

## **CALL FOR PAPERS and PROPOSALS**

### ***The Eighteenth McGill International Entrepreneurship Conference on NEW FRONTIERS IN INTERNATIONAL ENTREPRENEURSHIP (IE)***

**To be held at United Arab Emirates University, Al-Ain, UAE, February 28 to March 3, 2015**

International entrepreneurs and entrepreneurially-oriented smaller firms have dominated the growth of the global economy in the past two decades. These firms grow to become International New Ventures, Born Global, High-growth and Rapidly Internationalizing Enterprises that compete internationally from inception or soon thereafter. They deploy innovative and competitive strategies to achieve growth at home and global markets; they also force the older firms to re-examine their past strategies and influence the dynamics of competition. The McGill international Entrepreneurship (MIE) conference series has traditionally examined the frontier issues related to entrepreneurial internationalization and internationalization of the small and medium sized enterprise (SMEs).

Following the tradition established by the previous conferences since 1998, this conference aims to bring together leading-edge views of academic scholars, insightful practitioners and policy makers with interests in the fields of international entrepreneurship, internationalization and growth of SMEs to examine the potent forces and influences, consequent changes and the dominant pattern(s) of emerging developments in international entrepreneurship. In previous plenary sessions, prominent scholars, including Zoltan Acs, Howard Aldrich, Paul Beamish, Nicole Coviello, Hamid Etemad, Jean François Hannart, Jan Johanson, Jerome Katz, Peter Liesch, Rod McNaughton, Benjamin Oviatt, Patricia McDougall, Tage Koed Madsen and Alan Rugman, among many others, presented provocative ideas in moving research frontiers forward.

The 2015 conference holds a similar promise and will follow that tradition possibly in three parts:

i) **Research-Intensive Workshop:** An intensive, two-day Research conference will focus on examination and the further development of potent concepts, frameworks, theories and methodologies for better understanding of internationalizing entrepreneurial firms facing challenges, prospects and problems associated with internationalization. This part will provide a unique opportunity for scholars to discuss path-breaking concepts, ideas, frameworks and theory-essentials in the plenary and competitive paper sessions by discussing their on-going research. 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 papers will be considered for further publication in scholarly venues, including the special issues *Journal of International Entrepreneurship and McGill International Entrepreneurship Book Series (Elgar publishing)*, *International Journal of Business Excellence* among others. For previous publications resulting from the conference see <http://www.mcgill.ca/mie> .

**The Conference Invites** empirical and theoretical research papers on any of the following topics and related areas.

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
- *Characteristics and practices of International entrepreneurs*
- Contributions of upstream (backward) to internationalization to downstream (forward) internationalization
- *Cross-national comparisons of growth patterns of internationally oriented and entrepreneurial firms*
- *E-Commerce-centred activities* and internationalizing SMEs
- *Entrepreneurial characteristics and challenges* in internationalizing firms
- *Gender issues* in internationalization and international entrepreneurship
- Impact of entrepreneurially oriented firms on regional and national economies
- *Impact of Institutional, Learning and Network theories* on internationalization processes
- *International entrepreneurship in the Southern Hemisphere*
- *International entrepreneurship in the circumpolar Regions*
- *Internationalization of geographically dispersed operations*
- *International of Cultural and Creative Industries*
- *Internationalizing SMEs and Regional industrial or virtual clusters*
- *Methodological issues* in research on small firms in international marketplace
- *Patterns of internationalization* in smaller entrepreneurial firms in emerging markets

- *Rapidly internationalizing and high growth firms*
- *The nexus of Ethnic, family and international entrepreneurship*
- *Regional Issues and Research in international entrepreneurship*
- *Innovation in Entrepreneurship; contextualizing the GCC within the global narrative.*
- *Stimulating Entrepreneurship and Innovative environment: Global perspectives, GCC focus*
- *Global enterprise and innovation: global perspectives, GCC context*
- *Other topics of relevance to the conference theme*

**ii) Business/Professional Workshop:** This part will consist of an open session for interaction and meeting of the minds on key issues, 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 also on the policy challenges for creating enabling environments. Executives from internationalizing firms and policy communities will be invited to Join and interact with scholars and share mutual perspective on related themes.

**iii) Doctoral Colloquium:** This part is a dedicated one to two-day workshop on the beginning of the conference. It is designed to address issues of importance, opportunities and challenges in the rapidly advancing field of International Entrepreneurship for Doctoral Candidates and the new scholars of the field. They are encouraged to participate in the entire conference fully as well. A limited number of competitive scholarships may be awarded to the attending and contributing Doctoral Candidates. A detailed program will be available shortly.

**Publications:** Leading-edge contributions from the previous conferences have appeared in prestigious journals and edited books. Special Issue of scholarly journals, such as *Canadian Journal of Administrative Sciences*, *Journal of International Entrepreneurship* (2), *Journal of International Management*, *Journal of International Marketing* (2), *Management International Review*, *Small Business Economics*, among others, have published cohesive collection of the conference papers. McGill International Entrepreneurship Series of books (Elgar Publishing) have also published five volumes of conference papers already and two volumes are in preparatory stages. This conference will follow the same practice. In addition to the Conference Proceedings, intensive effort will be focussed on publishing the papers of the 2015 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 theory building, methodological issues, ii) formation of multi-location and multi period data-bases for building and testing theory as well as pedagogical cases and iii) suggestions for content and delivery of pertinent topics for the Doctoral Colloquium, among other conference-related topics.

#### **Submission Information and Important Dates:**

For submission of an abstract or paper, kindly registered at the link below and make a “New Submission”  
<https://easychair.org/conferences/?conf=miec2015>

- ***Submission deadline for the Initial Proposals /Extended Abstracts of about 800 words: December 15, 2014.***
- ***Completed Papers, working papers, or detailed synopsis of your research (6000 to 8000 words) may be submitted electronically online, as a Word attachment.***
- ***In case of difficulty with electronic transmissions on easychair, please contact:***  
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P.O.Box 15551, Al-Ain, UAE  
**E-Mail: 18th MIE Conference [mie.conference@uaeu.ac.ae](mailto:mie.conference@uaeu.ac.ae)**
- ***Feedback/ Acceptance for presentation will be communicated to authors before January 15, 2015.***
- ***Submission Deadline for Completed Papers Accepted for Conference Presentation: February 15, 2015.***

If you have any question or suggestion, please contact Dr.Maqsood Ahmad Sandhu ([maqsoods@uaeu.ac.ae](mailto:maqsoods@uaeu.ac.ae)); Tel No: +971 3 713 5211) or Prof. Hamid Etemad ([hamid.etemad@mcgill.ca](mailto:hamid.etemad@mcgill.ca).; Tel No: +1-(514)-398-4018)

Please follow updated information at the conference web address  
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