

Agnieszka Głodowska  
Krakow University of Economics  
<https://orcid.org/0000-0002-5317-8625>  
<https://doi.org/10.35765/slowniki.199en>

# International entrepreneurship

## Summary

**DEFINITION OF THE TERM:** International entrepreneurship is a relatively recent area of research and is defined as entrepreneurship within which entrepreneurial activities are conducted across national borders, and within which international comparisons of entrepreneurship can be made.

**HISTORICAL ANALYSIS OF THE TERM:** Research on international entrepreneurship was initiated in the late 1980s, since when dynamic development in this area has taken place.

**DISCUSSION OF THE TERM:** Issues analysed within international entrepreneurship research include the entrepreneurial internationalisation of firms, comparative international entrepreneurship, and comparative entrepreneurial internationalisation.

**SYSTEMATIC REFLECTION WITH CONCLUSIONS AND RECOMMENDATIONS:** Explanations of international entrepreneurship are based on entrepreneurship theory and international business theory and are in line with the paradigm of strategic behaviours. Nowadays, research on international entrepreneurship is in high demand due to its utilitarian potential.

**Keywords:** international entrepreneurship, internationalisation, international comparisons, domestic entrepreneurship, born globals, international new ventures



## Definition of the term

Rapid technological progress and globalisation have offered new opportunities to create ventures and to develop entrepreneurship beyond national borders. For entrepreneurs and managers, this has entailed a new way of thinking which combines business management with a global perspective and has given rise to a new type of entrepreneurship, called international entrepreneurship. In the simplest terms, this type of entrepreneurship can be defined as entrepreneurial activity conducted across national borders or as an entrepreneurial process carried out beyond the borders of the home country. As a new type of entrepreneurship, international entrepreneurship has been introduced into the literature and economic practice relatively recently. The term was first used in the late 1980s, since when the understanding of international entrepreneurship and its conceptualisation has evolved. Thus, although detailed descriptions of international entrepreneurship can be found in the literature, researchers have not yet agreed on its precise definition. An outstanding contribution to the development of research on international entrepreneurship, and thus to its conceptualisation, comes from McDougall and Oviatt, who were the first to conduct research in this area (Wach, 2018). As defined by McDougall, international entrepreneurship is understood as the development of international new ventures or start-ups that, from their inception, engage in international business (McDougall, 1989). In the following years, drawing on entrepreneurial orientation, McDougall expanded the understanding of international entrepreneurship to mean a combination of innovative, proactive, and risky-seeking behaviour that crosses national borders and is intended to create value in organisations (McDougall and Oviatt, 2000). Later definitions of international entrepreneurship strongly emphasised the role of a leader and entrepreneur who is proactive, not afraid of risk-taking, and recognizes, discovers, and exploits opportunities (Knight and Cavusgil, 2004). Thus, it can be said that international entrepreneurship is the discovery, evaluation, and exploitation of opportunities and possibilities across national borders with the aim of creating future goods and services. International entrepreneurship research focuses on the process of internationalisation and international comparisons of domestic entrepreneurship (McDougall and Oviatt, 2005). It is worth noting that

these definitions of international entrepreneurship are complementary, not mutually exclusive. Conceptual analyses of this form of entrepreneurship reveal a gradual inclusion of various themes and perspectives investigated within international entrepreneurship research, such as events and processes, individual and/or organisational resources and capabilities, entrepreneurial attitudes and orientations, international discovery and the exploitation of opportunities (Głodowska, 2019). Chronologically, the essence of international entrepreneurship and its components can be presented using the following terms: new ventures, start-ups, company behaviour, business organisations, value creation, innovative behaviour, proactive behaviour, risk-seeking behaviour, the search for and exploitation of opportunity, international entrepreneurial orientation, and international comparisons (Głodowska, 2019).

The conceptual analysis of the term 'international entrepreneurship' and associated keywords allow international entrepreneurship to be embedded in science and its research area to be delineated. Primarily, it is treated as a type of entrepreneurship which, by applying the criterion of the nature of activity, is placed in line with technological, ecological, intellectual, and academic entrepreneurship (Kurczewska, 2013). Cieślík (2017) states that it is a type of dynamic entrepreneurship that takes place within the economy. Wach (2018) presents a broad and narrow understanding of international entrepreneurship. In the narrow understanding, he considers it to belong to theoretical concepts that explain the internationalisation of companies (other concepts in this group include the gradual concept, the resource concept, the network concept, and the strategic concept). Thus, we can speak of entrepreneurial internationalisation (Pera, 2018), which focuses first and foremost on the entrepreneur – the person, i.e., the human factor – who is the main driver of the internationalisation process (Wach and Głodowska, 2021). However, an entrepreneur is usually associated with a small company, so the term 'entrepreneurial internationalisation' primarily refers to micro, small and medium-sized enterprises.

