

**Call for Papers**

**Focused Issue on Born Global Firms**

**Tamar Almor and Shlomo Y. Tarba**  
**Guest-Editors**

**Management International Review (MIR)** invites the submission of articles which fit the theme “**Born Global Firms - From Birth to Maturity**”. Submission deadline: **February 1, 2013**.

The emergence of small, entrepreneurial firms that are able to operate (and offer their shares) internationally at very early stages of their existence, is reported with increasing frequency all over the world (i.e. Knight and Cavusgil 2004; Oviatt and McDougall, 1994; 1995; 1999). While their existence is also reported in large countries, these firms seem to emerge frequently in small countries with advanced economies (Gabrielsson and Kirpalani 2004; Moen and Servais 2002). Such firms are often referred to in literature as ‘born global’ firms or as ‘international new ventures’ (Bell, McNaughton, Young, and Crick 2003).

Most studies published so far on born global firms address issues of internationalization and have focused on why and how born global companies internationalize early on (i.e., Hashai and Almor 2004; Jones and Coviello 2005). So far, there has been hardly any research regarding the issue of continuing corporate growth of these born global firms after their initial international success.

This focused issue aims to explore how successful, technology-based, born global firms that originate in small, advanced economies can continue their process of growth over time. The underlying assumption is that in small, advanced economies, international growth of firms provides an engine of growth at the national level. Hence, the question of continuous growth of born global firms originating in small advanced economies is not only important at the firm level but also at the national level.

Specifically, we invite papers that present and examine frameworks for exploring the different paths of growth available to technology-based, born global companies once they have established themselves internationally.

We encourage both conceptual and empirical contributions that may address, but are not limited to, the following topics:

1. Is the definition of born global firms still relevant if these firms mature?
2. Do maturing born global firms follow a different path of growth than other internationalizing firms?
3. What factors affect the ability of born global firms to continue their growth?
4. How do born global firms cope with growth?
5. Should born global firms attempt to continue growing or does their best chance of survival lie in their ability to sell themselves out to larger companies?
6. What is the impact of born global companies on the economy of small countries?
7. Should small countries encourage born global companies to merge with foreign companies or should born global companies be encouraged to become large multinationals?

### Submission information

- All papers will be subjected to double-blind peer review.
- Authors should follow MIR guidelines, <http://www.mir-online.de>
- Authors should submit an electronic copy of their manuscript as a word-file which does not reveal their identity in the document (remove personal information from file properties in the tools-options-security tab).
- Submit your papers via e-mail attachment to [talmor@colman.ac.il](mailto:talmor@colman.ac.il) or [tarba2003@gmail.com](mailto:tarba2003@gmail.com)
- Submission deadline: February 1, 2013. However, earlier submissions are encouraged.
- The review process will take approx. 4-5 months

### About the Guest Editors

**Tamar Almor** is a professor of Strategic Management and International Entrepreneurship at School of Business Administration, College of Management, Israel. She received her PhD from Tel-Aviv University, Israel. Her work has been published in journals such as *Journal of International Business Studies*, *Management International Review*, *Human Relations*, *Research Policy*, *International Business Review*, *International Studies of Management & Organization*, *Journal of International Management*, and others.

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