado Simões and Margarida Fontes</i>	168
10	How to enhance competitiveness of the Polish economy? SMEs as innovativeness stimulator <i>Alojzy Z. Nowak</i>	194

PART II INTERNATIONALIZATION OF SMEs AND SELECTED STATE SUPPORT

11	Internationalization of European SMEs <i>Irene Mandl and Funda Celikel Esser</i>	211
12	Using national export promotion programs to assist smaller firms' international entrepreneurial initiatives <i>Leonidas C. Leonidou, Saeed Samiee and Valeska V. Geldres</i>	233
13	The role of government in encouraging entrepreneurship in emerging economies: the case of Korean ventures <i>Seung Hoon Jang, Jung Seek Kim and Jonathan Ohn</i>	268
14	International entrepreneurship among Finnish SMEs <i>Olli Kuivalainen, Sami Saarenketo, Lasse Torkkeli and Kaisu Puumalainen</i>	287
15	The internationalization of SMEs in Italy <i>Antonella Zucchella and Birgit Hagen</i>	309
16	Internationalization of SMEs in Scotland <i>Nicolas Li and Marian V. Jones</i>	333
17	Improving SME performance globally: the Hungarian case <i>István Molnár and Pál Belyó</i>	351
18	Conclusions and future research <i>V.H. Manek Kirpalani and Pervez N. Ghauri</i>	384
	<i>Index</i>	395