international entrepreneurship starting developing and managing a global venture

International Entrepreneurship: Starting, Developing, and Managing a Global Venture

international entrepreneurship starting developing and managing a global venture is an exciting and complex journey that many ambitious entrepreneurs aspire to undertake in today's interconnected world. The lure of reaching new markets, tapping into diverse talent pools, and leveraging global trends presents incredible opportunities — but it also comes with unique challenges that require strategic thinking, cultural sensitivity, and operational agility. Whether you're launching a startup or expanding an existing business beyond borders, understanding the nuances of international entrepreneurship is essential to building a successful global enterprise.

Understanding International Entrepreneurship

International entrepreneurship revolves around the creation, development, and management of ventures that operate across multiple countries. Unlike domestic entrepreneurship, this field demands an appreciation of diverse economic environments, regulatory frameworks, consumer behaviors, and competitive landscapes. Entrepreneurs venturing into international markets must navigate complexities such as currency fluctuations, trade policies, and cultural differences.

At its core, international entrepreneurship is about identifying global opportunities and leveraging them to create value. This involves combining innovation with market insights and operational expertise to establish a sustainable presence worldwide. The rise of digital technologies and globalization has lowered traditional barriers, enabling startups and SMEs to think beyond their local markets from day one.

The Importance of a Global Mindset

A global mindset is fundamental for anyone starting, developing, and managing a global venture. It means being open to different perspectives, willing to adapt strategies, and continuously learning from diverse environments. Entrepreneurs with a global mindset can anticipate potential challenges and embrace cultural nuances that affect decision-making, marketing, and customer relations.

For example, a product that thrives in one country might require significant localization to resonate in another. Understanding these subtleties can make the difference between success and failure in international entrepreneurship.

Starting an International Venture

Launching a global business demands careful planning and research. It's not just about selling products or services overseas — it's about establishing a viable business model that works across borders.

Market Research and Opportunity Assessment

Before entering an international market, conducting thorough market research is critical. This includes analyzing:

- Market demand and customer preferences
- Competitive landscape and existing players
- Legal and regulatory requirements
- Economic stability and currency risks
- Cultural differences and language barriers

Using this information, entrepreneurs can identify the most promising markets with the right fit for their offerings. Tools such as PESTEL analysis (Political, Economic, Social, Technological, Environmental, and Legal factors) are invaluable in evaluating macro-environmental forces that impact international ventures.

Choosing the Right Entry Strategy

Selecting an entry mode is a pivotal decision. Common entry strategies include:

1. **Exporting:** Selling products directly to foreign markets without physical presence.
2. **Licensing and Franchising:** Allowing local partners to use brand or technology in exchange for fees.
3. **Joint Ventures:** Partnering with local firms to share resources and risks.
4. **Wholly Owned Subsidiaries:** Establishing a fully controlled entity in the foreign market.

Each approach has its pros and cons concerning control, investment, and risk exposure. For instance, exporting requires less upfront investment but offers limited market control, while wholly owned subsidiaries provide full control but demand significant resources and understanding of local laws.

Developing a Global Venture

Once the venture is launched internationally, the focus shifts to development and growth. This phase involves scaling operations, building brand recognition, and continuously innovating to stay competitive.

Building Cross-Cultural Teams

Managing a global venture means working with diverse teams spread across countries and cultures. Successful international entrepreneurs prioritize cultural intelligence — the ability to communicate effectively and respect different work styles.

Hiring local talent helps bridge cultural gaps and provides insights into customer needs and regulatory environments. Encouraging collaboration and promoting inclusivity foster innovation and enhance team performance.

Adapting Business Models for Local Markets

What works in one country may not work in another. Entrepreneurs must be flexible when adapting their products, marketing strategies, and distribution channels to align with local preferences and constraints.

For example, pricing strategies might need adjustment to reflect purchasing power, and product features may require modification to meet regulatory standards or consumer tastes. Localization extends beyond language translation to include packaging, branding, and customer service approaches.

Managing a Global Venture Effectively

Managing an international business is an ongoing challenge that demands agility, foresight, and strong leadership.

