



Handbook of Research on Born Globals (Elgar Original Reference)

Mika Gabrielsson, V. H. Manek Kirpalani

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This impressive *Handbook* provides a dynamic perspective on the development of successful born global firms, including evolutionary phases and pathways of growth, emergence of entire born global industries, role of founders' linkages, experience, culture and training, as well as collaboration with large MNEs.

The expert contributors and the editors explore the origin and evolution of born globals and the changing history of this sector. They outline the training involved in developing international intellectual entrepreneurs and study the effects of different cultures on the origin and growth of born globals. The *Handbook* focuses on the different types of born globals that emerge from the general set of SMEs - ranging from the pure born globals to the born again globals, the born regionals, and their sub group of born again regionals. It also innovatively differentiates these from internationalizing SMEs and international new ventures.

Providing a dynamic perspective on the development of successful born global firms, this book will prove essential reading for researchers and students of international business. Founders of born global firms will also learn about novel management practices, while educational institutions and governments will find invaluable insights on how to foster the emergence of successful born globals.

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