

Curriculum Vitae**Professor Svante Andersson**

NAME:	Svante Andersson
PRESENT POST:	Professor in Business Administration Research leader CIMER Director of Studies in Ph D Education in Innovation Sciences
CURRENT EMPLOYER:	Halmstad University, Sweden

ACADEMIC and PROFESSIONAL QULIFICATIONS	Year Obtained	Awarding Body
Master of Science in Industrial and Management Engineering	1986	Linköping University
PhD	1996	Linköping University
Docent (“Associate Professor”)	2002	Halmstad University
Professor	2006	Halmstad University

CAREER**Present position as Professor in Business Administration**

As research leader I am responsible for organizing and inspiring group members to write applications for external funding and publish high quality academic work. I am project leader for two external funded projects that involves both senior researchers and Ph D students. The projects also involves international co-operation. I am Director of studies for the master program in International Marketing and director of studies for Halmstad University’s Ph D education in Innovation Science. For the time being I am supervising four Ph D students and 5 master projects. I am part in teaching exchange projects with universities in Brazil and Ghana. I am teaching in the master courses International Marketing Strategy and Frontiers of Research in International Marketing.

Previous posts/experience

1981-1986	Master of Science in Industrial and Management Engineering, Linköping University
1984-1985	Military Service, Swedish Army
1985-1986	Exchange Studies, Technische Hochschule, Darmstadt, Germany
1987-1989	AB Bruno Herbst, Mjölby, Sweden, Export manager
1989-1998	Linköping University (Lecturer, PhD Studies)
1997-1998	Australian Graduate School of Management, Sydney, Australia (Visiting Researcher)
1998-2000	Entrepreneurship and Small Business Research Institute, Stockholm (Researcher)
2005-2006	University of the Sunshine Coast, Australia (Visiting academic)
2009, 2013	FURB, Blumenau, Brazil (Teaching exchange, Linneaus-Palme)
2012	Winneba University of Education, Kumasi Campus, Ghana (Teaching exchange, Linneaus-Palme)
2000-	Halmstad University (Assistant Professor, Associate Professor, Professor)
2013-	Visiting fellow, Birkbeck Centre for Innovation Management Research, University of London

With Current Employer

Head of Marketing Group Halmstad University 2000-2003
 Director of Studies in Master programmes in Business and Economics 2002-2005
 Director of Studies in Master programmes in International Marketing 2005-2014
 Research Leader of Scandinavian Institute for Research in Entrepreneurship 2002-2005
 Member of Board of Research in Humanities and Social Sciences 2005-2010
 Member of Faculty Board (Ledamot i Fakultetsnämnd) 2011
 Member of Board in “Centrum för Informationslogistik i Ljungby AB” 2006-2009
 Member of management Group, Centre for Innovation, Entrepreneurship and Learning (CIEL) 2007-
 Research Leader of Centre for Technology, Innovation and Marketing Management (CTIMM) 2009-2014
 Research Leader of Centre for International Marketing and Entrepreneurship Research (CIMER) 2014-
 Director of Studies in Research Education in Innovations Sciences 2011-

Member of Board of Research education 2011-
Member of Board of Halmstad University 2011-2013

RESEARCH

My research has mainly been focused on different aspects of international business. Different areas, such as international entrepreneurship, marketing and management has been dealt with. I have published in top academic journals in the fields of marketing, entrepreneurship and management, such as Journal of International Marketing, Journal of Business Venturing, European Journal of Marketing, International Marketing Review, Canadian Journal of Administrative Science and International Studies of Management and Organizations (for details, see publication list). My publications are cited 1732 times in Google Scholar <http://scholar.google.com/citations?hl=en&user=vblEAAA&oi=sra>. My research has mainly been financed by external funding in projects where I have been main applicant and project leader. I have received funding from the Swedish Research Council, (which is known for financing the highest quality research projects in Sweden). I have also received funding from the Knowledge Foundation that demands that the research projects give practical implications and is carried out in close cooperation with industry partners. I am a frequent reviewer in many academic top journals such as, Journal of International Business Studies, International Business Review and Entrepreneurship and Regional Development. I have been invited as key-note speakers in conferences and work-shops and I am often invited as evaluator and examiner in Ph. D projects and evaluator regarding applications to different academic positions. In my current position I am involved in different academic leadership positions. I am research leader for Centre for Technology, Innovation and Marketing Management. As research leader I am responsible for organizing and inspiring group members to write applications for external funding and publish high quality academic work. I am project leader for two external funded projects that involves both senior researchers and Ph. D students. I am an active participant at international conferences, such as AIB, EIBA and McGill. I am also involved in different international research networks and have published with many different international partners.