Leveraging Technology for Global Operations

Technology plays a critical role in managing international ventures efficiently. Cloud computing, enterprise resource planning (ERP) systems, and communication platforms enable seamless coordination across time zones.

Digital marketing tools allow businesses to reach global audiences with targeted campaigns, while data analytics provide insights into customer behavior and market trends. Staying updated on technological advancements can create competitive advantages in the global arena.

Navigating Legal and Compliance Issues

Compliance with international laws and regulations is non-negotiable. This includes understanding tax codes, intellectual property rights, labor laws, and environmental regulations in each jurisdiction.

Engaging local legal experts and consultants helps mitigate risks and ensures that operations remain within legal frameworks. Non-compliance can lead to costly penalties and damage to reputation, which are especially detrimental for emerging global ventures.

Managing Currency and Financial Risks

Operating across multiple currencies exposes ventures to exchange rate volatility. Entrepreneurs need strategies to hedge currency risks, such as forward contracts or multi-currency bank accounts, to protect margins.

Additionally, understanding international taxation and transfer pricing rules is vital to optimize financial performance and avoid double taxation. Sound financial management ensures the venture’s sustainability and supports future expansion plans.

Key Success Factors in International Entrepreneurship

Achieving success in starting, developing, and managing a global venture requires a combination of strategic foresight, operational excellence, and cultural empathy. Some critical factors include:

- **Flexibility and Adaptability:** Being ready to pivot strategies based on market feedback and changing conditions.
- **Strong Network Building:** Cultivating relationships with partners, suppliers, customers, and local authorities.
- **Continuous Learning:** Staying informed about global trends, emerging markets, and evolving consumer behaviors.
- **Effective Communication:** Overcoming language and cultural barriers to foster trust and collaboration.
- **Resilience:** Navigating setbacks and uncertainties inherent in international ventures with perseverance.

By embracing these principles, entrepreneurs can increase their chances of creating ventures that thrive on the global stage.

International entrepreneurship is undoubtedly challenging, but it offers unparalleled opportunities to innovate, grow, and make an impact worldwide. Those who invest the time and effort in understanding the intricacies of starting, developing, and managing a global venture position themselves to harness the full potential of the global economy.

Frequently Asked Questions

What are the key challenges in starting an international entrepreneurship venture?

Key challenges include understanding diverse market needs, navigating different regulatory environments, managing cross-cultural teams, handling currency fluctuations, and establishing reliable supply chains.

How can entrepreneurs effectively identify opportunities in global markets?

Entrepreneurs can identify global opportunities by conducting thorough market research, analyzing emerging trends, leveraging local partnerships, understanding unmet customer needs, and utilizing digital tools to gather real-time data.

What strategies are essential for developing a successful global venture?

Essential strategies include adapting products to local markets, building strong international networks, ensuring compliance with local laws, employing flexible business models, and investing in cultural intelligence.

How important is cultural awareness in managing a global entrepreneurial venture?

Cultural awareness is crucial as it influences communication, negotiation, management styles, and marketing approaches, helping to build trust and avoid misunderstandings in diverse international settings.

What financing options are available for international startups?

Financing options include venture capital, angel investors, international crowdfunding, export credit agencies, government grants, and strategic partnerships with global firms.

How can technology aid in managing a global entrepreneurial venture?

Technology facilitates communication, project management, data analysis, marketing, and supply chain coordination, enabling entrepreneurs to operate efficiently across multiple countries and time zones.

What role do international regulations play in developing a global business?

International regulations determine market entry requirements, intellectual property protections, tax obligations, labor laws, and environmental standards, all of which entrepreneurs must navigate to operate legally and competitively.

How can entrepreneurs mitigate risks associated with global ventures?

Risk mitigation strategies include conducting comprehensive market due diligence, diversifying markets, purchasing insurance, establishing contingency plans, and staying informed about geopolitical developments.

What are best practices for managing cross-border teams in international entrepreneurship?

Best practices include fostering open communication, respecting cultural differences, using collaborative technology platforms, setting clear goals, providing intercultural training, and encouraging inclusive leadership.