In broad terms, Wach (2018) sets international entrepreneurship within two research strands:

1. entrepreneurship understood as the process in which an entrepreneur identifies and exploits opportunities. In this strand, international entrepreneurship analyses the role of the entrepreneur in

internationalisation through the identification and exploitation of these opportunities beyond the borders of the domestic market (the international aspect);

2. derived from the foundations of comparative studies. In this strand, entrepreneurship is researched by conducting international comparative studies of, e.g., domestic entrepreneurship or entrepreneurial internationalisation.

## Historical analysis of the term

The beginnings of research on international entrepreneurship can be traced back to the late 1980s, when the first attempts were made to understand the phenomenon of new international ventures and firms described as 'born globals'. It is widely accepted that the term 'international entrepreneurship' was first used by Morrow (1988) when he published the results of his studies on the vital role of technological progress and culture in the exploration of foreign markets by new ventures. However, Wach (2018) argues that it was Kohn (1988) who first used this term in his doctoral dissertation. Nevertheless, it is unquestionably acknowledged that research into international entrepreneurship was initiated by McDougall in her work from 1989, in which she provided a comparative analysis of domestic and international new ventures and formulated the first definition of international entrepreneurship. Soon, other researchers became interested in firms that internationalised rapidly either because they were established with an assumption that they would operate on international markets from the very beginning or due to a factor in their development process that drove their rapid internationalisation. Differences between entrepreneurs from different countries, e.g., in terms of culture, were also studied (Freeman et al., 2020).

A growing interest in international entrepreneurship research has led to its status being established as a distinct research area with its own conferences, special awards, journals, university courses and specialisations, etc. In 1996, the internationally acclaimed journal *Entrepreneurship Theory and Practice* published for the first time a special issue dedicated to international entrepreneurship research. Two years later,

Wright and Etemad initiated the first instance of a cyclical conference, *The McGill International Entrepreneurship Conference* (Freeman et al., 2020). Recognition of international entrepreneurship research was also evident in the awarding of prizes to papers dedicated to this topic, e.g., Zahra et al. (2000) received the Best Paper of the Year Award for their article published in the *Academy of Management Journal*. In 1994, the *Journal of International Business Studies* awarded the Best Paper of the Decade Award to McDougall and Oviatt; fourteen years later, Autio (2018) dedicated his publication to them, recognising their work as a landmark in the development of international entrepreneurship research and practice (Głodowska, 2019). In 2014, the *Journal of International Business Studies* awarded the same award to Knight and Cavusgil (2004) for their paper on innovation and organisational capabilities in born-global firms. A momentous step in the affirmation of international entrepreneurship was the creation in 2003 of a journal dedicated specifically to this area of research, the *Journal of International Entrepreneurship* by the international publisher Springer. A chronological development of international entrepreneurship as a research area is presented in Table 1.

Table 1. Key events in the development of international entrepreneurship research in chronological order

Year	Event	Author/Publisher/ Institution
1988	Use of the term 'international entrepreneurship' for the first time	J.F. Morrow (1988)
1989	First studies on international new ventures	P.P. McDougall (1989)
1996	First publication of a special issue dedicated to international entrepreneurship in the <i>Entrepreneurship Theory and Practice</i> journal	SAGE Journals
1998	Launch of cyclical conferences: <i>The McGill International Entrepreneurship Conference</i>	R. Wright, H. Etemad
1999	Two special issues dedicated to international entrepreneurship in the <i>Journal of International Marketing</i>	SAGE Journals
2000	The Best Paper of the Year Award, awarded by the <i>Academy of Management Journal</i> to a paper on international entrepreneurship Special issue dedicated to international entrepreneurship in the <i>Academy of Management Journal</i>	S. Zahra, R. Ireland, M. Hitt Academy of Management
2001	Special issue dedicated to international entrepreneurship in the <i>Journal of International Management</i>	ScienceDirect

