International Entrepreneurship in Small and Medium Size Enterprises
Orientation, Environment and Strategy

Edited by
Hamid Etemad
McGill University, Canada

THE McGill International Entrepreneurship Series

Edward Elgar
Cheltenham, UK • Northampton, MA, USA
## Contents

List of figures vii  
List of tables viii  
List of contributors ix  
Preface xiii  
Acknowledgments xix

1 The emerging context of international entrepreneurship: an overview, interrelations and extensions 1  
   Hamid Etemad

PART I ENTERPRISE–ENVIRONMENT INTERACTIONS AND INTERNATIONALIZATION

2 The dynamic impact of regional clusters on international growth and competition: some grounded propositions 39  
   Hamid Etemad and Hankyu Chu

3 Capital structure and the pace of SME internationalization 57  
   Rod B. McNaughton and Jim Bell

4 Academic entrepreneurship and internationalization of technology-based SMEs 72  
   Gabriele Beibst and Arndt Lautenschläger

PART II ENTREPRENEURIAL CHARACTERISTICS AND INTERNATIONALIZATION

5 The international reach of entrepreneurial social networks: the case of James Dyson in the UK 87  
   Oswald Jones and Steve Conway

6 Cultural effects on delegation in the small business life cycle 107  
   Supara Kapasuwan and Jerman Rose

7 An international examination of potential future entrepreneurs’ self-efficacy 126  
   Kent E. Neupert, Norris Krueger and Bee-Leng Chua
PART III  HIGH TECHNOLOGY AND STRATEGY

8  The Internet and SME exporting: Canadian success stories  
   Philip Rosson  
   145

9  Economic efficiency in traditional and dot.com firms: a  
   theoretical approach  
   Khaled Soufani and Terence Tse  
   178

10  The knowledge network of e-commerce and internationalization  
    of entrepreneurship  
    Hamid Etemad and Yender Lee  
    189

11  The internationalization efforts of growth-oriented entrepreneurs:  
    lessons from Britain  
    Harry Matlay and Jay Mitra  
    221

12  Conclusion: the evolutionary patterns of change, the emerging  
    trends and implications for internationalizing small firms  
    Hamid Etemad  
    241

Index  
   271