Additional Resources

International Entrepreneurship: Starting, Developing, and Managing a Global Venture

international entrepreneurship starting developing and managing a global venture represents a complex yet rewarding challenge in today’s interconnected economy. As businesses increasingly transcend national borders, the ability to navigate the multifaceted landscape of global markets has become a critical competence for entrepreneurs aiming to scale their ventures internationally. This article explores the dynamics of international entrepreneurship, examining the strategic considerations involved in launching, growing, and sustaining enterprises on a global stage.

Understanding International Entrepreneurship

International entrepreneurship refers to the process by which individuals or firms identify and exploit business opportunities beyond their domestic markets. Unlike traditional entrepreneurship, which often focuses on local or national contexts, international entrepreneurship demands a broader perspective, encompassing diverse cultures, regulatory environments, and competitive landscapes.

The increasing globalization of markets, advances in communication technologies, and the rise of digital platforms have collectively lowered the barriers to entry for international ventures. However, this accessibility also introduces heightened complexity, requiring entrepreneurs to develop cross-cultural competencies, adapt business models, and manage international legal frameworks effectively.

The Initial Phase: Starting a Global Venture

Launching an international business begins with rigorous market research and opportunity assessment. Entrepreneurs must evaluate foreign markets not only for demand potential but also for economic stability, political risk, and cultural compatibility. A proactive approach often involves:

- Conducting PESTEL analysis (Political, Economic, Social, Technological, Environmental, Legal) to understand external factors.
- Identifying niche markets or underserved segments where the venture's offerings can create unique value.
- Assessing entry strategies such as exporting, franchising, joint ventures, or wholly owned subsidiaries based on resource availability and risk tolerance.

For example, a tech startup from Silicon Valley may consider entering emerging Asian markets by partnering with local firms to leverage their market knowledge and distribution networks. This approach mitigates risks while facilitating faster market penetration.

Developing the Enterprise: Scaling and Adaptation

Once the venture is established, the focus shifts to development and expansion. Scaling a global business requires balancing standardization and localization — a central tension in international entrepreneurship. While a standardized product or service can benefit from economies of scale and consistent branding, local adaptation is often necessary to meet cultural preferences, regulatory requirements, or competitive dynamics.

Successful global ventures often implement a "glocal" strategy: think globally, act locally. This might involve:

- Adapting marketing campaigns to resonate with local cultures and languages.
- Customizing product features to comply with local regulations or consumer preferences.
- Building local teams with insights into regional market trends and customer behavior.

Data from the Global Entrepreneurship Monitor (GEM) highlights that ventures practicing local adaptation alongside global integration tend to achieve higher growth rates and sustainability in foreign markets.

Managing International Operations: Challenges and Best Practices

Managing a global venture introduces operational complexities that go beyond those encountered in domestic businesses. Key challenges include:

- **Cross-cultural management:** Navigating differences in communication styles, negotiation tactics, and workplace norms.
- **Supply chain coordination:** Handling logistics, quality control, and supplier relationships across multiple countries.
- **Regulatory compliance:** Ensuring adherence to varying legal standards regarding taxation, labor laws, and intellectual property.
- **Currency fluctuations and financial management:** Managing exchange rate risks and international banking.

To address these, global entrepreneurs often implement decentralized management structures, empowering regional teams while maintaining strategic oversight from headquarters. Technologies such as enterprise resource planning (ERP) systems and customer relationship management (CRM) platforms are instrumental in coordinating dispersed operations and maintaining data transparency.

Strategic Considerations in International Entrepreneurship

Market Entry Strategies

Choosing the right market entry mode is crucial for minimizing risk and maximizing opportunity. Common strategies include:

1. **Exporting:** Low investment and risk, suitable for testing markets with minimal commitment.
2. **Licensing and Franchising:** Allowing local partners to use intellectual property or brand, useful in markets with regulatory barriers.
3. **Joint Ventures and Strategic Alliances:** Sharing resources and risks with local firms, beneficial for gaining local insights.
4. **Wholly Owned Subsidiaries:** Full control over operations, but requires significant capital and entails higher risk.