2002	Special issue dedicated to international entrepreneurship in the <i>Entrepreneurship Theory and Practice</i> journal	SAGE Journals
2003	Launch of the <i>Journal of International Entrepreneurship</i> Special issue dedicated to international entrepreneurship in the <i>Small Business Economics</i> journal	Springer
2005	The Best Paper of the Decade Award, awarded by the <i>Journal of International Business Studies</i> to McDougall and Oviatt's (1994) paper on international entrepreneurship Special issue dedicated to international entrepreneurship in the <i>Canadian Journal of Administrative Studies</i> Special issue dedicated to international entrepreneurship in the <i>Journal of International Business Studies</i> Special issue dedicated to international entrepreneurship in the <i>Small Business Economics</i> journal Special issue dedicated to international entrepreneurship in the <i>Management International Review</i> journal Special issue dedicated to international entrepreneurship in the <i>International Business Review</i> journal	P. McDougall, B. Oviatt Springer Palgrave Macmillan Wiley Online Library Elsevier
2006	Launch of the <i>International Entrepreneurship and Management Journal</i> Special issue dedicated to international entrepreneurship in the <i>International Marketing Review</i> journal	Springer Emerald
2007	Special issue dedicated to international entrepreneurship in the <i>Journal of World Business</i>	Elsevier
2008	Special issue dedicated to international entrepreneurship in the <i>Small Business Economics</i> journal	Springer
2009	Creation of a virtual platform to support the global international entrepreneurship community: iescholars.net Special issue dedicated to international entrepreneurship in the <i>Strategic Entrepreneurship Journal</i>	R. McNaughton, H. Etemad Wiley Online Library

Source: Own elaboration based on Freeman et al. (2020).

Thus, it can be seen that international entrepreneurship is a relatively new area of research and its actual formation as a distinct area of research has taken place within the last twenty years. The middle of the first decade of the 21<sup>st</sup> century seems to have been a particularly significant period for the development of international entrepreneurship

research. In recent years, international entrepreneurship has become relatively well recognised, especially in the United States and Western Europe, as evidenced not only by special issues of journals and panel discussions at scientific conferences, but also specific courses and seminars on this topic offered by universities. In the Polish literature, this area is not yet widely recognised; Polish researchers have problems with distinguishing the specific nature of entrepreneurial internationalisation from internationalisation within international business, which is also studied in Poland (Głodowska, 2019).

## Discussion of the term

The development of research on international entrepreneurship has led to the formation of certain conceptual frameworks and specific problems that distinguish this research area. To date, analyses of the results of international entrepreneurship research and definitions of it that have been proposed in the literature reveal that the initial focus of research on the entrepreneurial internationalisation of firms has shifted to its comparative aspects. The latest and most widespread definition of international entrepreneurship put forward by McDougall and Oviatt (2005) states that it is the activity of the entrepreneur across national borders. This should be understood in the sense of internationalisation and international comparisons of entrepreneurship in the countries being studied. The research problems of interest in international entrepreneurship were brilliantly explained and systematised by Jones et al. (2011). Based on more than 200 articles, they divided the research problems of international entrepreneurship into three categories, which they called Type A, Type B, and Type C:

1. Type A: Entrepreneurial Internationalisation
  2. Type B: International Comparisons of Entrepreneurship
  3. Type C: Comparative Entrepreneurial Internationalisation
- Thematic areas within each type are listed in Table 2.

Table 2. Thematic areas within international entrepreneurship

Type	Category	Thematic area
A	Entrepreneurial Internationalisation	Venture Type Internationalisation Networks and Social Capital Organizational Issues Entrepreneurship
B	International Comparisons of Entrepreneurship	Cross-country Comparisons Cross-cultural Comparisons Combined
C	Comparative Entrepreneurial Internationalisation	Venture Type Internationalisation Patterns and Processes Impact of Internationalisation Organizational Issues

Source: Own elaboration based on Głodowska (2019).

Another summative but less detailed synopsis of entrepreneurship research problems can be presented as follows: (i) entrepreneurial events and processes; (ii) organisational and individual resources and capabilities; (iii) entrepreneurial mindset and orientation; (iv) discovery, exploitation, and implementation of international opportunities; and (v) problems linked to uncertainty.

