



EUROPEAN JOURNAL OF FAMILY BUSINESS

CALL FOR PAPERS

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INTERNATIONAL BEHAVIOR OF FAMILY BUSINESS THE ROLE OF CORPORATE GOVERNANCE

SPECIAL ISSUE

Submissions open July 1st, 2020; Submissions due November 1st, 2020

Special Issue Overview

In 2021 the 30th anniversary of the publication of the first article on the internationalization of the family business (IFB) will be celebrated (Gallo and Sveen, 1991). Since then, interest in the topic has grown significantly among researchers all around the world, which can be seen from the number of published articles in the last few years (Kontinen and Ojala, 2010; Pukall and Calabrò, 2014). Casillas and Moreno-Menéndez, 2017; De Massis, Frattini, Majocchi, and Piscitello, 2018; Metsola *et al.*, 2020). Although this topic was initially found in journals specifically devoted to the field of family business (Family Business Review from 1991 to 2000), research about IFB can now be read from the highest ranked journals of international business, such as Journal of International Business Studies (Boellis *et al.*, 2016; Fernandez and Nieto, 2005; Xu, Hitt, and Miller, 2020) Journal of World Business (Aguilera and Crespí, 2016; De Massis *et al.*, 2018), and International Business Review (Aguilera and Crespí, 2016; Bauweraerts, Sciascia, Naldi, and Mazzola, 2019).

Since their seminal paper, Gallo and Sveen (1991) remark the fact that the family nature of the business presents both facilitating and restraining effects on internationalization (related to family business objectives, organizational structure and systems, and company culture). More recent research has developed these seminal ideas including new constructs as familiness (Habbershon and Williams, 1999), or socio-emotional wealth (Gómez-Mejía *et al.*, 2007). Most researchers have associated the internationalization of family firms to the sequential model proposed by Johanson and Vahlne (1990; 2009; Pukall and Calabro, 2014); this is often seen stemming from the risk aversion as the family might want to preserve the company for future generation and is not willing to take high risks in internationalization (Gómez-Mejía *et al.*, 2010).

However, other scholars have found links between family firms' internationalization process and the international entrepreneurship field, showing, for example, a higher agility in decision-taking in family-managed firms (Piva and Rossi-Lamastra, 2013; Thomas and Graves, 2005). In summary, different type of behavior in relation to internationalization has been found in the extant literature and IFB continues to be far from a mature topic. Casillas and Moreno-Menéndez (2017) identify six promising areas for research in IFB field: (1) mission and objectives of firms: the meaning of 'performance', (2) corporate government and international business, (3) attitude to risk and internationalization patterns, (4) timing, pace and speed of internationalization, (5) cross-cultural management, and (6) network perspective and social capital of firms. The potential heterogeneity of internationalization process of family business derives from the influence of different combinations of family involvement on corporate government structure and functioning.

This special issue aims to commemorate the 30th anniversary of the first paper about IFB (Gallo and Sveen, 1991), stimulating thinking on the international behavior of family business from a theoretical and a practice perspective. We seek conceptual, theoretical, methodological or empirical – both qualitative and quantitative – papers that can contribute to the advance of our understanding of IFBs.

We encourage papers that explore the “time” perspective of family business, derived from their long-term orientation (LTO) (Lumpkin and Brihgam, 2011). Time is a growing topic in IB and one of the specific characteristics of family business is precisely their LTO. Despite of Pukall and Calabrò (2014) assuming that FBs follow a sequential process of international expansion, and by showing the LTO of FBs influencing their internationalization process, many questions are yet open in relation to this effect. Can FBs develop an international entrepreneurial behavior? In which contexts? How agile are FBs in their international expansion, for example, under environmental crisis?

We also need more research related to the effect of corporate governance of FBs and their international behavior (D'Angelo, Majocchi, and Buck, 2016). Socio-emotional wealth (SEW) perspective (Gómez-Mejía *et al.*, 2007) and mixed-gamble development (Cruz and Justo, 2017; Gómez-Mejía *et al.*, 2014) influence risk-perception of international decisions, that is at the core of stage model of internationalization (Johanson and Valhne, 1977; 1990). For that reason, classical decisions of international expansion need to be reviewed for the family business context, such as entry mode decisions (De Massis *et al.*, 2018; Sestu and Majocchi, 2020). We seek more research about: how does SEW influence the dynamism of the board of directors and top management teams in family businesses? How governance structures of family businesses are able to combine external and family directors/managers in order to design and execute an international strategy (Hennart *et al.*, 2018)?

Time and corporate governance are not independent issues. Many FBs combine family and nonfamily managers and directors that share common processes with different time perspectives. In other words, family and nonfamily managers and directors share 'clock time' (objective dimension of time), while they have different internal perception of time (subjective time) (Ancona *et al.*, 2001). How do different time dimensions influence internationalization process decisions in FBs? How does time orientation of individuals, groups, and stakeholders influence internationalization risk perceptions and decisions? How does SEW influence time and corporate micro-processes?

Topics

We encourage conceptual, reviews, methodological and empirical manuscripts that address, but are not limited to, the following topics:

- How does specific corporate governance of family businesses affect dynamic capabilities in international context of family firms, e.g. innovation, agility, market orientation, and so on?
- How would family and nonfamily directors and managers interact in planning, executing and decision-making on the internationalization expansion strategies?
- How are different time dimensions (speed, pace, duration, etc.) being seen and developing in the internationalization process of FBs?
- How does long-term orientation of family businesses influence internationalization decisions?
- How do family and nonfamily businesses differ from each other in terms of speed and pace of internationalization processes?
- Are FBs able to behave as born-global and international new ventures? Can international entrepreneurship perspective be applied to FBs?
- How do international strategies of family business evolve?
- How does internationalization process of family business develop in the generational transitions processes (succession)?
- How do learning and management of tacit/explicit knowledge influence FBs internationalization (role of vicarious learning, learning-by-exporting, etc.)?

Submission information

Submissions to this special issue should include new, unpublished, original research, reviews or opinion papers. All papers must be written in English. Please make sure that when uploading the manuscripts authors indicate in the Comments for the Editor that the submission belongs to the special issue “International behavior of Family Business” to ensure that all submissions are correctly identified. Send an email to the Guest Editor (Mikel Alayo, mikel.alayo@ehu.eus) for any questions regarding the submission process.

The deadline for submissions is 1st November. This special issue will be published the second semester of 2021.

Important dates

Manuscripts due by: November 1, 2020

First round of reviews: January 10, 2021

First round of revised papers: March 10, 2021

Second round of reviews: May 1, 2021

Second round of revised papers: June 15, 2021

Final versions due by: July 30, 2021

Tentative publication of the Special Issue: October 15, 2021

Submission Process

Between July 1st and November 1st, 2020, authors should submit their manuscripts online via the *European Journal of Family Business* submission system. Manuscripts should be prepared in accordance with the Journal Guide for Authors available at <http://www.revistas.uma.es/index.php/eifb/about/submissions>

All submitted manuscripts will be subject to the *European Journal of Family Business*'s double-blind review process.

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