



CALL FOR PAPERS and PROPOSALS

The Thirteenth McGill International Entrepreneurship Conference on NEW FRONTIERS IN INTERNATIONAL ENTREPRENEURSHIP (IE)

To be held at McGill University, Montreal, September **17-20, 2010**

Deadline for Submission of Extended Abstracts: April 15, 2010

Deadline for Submission of Completed Papers for Presentation: August 15, 2010

International entrepreneurs and entrepreneurially-oriented smaller firms have dominated the growth of the global economy in the last two decades. They are the innovative firms that have become International New Ventures, Born Globals and Rapidly Internationalizing Enterprises, among others, which compete nationally and internationally from their early beginning, some times from inception. This generation of emerging enterprises is deploying internationally competitive strategies and also forcing the older firms to re-examine their past strategies. In the emerging dynamic market place, the large, mature and established companies further leverage their older relations and their proven capabilities to embrace the challenges of the new frontiers, while the young internationally oriented smaller companies creating, or re-engineering, their respective value nets and consolidate their relations with networks of other enterprises. As a result, both types of companies are re-creating themselves while competing in the same markets. These challenges call for a re-assessment of the prevailing competitive strategies and business models of all firms. This research-intensive conference focuses on smaller firms' international strategies for competing in the global market place.

Following the tradition established by the previous conferences from 1998, this conference is designed to bring together leading-edge views of academic scholars, insightful practitioners and policy makers with interests in the fields of international business, international small business, entrepreneurship, internationalization and growth, among others, in order to examine the potent forces and influences, consequent changes and the dominant pattern(s) of emerging developments in international entrepreneurship (IE). In previous plenary sessions, the contributions of prominent scholars, including Zoltan Acs, Howard Aldrich, Paul Beamish, Jan Johanson, Jerome Katz, Benjamin Oviatt, Patricia McDougall, Tage Koed Madsen and Alan Rugman, among many others, played provocative and challenging roles in moving research frontiers forward. The 2010 conference holds a similar promise and will follow that tradition and possibly in three parts:

a) *Research-Intensive Workshop:* An intensive, two-day Research Workshop focuses on the further development and examination of potent concepts, frameworks, theories and potent methodologies for understanding what explains the strategies and behaviours of internationalizing entrepreneurial firms and the new changes and challenges facing them that pose research questions for scholars and practitioners. Following the past conferences, the objectives of the 2010 conference are:

i) To provide a unique opportunity for scholars to discuss path-breaking concepts, ideas, frameworks and theory essentials in the plenary and competitive paper sessions to examine on-going research and to facilitate the development of new research initiatives with potentials for contributing to advancing the field of International Entrepreneurship, and

ii) To prepare the collective work of the workshop for cohesive and integrated collections for potential publications. Therefore, only *unpublished* completed, or nearly-completed, papers are invited for presentation and feedback from other scholars and invited practitioners and policy makers. A selected list of these papers will be considered for further publication in scholarly venues, including special issues of scholarly journals and book volumes, including the Journal of International entrepreneurship and McGill International Entrepreneurship Book Series (Elgar publishing). For previous publications resulting from the conference see <http://www.mcgill.ca/mie> .

b) *Business/Professional Workshop:* This will consist of an open session for interaction with and discussion of the key ideas and insights with members of the business and policy communities. The focus will be on a better understanding of actual issues facing entrepreneurial firms in their quest for international growth and policy

challenges for creating enabling environments. Executives from internationalizing firms and Policy communities will be invited to Join interact with scholars and share mutual insights on related themes.

c) **Doctoral Colloquium:** This dedicated one-day workshop on the 16th or the 17th of September, 2010, is designed to address the problems and challenges in the rapidly emerging field of International Entrepreneurship for Doctoral Candidates. It will be open to Doctoral Candidates and the new scholars of the field, who are encouraged to participate in the entire conference fully as well. A limited number of competitive scholarships will be awarded to the attending and contributing Doctoral Candidates. A detailed program will be available shortly.

Competitive Paper Tracks: Empirical and theoretical research Papers on any of the following topics and related areas are welcomed. An illustrative list includes, but is not limited to, the following themes:

- Creation and testing of theoretical frameworks in IE with associated methodologies and measurements
- Contributions of upstream (backward) and implicit internationalization to IE
- Contributions to *methodology* for research on small firms in international marketplace
- *Cross-national comparisons* of growth patterns of *internationally oriented and entrepreneurial* firms
- *Entrepreneurial characteristics and challenges* in internationalizing firms
- Ethnic and family entrepreneurship in internal arenas
- *Gender issues* in internationalization and international entrepreneurship
- *E-Commerce-centred activities* and internationalizing SMEs
- Entrepreneurially oriented firms' impact in regional and national economic development
- *Learning- and networked-organizations'* influence on internationalization process of smaller firms
- International *entrepreneurial characteristics* and firm's global growth
- *Patterns of internationalization* in smaller entrepreneurial firms
- *Regional industrial or virtual clusters* and internationalizing SMEs
- *Rapidly internationalizing and high growth firms*
- Other topics of *relevance* to the Conference theme

Publications: Leading-edge contributions from the previous conferences have appeared in prestigious journals and edited books. This conference will follow the same practice. In addition to the Conference Proceedings, intensive effort will be focussed on publishing the papers of the 2010 Conference in cohesive sets of articles in edited volumes and special issues of journals with high impact. For a selected list of publications of past conference papers see <http://www.mcgill.ca/mie>

Proposals: The Conference invites cohesive proposals for: i) sessions covering aspects of Formulation of Theory, Methodological Issues, Formation of Multi-location and Multi period data-bases for testing theory as well as Pedagogical Cases and ii) suggestions for content and delivery of pertinent topics for the Doctoral Colloquium, among other conference-related topics.

Submission Information:

- **Submission deadline for the Initial Proposals /Extended Abstracts of about 300 words:** **April 15, 2010** (but send earlier, if possible).
- **Completed Papers, working papers, or detailed synopsis of your research (about 5000 words) may be submitted electronically, as a Word attachment. Please send them to: 2010mie.conference@mcgill.ca .**
- **In case of difficulty with electronic transmissions, hard copies may be sent or faxed to:**
MIE Conference Coordinator
Desautels Faculty of Management
McGill University
1001 Sherbrooke Street West
Montreal, Quebec, Canada H3A 1G5
Fax: (514) 398-3876,
E-Mail: 2010mie.conference@mcgill.ca
- **Feedback/ Acceptance for presentation will be communicated to authors before **July 15, 2010**.**
- **Submission Deadline for Completed Papers Accepted for Conference Presentation: **August 15, 2010**.**

The home of McGill IE conferences (<http://www.mcgill.ca/mie>) and the **2010 MIE Conference Websites** are currently under re-construction. In the interim period, please feel free to contact the 2010 Conference Chair, Professor Hamid Etemad (hamid.etemad@mcgill.ca) for further information, questions and suggestions.