Each option carries trade-offs related to control, resource commitment, and exposure to political and economic risks. For instance, wholly owned subsidiaries may offer the greatest control but can be vulnerable to sudden policy changes, while joint ventures reduce risk but may complicate decision-making.

Leveraging Technology in Global Ventures

Technology acts as both an enabler and a disruptor in international entrepreneurship. Digital platforms facilitate entry into multiple markets simultaneously, enabling startups to reach global customers without extensive physical infrastructure. Moreover, advancements in data analytics provide entrepreneurs with actionable insights into consumer behavior across regions.

However, managing digital security and protecting intellectual property across jurisdictions remain ongoing challenges. Additionally, disparities in technological infrastructure between countries can affect operational efficiency and customer experience.

Financial Management and Funding

Securing capital for international ventures often requires navigating complex financing environments. Entrepreneurs must engage with global investors who understand international market dynamics and are willing to assume associated risks. Currency volatility and differing accounting standards add layers of complexity to financial planning and reporting.

Alternative funding mechanisms such as venture capital, international development funds, and crowdfunding platforms have become increasingly accessible to global startups. Nevertheless, prudent financial management remains essential to ensure liquidity, manage costs, and sustain growth.

The Role of Cultural Intelligence in Global Entrepreneurship

Cultural intelligence (CQ) is a vital asset for entrepreneurs operating internationally. It encompasses the ability to understand, respect, and adapt to cultural differences. High CQ improves negotiation outcomes, fosters stronger partnerships, and helps avoid costly missteps.

For instance, communication styles vary widely—some cultures prioritize directness and speed, while others value relationship-building and consensus. Entrepreneurs who fail to recognize these nuances risk damaging reputation and losing market opportunities.

Emerging Trends and Future Outlook

The landscape of international entrepreneurship continues to evolve rapidly. Key trends shaping the future include:

- **Sustainability and Social Entrepreneurship:** Increasing consumer demand for ethical and environmentally responsible business practices is pushing global ventures to integrate sustainability into their strategies.
- **Digital Globalization:** The rise of e-commerce and remote work is enabling entrepreneurs to build borderless businesses with distributed teams and customer bases.
- **Geopolitical Shifts:** Trade tensions, regulatory changes, and shifting alliances necessitate agile strategies and diversified markets to mitigate risks.

Adapting to these trends will require entrepreneurs to continuously innovate, deepen their understanding of global markets, and cultivate resilience against uncertainties.

International entrepreneurship starting developing and managing a global venture demands a sophisticated blend of strategic foresight, cultural awareness, and operational agility. While the challenges are formidable, the rewards of successfully navigating international waters can be transformative—propelling ventures from local startups into influential global players.

International Entrepreneurship Starting Developing And Managing A Global Venture

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international entrepreneurship starting developing and managing a global venture: International Entrepreneurship Robert D. Hisrich, 2010 Combining robust narrative with a wide variety of interesting cases, International Entrepreneurship: Starting, Developing, and Managing a Global Venture focuses on the need for every entrepreneur to at least consider entering the global market in today's hypercompetitive world. As an ever-growing number of countries become market oriented and developed, the distinction between foreign and domestic markets is becoming less pronounced, and entrepreneurs increasingly need to develop skills to identify opportunities and then manage these opportunities on a global basis. International Entrepreneurship is an ideal resource for students, professors, government officials, and practitioners throughout the world who are interested in this vital, growing area. Key Features Includes chapter-opening international scenarios that feature a global entrepreneur or a global entrepreneurial venture to set the scene for the issues that follow Demonstrates global entrepreneurial issues through real-life cases from countries throughout the world Draws content from a wide variety of disciplines, including anthropology, economics, geography, history, jurisprudence, and language Includes chapter-ending class exercises, discussion questions, and suggestions for additional reading to provide readers with hands-on learning opportunities and avenues for future research Helpful Teaching Ancillaries Instructor Resources are available on a password-protected website at http://www.sagepub.com/hisrichinstr. These resources include chapter outlines, end of chapter discussions, chapter exercises, and teaching notes. International Entrepreneurship is appropriate as a core text for courses such as Global Entrepreneurship or International Entrepreneurship or as a supplement in upper-level undergraduate and MBA courses in Entrepreneurship, New Venture Management, and Entrepreneurship Strategy. In addition, it can be used as an ancillary text in International Business and International Management courses.

