INTERNATIONAL ENTREPRENEURSHIP IN EMERGING MARKETS

Nature, Drivers, Barriers and Determinants

Edited by Mohamed Yacine Haddoud,
Paul Jones and Adah-Kole Emmanuel Onjewu

CONTEMPORARY ISSUES IN ENTREPRENEURSHIP RESEARCH

VOLUME 10

INTERNATIONAL ENTREPRENEURSHIP IN EMERGING MARKETS

CONTEMPORARY ISSUES IN ENTREPRENEURSHIP RESEARCH

Series Editor, Volumes 1-6: Gerard McElwee

Volume 7 onv	ward: Paul Jones
Volume 1:	Innovating Women: Contributions to Technological Advancement
	Edited by Pooran Wynarczyk and Susan Marlow
Volume 2:	Social and Sustainable Enterprise: Changing the Nature of Business
	Edited by Sarah Underwood, Richard Blundel, Fergus Lyon and Anja
	Schaefer
Volume 3:	Enterprising Places: Leadership and Governance
	Edited by Lee Pugalis and Joyce Liddle
Volume 4:	Exploring Rural Enterprise: New Perspectives on Research, Policy and
	Practice
	Edited by Colette Henry and Gerard McElwee
Volume 5:	Exploring Criminal and Illegal Enterprise: New Perspectives on
	Research, Policy and Practice
	Edited by Gerard McElwee and Robert Smith
Volume 6:	New Perspectives on Research, Policy and Practice in Public
	Entrepreneurship
	Edited by Joyce Liddle
Volume 7:	New Perspectives on Entrepreneurship Education
	Edited by Paul Jones, Gideon Maas and Luke Pittaway
Volume 8:	Entrepreneurship and the Sustainable Development Goals
	Edited by Nikolaos Apostolopoulos, Haya Al-Dajani, Diane Holt,
	Paul Jones and Robert Newbery
Volume 9A:	Creating Entrepreneurial Space: Talking Through Multi-voices,

Edited by David Higgins, Paul Jones and Pauric McGowan

Edited by David Higgins, Paul Jones and Pauric McGowan

Creating Entrepreneurial Space: Talking Through Multi-voices,

Reflections on Emerging Debates

Reflections on Emerging Debates

Volume 9B:

CONTEMPORARY ISSUES IN ENTREPRENEURSHIP RESEARCH VOLUME 10

INTERNATIONAL ENTREPRENEURSHIP IN EMERGING MARKETS: NATURE, DRIVERS, BARRIERS AND DETERMINANTS

EDITED BY

MOHAMED YACINE HADDOUD

Plymouth University, UK

PAUL JONES

Swansea University, UK

ADAH-KOLE EMMANUEL ONJEWU

Coventry University, UK



United Kingdom – North America – Japan India – Malaysia – China Emerald Publishing Limited Howard House, Wagon Lane, Bingley BD16 1WA, UK

First edition 2020

Copyright © 2020 Emerald Publishing Limited

Reprints and permissions service

Contact: permissions@emeraldinsight.com

No part of this book may be reproduced, stored in a retrieval system, transmitted in any form or by any means electronic, mechanical, photocopying, recording or otherwise without either the prior written permission of the publisher or a licence permitting restricted copying issued in the UK by The Copyright Licensing Agency and in the USA by The Copyright Clearance Center. Any opinions expressed in the chapters are those of the authors. Whilst Emerald makes every effort to ensure the quality and accuracy of its content, Emerald makes no representation implied or otherwise, as to the chapters' suitability and application and disclaims any warranties, express or implied, to their use.

British Library Cataloguing in Publication Data

A catalogue record for this book is available from the British Library

ISBN: 978-1-78769-564-1 (Print) ISBN: 978-1-78769-563-4 (Online) ISBN: 978-1-78769-565-8 (Epub)

ISSN: 2040-7246 (Series)



ISOQAR certified Management System, awarded to Emerald for adherence to Environmental standard ISO 14001:2004.