The search for the foundation and theoretical framework of international entrepreneurship raises some questions. As a very young research area, international entrepreneurship faces the typical problems associated with its scientific status and identity. Etymologically, international entrepreneurship is grounded in entrepreneurship (pillar one) with an international dimension; as such, it belongs to the area of international business (pillar two). Thus, international entrepreneurship should be seen as a composite of two scientific sub-disciplines: entrepreneurship and international business (Wach, 2012). Sometimes a third pillar, strategic management, is also added here, although Wach (2018) argues that the third pillar already fits into both pillar one (strategic entrepreneurship being one of its components), and pillar two, with its strategic approach to internationalisation. However, the legitimacy of treating these three approaches separately cannot be questioned, especially in analyses of their impact on the theoretical foundations of international entrepreneurship.

A taxonomy of entrepreneurship theories can be based on several different criteria. Typically, they are divided by school, e.g., the classical school, the neoclassical school, the Austrian school, the Schumpeterian approach, the sociological approach, etc. Theories that explain entrepreneurship can also be classified according to source disciplines, e.g., the economic, psychological, sociocultural, or managerial approaches. It is also possible to adopt a functional criterion or level of analysis, or to take the organisational approach as a point of reference. Regardless of the classification adopted, however, the *modus operandi* of entrepreneurial action boils down to identifying opportunities, making evaluations, and taking decisions that allow entrepreneurs to properly manage and coordinate resources and capabilities that lead to the creation of value added, e.g., new products, services, or ventures. International entrepreneurship focuses precisely on discovering, identifying, and exploiting market opportunities and possibilities in an international environment. This is evident in the definitions of international entrepreneurship proposed by McDougall and Oviatt (2005). Moreover, the focus of the entrepreneurial internationalisation of companies is the entrepreneur or team that leads a company and makes internationalisation decisions. This means that it is the entrepreneur/entrepreneurship that is the central point here rather than the company, its size, structure, potential, and position. This is related to the effectuation paradigm, which derives directly from entrepreneurship theory and has recently been incorporated into the understanding of the internationalisation process (Zucchella and Magnani, 2016).

The impact of international business on international entrepreneurship is very important. Research indicates that internationalisation is a multidimensional process driven by diverse factors that have previously been investigated in research on international business. Over the years, a number of theoretical concepts have been put forward to explain the heterogeneity of internationalisation, with a leading role played by various versions of incremental models (Wach, 2021). International entrepreneurship is commonly treated as an explanatory approach and is primarily used to explain contemporary internationalisation trends. The link between international business and international entrepreneurship is dichotomous in nature. On the one hand, it cannot be denied that models of entrepreneurial internationalisation draw from international

business theory, especially the resource approach in internationalisation (the role of resources and capabilities), the strategic approach (international entrepreneurial orientation), and the knowledge-based approach (knowledge as a source of unique advantages). On the other hand, however, models of international entrepreneurship were born out of a critique of traditional models of internationalisation explained by theories on international business. Traditional models of internationalisation (e.g., those that assume its implementation in stages: first a company gains a strong position in the home market; next it gradually exploits its advantages in foreign markets) do not explain the phenomenon of born globals or international new ventures. The institutional approach seems to be a suitable theoretical area to explain internationalisation according to international business models and international entrepreneurship (Zucchella and Magnani, 2016). This refers to the environment and its turbulence, uncertainty, and the heterogeneity in which the internationalisation process takes place, regardless of the model adopted.

Of particular relevance to international entrepreneurship in strategic management theory is the resource-based approach, according to which the key to long-term efficiency and competitiveness lies in a company's unique resources and capabilities, the source of which is the entrepreneur or management. The entrepreneur's personal predispositions and capabilities (education, experiences, motivation, skills, etc.) contribute to organisational capabilities and entrepreneurial orientation at the company level. Learning and dissemination of knowledge seem particularly pertinent here. Entrepreneurial orientation is a construct derived from strategic management. Its impact on international entrepreneurship is measurable because typical attributes of entrepreneurial orientation are also used to define international entrepreneurship as a combination of innovative, proactive and risk-seeking activities (McDougall and Oviatt, 2000).