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international entrepreneurship starting developing and managing a global venture: *Governpreneurship* Robert D. Hisrich, Amr Al-Dabbagh, 2012-01-01 ÔI canÕt think of a more qualified scholar to tackle the difficult subject of ÒgovernpreneurshipÓ than Bob Hisrich. His vast experience in and knowledge of entrepreneurship has enabled a thorough application of entrepreneurial principles to government organizations. This book should be recommended reading for everyone in government at every level. We can only hope that a new era of governpreneurship is launched with this useful and practical guide.Õ Ð Thomas N. Duening, University of Colorado, US Challenging the traditional view that entrepreneurship is exclusively a private-sector concern, Governpreneurship presents a compelling argument for increased focus on entrepreneurship in public sector organizations. The only book to date to focus specifically on government entrepreneurship, this innovative volume combines Robert D. HisrichÕs vast theoretical knowledge with the practical experience of Amr Al-Dabbagh, who applied entrepreneurship in the Saudi public sector with excellent results. Featuring forewords by former US President Bill Clinton and former Malaysian Prime Minister Dr. Mahathir Mohamad, as well as four case studies that demonstrate the effectiveness of government entrepreneurship in action, this fascinating book breaks new ground in a rapidly growing field. In a time when government funds are being reduced and its services increasingly questioned, fostering an entrepreneurial spirit within the government becomes a vital concern. Although there is no ideal model for achieving government entrepreneurship, this volume outlines a number of innovative strategies designed to help public sector managers undertake their public mission while developing an entrepreneurial culture within their organization. The authors offer thorough and indispensible advice covering every aspect of government entrepreneurship, from framework to policy to funding and beyond. Finally, the book concludes with four case studies that explore successful government entrepreneurial undertakings in Ireland, Singapore, Saudi Arabia and Switzerland. Government officials and other leaders in the public sector will find this book an indispensible guide to establishing an entrepreneurial focus in their organizations. Professors and students working in entrepreneurship, public sector management, and other business-related fields will also have much to admire in this innovative addition to the literature.

