



## Call for book Chapters

# **The international dimension of entrepreneurial decision making: cultures, contexts, and behaviours**

*Edited book to be published by Springer*

Editors: **Andrea Caputo, Massimiliano M. Pellegrini, Marina Dabić, Léo-Paul Dana**

**Expression of Interest (max 500 words) deadline: 30<sup>th</sup> October 2020**

**Full chapter deadline: 15<sup>th</sup> February 2021**

Expected publication: End of 2021

Understanding the international behaviours of SMEs, entrepreneurial ventures, and entrepreneurs has long been of interest by management scholars. Several studies, tend to focalise on firm-level characteristics to unveil the strategic pathways of internationalisation of SMEs (Perks, & Hughes, 2008; Dana et al., 2009; Caputo et al., 2016; Dabic et al., 2019).

Dabic and colleagues (2019), reviewing the literature on internationalisation of SMEs, have identified a number of future research directions aimed at filling the research gaps in the field. This call for chapters is aimed at contributing to fill such gaps, by seeking contributions from international business and entrepreneurship scholars interested in investigating the decision-making and behavioural aspect of internationalisation.

Indeed, decision-making processes affect all aspects of business at every stage of their development. Making decisions are well-established topics of interest in many fields, including management, marketing (Crick et al., 2018), psychology, sociology, sustainability (DiVito, & Bohnsack, 2017), ethics (McVea, 2009), methodology (Lohrke et al., 2018), and political science, to name a few (e.g., Gilovich & Griffin, 2010). However, entrepreneurs and their counterparts in international settings, compared to non-entrepreneurial roles, face conditions of high uncertainty, ambiguity, time pressure, emotional intensity, and high risk when making decisions (Townsend et al., 2018; Caputo & Pellegrini, 2019).

We call for scholars to submit empirical, theoretical and review papers, which try to bridge the literature on entrepreneurship, entrepreneurial, and innovative behaviours with decision making and negotiation.

In particular, focusing on start-ups, SMEs or other forms of international entrepreneurial ventures, we propose (but not limit to) the following subject areas that deserve research attention:

- How international strategies are developed and implemented
- International decision-making processes, characteristics and differences
- Entrepreneurial Emotions, Passion and Trust in the international markets
- Entrepreneurial Cognition and internationalisation
- Sustainable behaviours in international markets
- International social entrepreneurship
- The role of human capital for successful internationalisation
- Talent management and internationalisation
- International negotiations
- Knowledge management and internationalisation
- Microfoundations of international capabilities
- Innovative research methods in international entrepreneurship
- Uncertainty, risk and decisions
- Entrepreneurial opportunity decisions and cognitive skills.

This call for chapters will be linked to the ST03\_03 Entrepreneurial decision making and behaviour track at the European Academy of Management (EURAM) Annual Conference 2020.



Contributors to the conference will be invited to submit a revised manuscript to the book, however the call for chapters will be widely publicised beyond that conference.

Interested contributors are invited to submit a brief chapter proposal to the editors before the submission of the full chapter.

**Expression of Interest (max 500 words) deadline: 30th October 2020**

**Full chapter deadline: 15th February 2021**

Chapters must be original and comply with [Springer's submissions guidelines](#). In particular:

- We expect chapters to be about 4.000-6.000 words, inclusive of all references, tables and figures. If you think to exceed these limits, please explain in the Expression of Interest proposal.
- All chapters will undergo a double-blind peer-review process and checked with software for plagiarism.
- The chapters should be written in a book style (as against journal-style).
- The chapters should not be under consideration or published elsewhere (including journals, other books).
- If any third-party material is used, then appropriate permissions need to be sourced by the authors themselves.
- Language proof-reading of individual chapters is the responsibility of the authors.

Please send the book chapter proposals and/or manuscript to all of the editors:

**Andrea Caputo**, University of Lincoln (UK) [acaputo@lincoln.ac.uk](mailto:acaputo@lincoln.ac.uk)

**Massimiliano M. Pellegrini**, University of Rome Tor Vergata (Italy) [massimiliano.pellegrini@uniroma2.it](mailto:massimiliano.pellegrini@uniroma2.it)

**Marina Dabić**, University of Zagreb (Croatia) and Nottingham-Trent University (UK) [mdabic@net.efzg.hr](mailto:mdabic@net.efzg.hr)

**Léo-Paul Dana**, Montpellier Business School (France) [lp.dana@Montpellier-BS.com](mailto:lp.dana@Montpellier-BS.com)

## References

- Caputo, A., Matteo Pellegrini, M., Dabic, M., & Paul Dana, L. (2016). Internationalisation of firms from Central and Eastern Europe: A systematic literature review. *European business review*, 28(6), 630-651.
- Caputo, A., & Pellegrini, M. M. (2019). An Overview of The Anatomy of Entrepreneurial Decisions. In *The Anatomy of Entrepreneurial Decisions* (pp. 1-6). Springer, Cham.
- Crick, J. M., Crick, D., & Chaudhry, S. (2018). Entrepreneurial marketing decision-making in rapidly internationalising and de-internationalising start-up firms. *Journal of Business Research*. <https://doi.org/10.1016/j.jbusres.2018.11.033>
- Dana, L. P., Hamilton, R. T., & Wick, K. (2009). Deciding to export: an exploratory study of Singaporean entrepreneurs. *Journal of International Entrepreneurship*, 7(2), 79-87.
- DiVito, L., & Bohnsack, R. (2017). Entrepreneurial orientation and its effect on sustainability decision tradeoffs: The case of sustainable fashion firms. *Journal of Business Venturing*, 32(5), 569-587.
- Dabić, M., Maley, J., Dana, L. P., Novak, I., Pellegrini, M. M., & Caputo, A. (2019). Pathways of SME internationalization: a bibliometric and systematic review. *Small Business Economics*, 1-21.
- Daim, T., Dabic, M., & Bayraktaroglu, E. (2016). Students' entrepreneurial behavior: international and gender differences. *Journal of Innovation and Entrepreneurship*, 5(1), 19.
- Gilovich, T. D., & Griffin, D. W. (2010). Judgment and decision making. In S. T. Fiske, D. T. Gilbert, & G. Lindzey (Eds.), *Handbook of social psychology* (pp. 542-588). Hoboken, NJ, US: John Wiley & Sons Inc.
- Lohrke, F. T., Carson, C. M., & Lockamy, A. (2018). Bayesian analysis in entrepreneurship decision-making research: Review and future directions. *Management Decision*, 56(5), 972-986.
- McVea, J. F. (2009). A field study of entrepreneurial decision-making and moral imagination. *Journal of Business Venturing*, 24(5), 491-504.



- Perks, K. J., & Hughes, M. (2008). Entrepreneurial decision-making in internationalization: Propositions from mid-size firms. *International Business Review*, *17*(3), 310-330.
- Townsend, D. M., Hunt, R. A., McMullen, J. S., & Sarasvathy, S. D. (2018). Uncertainty, knowledge problems, and entrepreneurial action. *Academy of Management Annals*, *12*(2), 659-687.
- Young, S., Dimitratos, P., & Dana, L. P. (2003). International entrepreneurship research: what scope for international business theories?. *Journal of International Entrepreneurship*, *1*(1), 31-42.