Based on the combination of the three theoretical pillars of international entrepreneurship described above, its main priority axes can be identified as follows: i) international ventures (international business perspective); ii) entrepreneurial identification of opportunities and possibilities (entrepreneurial perspective); iii) entrepreneurial orientation (strategic management perspective). These stem from the theoretical frameworks used in research on international business,

entrepreneurship, and strategic management, but they take a different shape in the perspective of international entrepreneurship and allow new models of entrepreneurial internationalisation to be distinguished. New conceptual categories, International New Venture (INV) and Born Globals (BG), both of which are representative of this research area, are the most characteristic models of entrepreneurial internationalisation (Bigos, 2019). The concept of international new ventures, i.e., organisations which, from their inception, seek to gain a competitive advantage by leveraging resources and sales in multiple foreign markets, was first introduced by McDougall and Oviatt (1994), who listed four types of such ventures: (i) global start-ups, defined as new ventures that operate in multiple foreign markets, where they coordinate many value chain activities across countries; (ii) export/import start-ups, defined as new ventures that operate in only a few foreign markets where they primarily exchange goods and services; (iii) multinational traders, defined as entrepreneurs who begin as export/import start-ups and increase the extent of their coordination across countries as the internationalisation of their companies intensifies; (iv) geographically focused start-ups, defined as new ventures which operate in foreign markets in a particular region of the world and build their competitive advantage on tacit and hard-to-mimic knowledge (Maciejewski, 2018). The concept of born globals first appeared in a consultative report by Rennie, in which he attempted to operationalise early internationalisation (Freeman et al., 2020). Born globals are companies that view the world as their target market, as opposed to targeting the domestic market. Such companies achieve significant turnover from international activities within their first years of their operation (e.g., 25%) (Wach, 2018).

In the literature, the terms 'international new ventures' and 'born globals' are generally either used interchangeably, or born globals are treated as a type of international new venture (Freeman et al., 2020), although they are also treated as distinct entities (Jones et al., 2011). Moreover, it is important to understand the difference between international and global action. An international venture can operate in one or only a few foreign markets, while a global venture operates in many foreign markets in at least two world regions or continents. However, in both cases (INV and BG) of internationalisation, international entrepreneurship focuses on different attributes of a company to those previously

analysed in research on international business. In international entrepreneurship, the internationalisation process – rather than being characterised by its size and stages of development – is characterised by its pace, accelerated growth paths, and the ‘leapfrogging’ of certain stages of a company’s development. Knowledge and international networks are the key factors that imply fast and early internationalisation. Other factors taken into consideration include the constantly changing international environment, especially the technological environment and progress, the mobility of human capital, the availability and diversity of funding, and individual characteristics of the entrepreneur, such as experience and unique capabilities (Wach and Głodowska, 2021).

From an entrepreneurial perspective, there are other models of the internationalisation process: Wach (2018), for example, lists models of accelerated internationalisation and classical models of international entrepreneurship. Accelerated (rapid) internationalisation can be analysed in relation to international new ventures and born globals, although in these two models attention is paid not to the extent of internationalisation but to its relatively fast pace. The model of born regionals (BR), i.e., companies that, like born globals, operate in foreign markets from their inception but their geographical reach is limited to neighbouring markets, is thus closer to the concept of accelerated internationalisation (Maciejewski and Wach, 2019).

Within general models of international entrepreneurship, internationalisation is based on a three-element construct: 1) the entrepreneur; 2) the entrepreneurial process; 3) the entrepreneurial environment. This classical approach highlights the impact of the theoretical models discussed above on the formulation of the concept of international entrepreneurship. The entrepreneur and his capabilities are a key element of entrepreneurial internationalisation, which is in line with the entrepreneurial and strategic approach. Internationalisation is also affected by environmental determinants analysed in the classical institutional approach as external factors. The entrepreneurial process is primarily linked to the identification of opportunities and chances (the entrepreneurial approach); in international entrepreneurship, these will be opportunities and chances in international markets.

To date, research into international entrepreneurship has been dominated by entrepreneurial internationalisation. However, an excellent

complement to this research area is international comparisons of entrepreneurship, the literature on which is very scarce. International comparative entrepreneurship research is addressed in the conceptual approach of McDougall and Oviatt (2000). Two types of comparative studies can be distinguished: 1) international comparisons of entrepreneurship (Type B according to [Jones et al., 2011]); 2) international comparative studies of entrepreneurial internationalisation (Type C according to [Jones et al., 2011]). The theoretical grounding, especially of international comparative studies of domestic entrepreneurship, is provided by the entrepreneurial approach and partly by the approach derived from international business. Additionally, it is worth paying attention to the theory of endogenous economic growth, Schumpeterian economic development, the entrepreneur in Kirzner's terms, the concept of social change, and institutional theory. International comparative studies of entrepreneurship primarily consist in analyses of institutional determinants of entrepreneurship, entrepreneurial behaviour, new venture creation, entrepreneurial culture, and the operationalisation of domestic entrepreneurship (Głodowska, 2019). An important area of international comparisons is the assessment of country-level factors of entrepreneurship and the effects of entrepreneurship on the economy. This answers the question of what stimulates a country's entrepreneurship and also explains the role that entrepreneurship plays at the level of the economy and society (Terjesen et al., 2013). Furthermore, researchers are increasingly turning to international comparisons of different types of entrepreneurship, e.g., female entrepreneurship, family entrepreneurship, or social entrepreneurship.