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international entrepreneurship starting developing and managing a global venture: Exploring Entrepreneurial Intentions, Innovation, and Performance in Small and Medium-Sized Enterprises Anna Ujwary-Gil, Entrepreneurial experience and venture success: A comprehensive meta-analysis of performance determinants Abstract PURPOSE: In both theory and practice, the entrepreneur's prior experience is considered to be one of the most important human capital factors affecting venture performance. Nonetheless, the research on the effect of experience on venture performance has produced inconclusive findings. The literature explaining this inconclusiveness is sparse, but several determinants have been identified, such as the variability in the conceptualization and measurement of experience and performance, age of the investigated ventures, types of industry, or size and composition of venture management. The inconsistency of these features across primary studies makes it difficult to compare the results and to integrate findings. METHODOLOGY: This meta-analysis reviews and summarizes 80 primary studies in order to investigate the relationship between entrepreneur's experience and venture performance. We investigated the effect of five determinants of this relationship, namely the type of experience, type of performance, venture age, size of managerial team, and composition of managerial team. A random effect model was applied and the correlation coefficient was used as an indicator of effect size. FINDINGS: The study found that experience positively affected venture performance, although the magnitude of the effect was rather small. Venture performance showed to have the strongest significant relationship with start-up experience, followed by industrial, working, and managerial experience. International, functional, and entrepreneurial experience had a non-significant effect on venture performance. Moreover, the effect of experience on venture performance was not significant for older ventures. Experience significantly affected two types of venture performance, namely the size of venture and profitability, while the effect on growth was non-significant. Finally, of all the types of venture management, the experience of owner-inclusive entrepreneurial teams had the greatest effect on venture performance. IMPLICATIONS: Investor practitioners may find it helpful to assess entrepreneurs' experience within a broader context, taking account of the types of experience the entrepreneur possesses. Entrepreneurs' international, functional, and entrepreneurial experience should be considered very carefully, as they had a non-significant effect on venture performance. In contrast, having experience of founding a venture or of a particular industry seems to provide more value than experience of doing business internationally, or being in business for many years. Another important aspect that investors and venture capitalists should take into account is the size and composition of the entrepreneurial team and the extent to which the venture proposal reflects the different types of experience the team members possess. ORIGINALITY AND VALUE: The study contributes to the human capital literature by firstly attempting to examine systematically the overall magnitude of the relationship between entrepreneur's experience and venture performance. It also contributes by investigating the determinants of the relationship between experience and venture performance. It summarizes and combines previous inconclusive findings about the impact of different types of experience on different venture performance outcomes. Keywords: entrepreneurial experience, venture performance, entrepreneurship, human capital, learning by doing, meta-analysis, start-up, investor decision-making, performance, knowledge generation Entrepreneurial orientation and SME export performance: Unveiling the mediating roles of innovation capability and international networking accessibility in the brass industry Abstract PURPOSE: This paper answered the research gap on entrepreneurial orientation with a sample of small and medium-sized enterprises' (SMEs) export performance and the mediating role of innovation capability and international networking accessibility that has not been tested in previous research. This study also tested the effect of entrepreneurial orientation on SMEs' export performance in the global market. The mediating role of international networking accessibility and innovation capability on SMEs' export performance also became another focus of this study. METHODOLOGY: This paper implemented a quantitative approach with 282 owners or managers of the SMEs brass industry cluster in Boyolali, Indonesia, who were examined using purposive sampling. FINDINGS: The findings of this study revealed that entrepreneurial orientation did not significantly affect SMEs' export performance but did significantly affect innovation capability and international networking accessibility. Another empirical test found that innovation capability had significantly affected SMEs' export performance and the international networking accessibility. International networking accessibility also significantly affected the performance of export SMEs. This study also found an important mediating role of international network accessibility and innovation capability in the relationship between entrepreneurial orientation and SMEs' export performance. IMPLICATIONS: This study contributes to research investigating the effect of entrepreneurial orientation on performance by conducting in-depth studies on innovation capabilities and international networking accessibility. Many studies have tested the mediating role of innovation capability and international networking accessibility. The practical implication of this study is that it can help managers or owners of SMEs better understand and find optimal solutions through enhancing innovation capability and international networking accessibility, which can be instilled in the characteristics of SME owners or managers to improve performance. ORIGINALITY AND VALUE: The results of this study indicate the mediating role of innovation capability and accessibility of international networking on SMEs' export performance. Therefore, the