Certificate Number 1985 ISO 14001



CONTENTS

List of Contributors	vii
Series Editor's Preface	ix
Introduction: A Primer on International Entrepreneurship in Emerging Markets	
Mohamed Yacine Haddoud, Adah-Kole Emmanuel Onjewu and Paul Jones	1
Chapter 1 A Network Perspective on the Intermittent Internationalising Experiences of Emerging Economy Entrepreneurial SMEs	
Zubair Ali Shahid and Leonie Hallo	7
Chapter 2 Managerial Attributes and Collaborative Behaviours as Determinants of Export Propensity: Evidence from Turkish SMEs	
Ali Kemal Celik, Mohamed Yacine Haddoud, Adah-Kole Emmanuel Onjewu and Paul Jones	33
Chapter 3 Assessing the Impact of Social Forces in International Opportunity Recognition: A Case Study of Brazilian Technology Firms Nuno Arroteia and Khalid Hafeez	51
Chapter 4 Driving Business Exports in Emerging Markets: Business Clusters as a Policy Option for Internationalisation Anthony Ayakwah, Ellis L. C. Osabutey and	
Isaac Sakyi Damoah	81
Chapter 5 Outward Internationalisation of Emerging Market Small and Medium Sized Enterprises: Contract Manufacturing Relationship with Developed Market Multinational Enterprise(s) and Capabilities Development Ahmad Arslan, Sean Naughton, Abdollah Mohammadparast	
Tabas and Vesa Puhakka	99

vi CONTENTS

Chapter 6 Trade Barriers and Assistance Requirements of South Asian Transnational Entrepreneurs	
Shiv Chaudhry, Dave Crick and James M. Crick	115
Chapter 7 Barriers and Drivers of SMEs'	
Internationalisation in Emerging Markets: Study of Sri Lankan Youth Entrepreneurs	
Gayathri Ranasinghe	141
Chapter 8 The CAGE Around Internationalisation of SMEs and the Role of Government	
Paul Agu Igwe and Frederick Kanyembo	161
About the Editors	177
About the Authors	179
Index	183

LIST OF CONTRIBUTORS

Nuno Arroteia De Monfort University, UK.

Ahmad Arslan University of Oulu, Finland.

Anthony Ayakwah Koforidua Technical University, Ghana.

Ali Kemal Celik Ardahan University, Turkey.

Shiv Chaudhry Birmingham City University, UK.

Dave Crick University of Ottawa, Canada.

James M. Crick Loughborough University, UK.

Isaac Sakyi Damoah Bournemouth University, UK.

Mohamed Yacine Haddoud Plymouth University, UK.

Khalid Hafeez De Montfort University, UK.

Leonie Hallo The University of Adelaide, Australia.

Paul Agu Igwe University of Lincoln, UK.

Paul Jones Swansea University, UK.

Frederick Kanyembo University of Lincoln, UK.

Sean Naughton Edge Hill University, UK.

Adah-Kole Emmanuel Onjewu Coventry University, UK.

Ellis L. C. Osabutey University of Roehampton, UK.

Vesa Puhakka University of Oulu, Finland.

Gayathri Ranasinghe University of New South Wales, Australia.

Zubair Ali Shahid IQRA University, Pakistan.

Abdollah Mohammadparast Tabas University of Oulu, Finland.



SERIES EDITOR'S PREFACE

The Institute of Small Business and Entrepreneurship (ISBE) Emerald Book Series Contemporary Issues in Entrepreneurship Series seeks to provide a platform for leading-edge research that reflects on emerging themes of interest within the entrepreneurship discipline. These collections were developed in recognition of the requirement for the entrepreneurship literature to engage more critically with the experiences of entrepreneurs from many different contexts. Entrepreneurial behaviour continues to evolve rapidly in a challenging global environment for business. The volumes within this series are all developed by established scholars, typically drawn from the membership of the ISBE community. All contributions are rigorously double-blind peer-reviewed by subject experts. In line with the objectives of the series, this volume contributes a new peer-reviewed body of evidence which provides novel insights and perspectives and informs and further engages the entrepreneurship discipline.

The tenth volume in this series entitled 'International Entrepreneurship in Emerging Markets: Nature, Drivers, Barriers and Determinants' edited by Dr Mohammed Haddoud (Plymouth University), myself (Professor Paul Jones, Swansea University) and Dr Adah-Kole Onjewu (Coventry University) offers a novel perspective regarding the experiences of small businesses from emerging markets exploring internationalisation opportunities. Rapidly emerging and evolving markets in Africa, Asia and South East Asia offer exciting opportunities to revisit and update established entrepreneurial theory considering novel cultural and social nuances. Particular thanks to Dr Haddoud for leading the guest editing process from initiation to completion. This volume seeks to enhance the existing evidence base regarding the internationalisation of small businesses in a developing world context.

My thanks as always to the guest editors, authors and reviewers for all their contributions in taking this volume to a successful conclusion. To Katy Mathers and Pete Baker and all the Emerald Production team for their support in taking the book through the production processes by the required deadlines. We hope you enjoy the read!

Paul Jones (Editor, Contemporary Issues in Entrepreneurship Series)