## Systematic reflection with conclusions and recommendations

International entrepreneurship is a young research field which has been dynamically developing in recent years and shaping its identity and position in the research space. So far, however, due to a rigorous approach to the classification of sciences, its scientific distinctiveness and autonomy have been questioned. According to this classification, international entrepreneurship cannot be called a scientific discipline

because it lacks detailed laws, theories, and methods capable of solving problems specific to this area and developing the scientific area to which international entrepreneurship would belong (Gorynia and Jankowska, 2017). International entrepreneurship is thus accused of being imitative, lacking methodological unification and lacking the structures required of an independent scientific discipline. However, it can be treated as a scientific specialisation or research area which may be part of one or more scientific disciplines, as is advocated by McDougall and Oviatt (1994) and by Knight and Cavusgil (2004). After all, an interdisciplinary and holistic approach within international entrepreneurship is not its disadvantage but is actually conducive to its development.

As far as internationalisation is concerned, the literature identifies a number of problems that require scientific exploration in the field of international entrepreneurship, e.g., entrepreneurial orientation and its importance in the internationalisation process, as well as the role of knowledge and innovation (Wach, 2018). The integration of new theoretical perspectives into international entrepreneurship research is recommended, e.g., those linked to strategic management, technological innovation, dynamic processes, networks, and operational and dynamic capabilities. Researchers should also focus on widening their focus to all geographical areas, as so far only the developed markets have been taken into account, and international entrepreneurship in developing countries and emerging markets is definitely worth exploring. Furthermore, the causes and mechanisms of early internationalisation and the hybrid and non-linear forms of internationalisation are still insufficiently explained and need to be looked at more closely.

Further research can also be conducted within international comparisons of entrepreneurship. This area includes analyses of determinants and the role of entrepreneurship in the economy, i.e., linking entrepreneurship to economic growth, as this seems to have been inadequately analysed so far, and the results could prove valuable for policy makers who are responsible for creating institutional conditions for entrepreneurship in their countries. Another promising research area is comparing domestic entrepreneurship (at the macro level) on an international scale, especially given the problems with operationalising entrepreneurship at this level in such a way that would reflect its multidimensionality, which calls for sound methodological analyses. In terms of the methods

recommended, a diversified approach (quantitative and qualitative research) or an approach which combines different research methods or levels of research would be welcome.

## REFERENCES

- Autio, E. (2018). Creative Tension: The Significance of Ben Oviatt's and Patricia McDougall's Article 'Toward a Theory of International New Ventures'. In: R. Reuber (ed.), *International Entrepreneurship. The Pursuit of Opportunities across National Borders* (pp. 59–81). Gewerbestrasse: Palgrave Macmillan.
- Bigos, K. (2019). Wpływ szybkości internacjonalizacji i kapitału zagranicznego na intensywność eksportu: przypadek startupów międzynarodowych. *International Entrepreneurship Review*, 5(1), 9–21. DOI: 10.15678/IER.2019.0501.01.
- Cieślik, J. (2017). Dimensions of entrepreneurship. In: J. Cieślik (ed.), *Entrepreneurship in emerging economies enhancing its contribution to socio-economic development* (pp. 41–90). Basingstoke: Palgrave Macmillan.
- Freeman, S., Ying, Z., & Warner, M. (2020). *International Entrepreneurship. A Comparative Analysis*. London/New York: Routledge Taylor & Francis Group.
- Głodowska, A. (2019). *Międzynarodowe porównania przedsiębiorczości krajowej w Unii Europejskiej. Determinanty i efekty w perspektywie przedsiębiorczości międzynarodowej*. Warszawa: PWN.
- Gorynia, M., & Jankowska, B. (2017). O tożsamości biznesu międzynarodowego. In: M. Maciejewski, & K. Wach (ed.), *Handel zagraniczny i biznes międzynarodowy we współczesnej gospodarce* (pp. 127–142). Kraków: Uniwersytet Ekonomiczny w Krakowie.
- Jones, M.V., Coviello, N., & Tang, Y. (2011). International entrepreneurship research (1989–2009): A domain ontology and thematic analysis. *Journal of Business Venturing*, 26(6), 632–659.
- Knight, G.A., & Cavusgil, S.T. (2004). Innovation, Organizational Capabilities, and the Born Global Firm. *Journal of International Business Studies*, 35, 124–141. DOI: 10.1057/palgrave.jibs.8400071.
- Kohn, T.O. (1988). *International Entrepreneurship: Foreign Direct Investment by Small U.S.-based Manufacturing Firms*. Unpublished DBA Thesis, Harvard University, Ann Arbor, MI 1988 (university microfilms).