main contribution of the study is to determine the mediating role of innovation capability and international network accessibility in the relationship between entrepreneurial orientation and performance by integrating the theoretical perspective of the resource-based view (RBV). Keywords: entrepreneurial orientation, SME export performance, innovation capability, international networking accessibility, brass industry, Indonesia, resource-based view, RBV Relationship between knowledge transfer and sustainable innovation in interorganizational environments of small and medium-sized enterprises Abstract PURPOSE: The trends promoted for the strengthening of capacities that allow the interaction and valuation of knowledge as an intangible asset, deserve a management based on its transfer as a basis that drives innovation. Based on this, the purpose of the study is to examine the relationships between knowledge transfer (KT) and sustainable innovation (SI) in interorganizational contexts of small and medium-sized companies. METHODOLOGY: A process was carried out through the application of a questionnaire addressed to managers and owners of 109 small and medium-sized companies of activity in management and the development of information and communication technologies in two regions of Colombia. To show the significant differences between the two selected populations, a non-parametric Mann-Whitney test for independent samples was applied. Likewise, an application of the K-means algorithm was used to group the variables into subsets. The study of the data was complemented with the multivariate technique and the principal components analysis (PCA) to validate the contrasting of the declared hypotheses. FINDINGS: The results determine that by means of the Mann-Whitney non-parametric test for independent samples there are significant differences between the two selected populations. Likewise, the positive correlation between the variables of knowledge transfer and innovation is confirmed, as well as designing the interactions and the flow of processes between the components that support the aforementioned variables from the theoretical and empirical approach, whose interaction capacity between them has to promote the innovative potential under sustainability principles in small and medium-sized enterprises. IMPLICATIONS: Based on the results of the research carried out, scenarios are promoted through which it is sought to strengthen the interorganizational management of small and medium-sized enterprises, minimizing the barriers that weaken their stability. As well as promoting new ways of valuing knowledge as an intangible asset that, when transferred, generates effects in innovation management as part of the strengthening and interorganizational sustainability of small and medium-sized enterprises. ORIGINALITY AND VALUE: It is based on the generation of value through the proposal of a design of a system of relations between the components that promote the transfer of knowledge and sustainable innovation. Its structure is based on empirical results that allowed defining five strategic stages that show the relationships between the components that promote interorganizational and competitive management of tangible and intangible assets available in small and medium-sized enterprises. Keywords: knowledge transfer, sustainable innovation, interorganizational environments, knowledge management, Small and Medium-sized Enterprises, SMEs, intangible assets, Colombia Comparative analysis of national innovation systems: Implications for SMEs' adoption of fourth industrial revolution technologies in developing and developed countries Abstract PURPOSE: This study aims to identify the differences and similarities in the innovation systems of developing vs. developed countries that influence SMEs’ adoption of Fourth Industrial Revolution (4IR) technologies. There is a notable absence of comparative research between National Innovation Systems (NIS) of developing and developed countries. Additionally, the current scholarly conversation lacks a holistic view of NIS. Our study aims to fill these gaps by employing Lundvall’s framework to explore both developed and developing countries’ systems comprehensively. METHODOLOGY: The data was collected through a Systematic Literature Review, identifying a total of 695 publications from SCOPUS, Web of Science (WoS), and ProQuest. The PRISMA process was adhered to, resulting in 32 papers undergoing quality evaluation using Gough’s ‘weight of evidence’ guidelines. Twenty-nine primary papers were selected, comprising twelve from developed countries, another twelve from developing countries, and the remainder from both categories. Using Qualitative Meta-synthesis (QMS) with ATLAS.ti, a systematic alignment of codes with research inquiries pertaining to NIS ensued, revealing a multifaceted spectrum of findings across these scholarly investigations. FINDINGS: We found that there are similarities and differences between the innovation systems of developed and developing nations. The similarities include the intra-firm interactions taking place between managers and workers, inter-firm relations between the SMEs and Academia and other SMEs, as well as the role of the government in providing funding and regulation (albeit at significantly varying degrees). The most significant differences observed were in the funding mechanisms, the role of the government, and the R&D systems. It was found that governments in developed countries provided SMEs with substantial incentives, tax credits, and subsidies to adopt 4IR technologies, which appears to positively impact the adoption rate. We conclude by developing a conceptual framework for the NIS necessary for the adoption of SMEs' 4IR technologies in developing countries. IMPLICATIONS: This study contributes to the literature on innovation systems by examining the NIS of both developed and developing countries. This analysis allows us to gain deeper insights into how specific aspects of each country (developed or developing) affect (positively or negatively) SMEs' adoption of 4IR technologies. Practically, it informs governments in developing countries on which aspects to focus on in their NIS to increase the rate of the adoption of 4IR technologies by SMEs. ORIGINALITY AND VALUE: A distinctive