- Kurczewska, A. (2013). *Przedsiębiorczość*. Warszawa: Wydawnictwo Naukowe PWN.
- Maciejewski, M., & Wach, K. (2019). International Startups from Poland: Born Global or Born Regional?. *Central European Management Journal*, 27(1), 60–83. DOI: 10.7206/jmba.ce.2450-7814.247.
- Maciejewski, M. (2018). Startupy międzynarodowe jako przejaw przedsiębiorczości międzynarodowej. In: K. Wach (ed.), *Internacjonalizacja przedsiębiorstw w perspektywie przedsiębiorczości międzynarodowej* (pp. 93–116). Warszawa: Wydawnictwo Naukowe PWN.
- Morrow, J.F. (1988). International entrepreneurship. A new growth opportunity. *New Management*, 3, 59–61.
- McDougall, P.P. (1989). International versus domestic entrepreneurship: New venture strategic behaviour and industry structure. *Journal of Business Venturing*, 4, 387–400.
- McDougall, P.P., & Oviatt, B.M. (1994). Toward a theory of international new ventures. *Journal of International Business Studies*, 25(11), 45–64.
- McDougall, P.P., & Oviatt, B.M. (2000). International entrepreneurship: The intersection of two research paths. *The Academy of Management Journal*, 43(5), 902–906.
- McDougall, P.P., & Oviatt, B.M. (2005). Defining international entrepreneurship and modeling the speed of internationalization. *Entrepreneurship Theory and Practice*, 29(5), 537–554. DOI: 10.1111/j.1540-6520.2005.00097.x
- Pera, B. (2018). Natura internacjonalizacji przedsiębiorstw. In: K. Wach (ed.), *Internacjonalizacja przedsiębiorstw w perspektywie przedsiębiorczości międzynarodowej* (pp. 13–64). Warszawa: Wydawnictwo Naukowe PWN.
- Terjesen, S., Hessels, J., & Li, D. (2013). Comparative international entrepreneurship: A review and research agenda. *Journal of Management*, 42, 299–234. DOI: 10.1177/0149206313486259.
- Wach, K. (2012). *Europeizacja małych i średnich przedsiębiorstw: rozwój przez umiędzynarodowienie*. Warszawa: Wydawnictwo Naukowe PWN.
- Wach, K. (2018). Teoretyczne podstawy przedsiębiorczości międzynarodowej. In: K. Wach (ed.), *Internacjonalizacja przedsiębiorstw w perspektywie przedsiębiorczości międzynarodowej* (pp. 65–92). Warszawa: Wydawnictwo Naukowe PWN.
- Wach, K. (2021). The evolution of the Uppsala model: Towards non-linearity of internationalization of firms. *International Entrepreneurship Review*, 7(2), 7–19. DOI: 10.15678/ IER.2021.0702.01.

- Wach, K., Głodowska, A. (2021). How do demographics and basic traits of an entrepreneur impact the internationalization of firms? *Oeconomia Copernicana*, 12(2), 399–424. DOI: 10.24136/oc.2021.014.
- Zahra, S.A., Ireland, R.D., & Hitt, M.A. (2000). International Expansion by New Venture Firms: International Diversity, Mode of Market Entry, Technological Learning, and Performance. *Academy of Management Journal*, 43, 925–950. DOI:10.2307/1556420.
- Zucchella, A., & Magnani, G. (2016). *Entrepreneurship. Theoretical Foundations and Practices*. Second Edition. New York: Palgrave Macmillan.