aspect of this study lies in the creation of a comprehensive conceptual model delineating the essential components of the innovation system pivotal for the successful integration of 4IR technologies within SMEs. This model is designed to serve as a practical tool for governments in developing countries, providing a structured framework to facilitate and enhance the strategic development of their innovation landscapes. Keywords: national innovation systems, fourth industrial revolution technologies, SME, adoption, developed countries, developing countries, comparative analysis, government policies, Lundvall's framework, qualitative meta-synthesis Social cognitive career theory and higher education students' entrepreneurial intention: The role of perceived educational support and perceived entrepreneurial opportunity Abstract PURPOSE: This study aims to integrate insights from the Socio-Cognitive Career Theory (SCCT) and entrepreneurship literature to develop a research framework of how perceived entrepreneurial opportunities (PEO) and perceived educational support (PES) shape the progression of entrepreneurial self-efficacy (ESE) and entrepreneurial career interests (ECI). Additionally, this study investigates whether ECI mediates the effects of PEO and PES on entrepreneurial intention (EI) and how PEO and PES moderate the effects of ESE and ECI on EI. METHODOLOGY: A sample of 888 university students was recruited from Vietnam. Cronbach's alpha and confirmatory factor analyses were adopted to test the reliability and validity of the scales. Structural equation modeling (SEM) is then used to test formulated hypotheses. FINDINGS: The current study demonstrates that ESE and ECI directly trigger EI. Although PES and PEO did not directly impact EI, their influence on EI was mediated through ESE and ECI. In addition, PEO was found to act as a positive catalyst for the transformation of ESE and ECI into EI. The greater the entrepreneurial opportunities students perceive, the more likely they are to convert ESE and ECI into intentions to become entrepreneurs. IMPLICATIONS: This study makes a significant contribution by emphasizing the relevance of the SCCT framework in understanding entrepreneurship and brings to the forefront the role of PES and PEO in shaping the progression of ESE, ECI and, ultimately, EI. In addition, the findings of this study provide practical implications for nascent entrepreneurs, entrepreneurship educators, and policymakers. ORIGINALITY AND VALUE: This study is one of the first to investigate the role of PEO and PES in the development of Vietnamese students' SES, ECI and, ultimately, their intention to engage in entrepreneurship. Keywords: entrepreneurial intention, social cognitive career theory, perceived educational support, perceived entrepreneurial opportunities, entrepreneurial self-efficacy, entrepreneurial career interests, structural equation modeling, SEM Entrepreneurial intentions of students from Latvia, Poland, and Ukraine: The role of perceived entrepreneurial education results Abstract Purpose: Our main aim is to establish which factors influence entrepreneurial intentions, with a particular focus on the role of entrepreneurial education and university support in Central and Eastern European countries (CEE). An additional aim is to determine the differences in these perceptions between students from seemingly similar but rather different CEE countries. Methodology: We based our study mainly on two theory constructs, namely the entrepreneurial support model (ESM) and entrepreneurial self-efficacy (ESE). Both concepts often appear in research on entrepreneurial intentions, but they are not used together. Moreover, we proposed a new education-related factor – perceived entrepreneurial education results (PEER). To verify hypotheses quantitative research was conducted using surveys among 2,085 first-year undergraduate students from three technical universities in three countries: Latvia, Poland and Ukraine. Findings: The results of the study indicate that entrepreneurial self-efficacy, perceived entrepreneurial education results, and perceived educational and relational support all influence the intention of students to launch a venture. The research did not provide support for the hypothesis of an impact of perceived structural support (PSS) on intentions. The impact of perceived educational and relational support appeared to be less important than the impact of ESE and PEER on intentions. Additionally, we identified that there are significant differences between students from the analysed countries. Implications for theory and practice: Our research has identified a new factor, not previously used in studies of entrepreneurial intentions, that is, perceived entrepreneurial education results. This new factor can be used in research as a complement to self-efficacy and it refers to hard skills related, in this particular case, to entrepreneurship. The results show the importance of the national context, implying the need to take this into account when modelling support policies at a national level. The findings can be used to remodel how this knowledge is delivered to young people. Originality and value: Firstly, we proposed the inclusion of a new education-related component called perceived entrepreneurial education results, which can examine the perceived results of education at any level, in our case, at the secondary school level. Secondly, we showed the stronger influence of factors related to perceptions of one's own skills than perceptions of support from the environment. In addition, we demonstrated that making judgements or recommendations about entrepreneurial support, for rather similar countries, should be considered separately. Furthermore, we conceptualised the three aspects ESE, PEER and ESM in a new way. Finally, we also proved that the role of individual factors varies from country to country, even if the countries belong to the same cultural background and share a similar past experience. Keywords: entrepreneurial intentions, entrepreneurial education, perceived entrepreneurial support model, entrepreneurial self-efficacy, perceived entrepreneurial educational results, Central and Eastern European Countries, CEE countries, comparative analysis

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