Project leader for research with external funding

Lars Erik Lundbergs foundation – Born Global - 1 190 000 SEK	2002-2005
KK Foundation – International leadership – 1 677 000 SEK	2005-2008
The Swedish Research Council (Vetenskapsrådet) – International growth in the healthcare technology sector - 5 592 000 SEK	2010-2014
KK Foundation- Born Globals – an innovative approach to business creation in international networks 4 027 000 SEK	2011-2014

Grants and scholarships

The following grants and scholarships have financed part of my Ph D and research. Especially they have been important for financing travelling and visits abroad in connection with research and teaching.

Fonden för exportutveckling	1990
Teknologie Doktor Erik Johnssons Stipendiefond	1992
Svenska ICCs Nicolinstiftelse	1996
Fonden för exportutveckling	1997
Tore Browaldhs stiftelse (Post doc Australia 97-98)	1997
Knut och Alice Wallenbergs Jubileumsfond	1998
STINT – Visiting researcher/teacher USC Australia	2005
Linneus-Palme (Teaching exchange, FURB, Blumenau, Brazil)	2008, 2009, 2013
Linneus-Palme (UEW, Kumasi Campus, Ghana)	2012

Selected speeches

”Key-note speech” ”Practical implications of Contemporary Research in Internationalisation of SMEs” at ” A EUROPEAN UNION SPONSORED CONFERENCE -INTERNATIONALIZATION OF SMALL- TO MEDIUM-SIZED ENTERPRISES - *Matching the Needs of Entrepreneurs, Consultants, Venture Capital in the Global Market Place*” in Stockholm, 15-16 June 2006

Key-note speech “Growth strategies of Swedish Born Globals – Managerial and governmental implications” at the Workshop *Born Global growth stages and survival – Most important research results and international learnings*, Helsinki, Friday 8th of April 2011, Aalto University and Finpro.

Research in International Entrepreneurship in Halmstad + rest of Sweden, Nordic workshop in International Entrepreneurship, Odense, Denmark, September 16, 2011

Key-Note Speech “Born Global Entrepreneurship” at I Extenda Workshop on Internationalization in Business 29 & 30 September 2011, Faculty of Economics & Business Management, University of Cadiz, Spain.

Born Globals – Examples from Sweden. Winneba University of Education, Kumasi Campus, Ghana, February, 2012

Scandinavian Insights on International Entrepreneurship and Innovation. National University of Ireland, Galway, Ireland, 23rd August 2012.

Born Globals – nystartade, innovativa och internationella. Estrad, Esbri, Stockholm, 22 October 2012.

Internationalization and Entrepreneurship. FURB, Blumenau, Brazil, February 2013

Key-Note Speech at the 1st International Workshop: The Evolution of Knowledge in International Entrepreneurship, University of Edinburgh, UK. 26-27 April, 2013

Member of Advisory board “Globaliseringsforum” 2011-

This forum is an arena which aim is to disseminate research about international entrepreneurship, SME and innovation to decision-maker in industry and policy.

Guest editor Special Issue in European Business Review 2014 (together with Natasha Evers and Olli Kuivalainen) - International New Ventures – rapid internationalization across different industry context

Ad hoc reviewer in:

- Organization Studies
- Journal of Management Studies
- Journal of International Business Studies
- Entrepreneurship and Regional Development
- International Marketing Review
- International Business Review
- Journal of Small Business Management
- Journal of East-West Business
- Journal of Small Business and Enterprise Development
- Management International Review
- European Business Review
- International Journal of Knowledge Management Studies
- Journal of International Entrepreneurship
- Canadian Journal of Administrative Science
- European Journal of Marketing
- International Small Business Journal
- International Journal of Entrepreneurial Behaviour & Research

Research Evaluation

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| 2013 | Opponent, licenciate dissertation of Frank-Gilles Miciol, Linköping University, Sweden |
| 2013 | Exernal evaluator, position as assistant professor in international business and entrepreneurship, University of Southern Denmark |
| 2013 | Review of European Union seventh framework project, Innovation and exploitation of energy projects, Madrid, October |
| 2013 | External examiner, PhD thesis by Adele Smith, National University of Ireland, Galway, Ireland. |

Svante Andersson CV

- 2013 External examiner, PhD thesis by Anna Penar Turner, Dublin City University, Ireland
- 2013 External evaluator, Associate Professor Application of Anna Jonsson, Gothenburgh University
- 2012 External evaluator position as lecturer in Marketing, Jönköping International Business School
- 2012 External evaluator position as lecturer in International Business Gothenburg University, Gothenburg
- 2012 External evaluator, Associate Professor Application of Lucia Naldi, Jönköping International Business School
- 2012 External evaluator, Professor Application, Arild Aspelund, Norwegian University of Science and Technology, Trondheim, Norway
- 2012 External evaluator, Professor Application, Desalegn Abraha Gebrekidan, Skövde University
- 2012 Member of Grading Committee, Doctoral dissertation of Liliya Altshuler, Lund University
- 2012 Opponent, Doctoral dissertation of Susanne Sandberg, Linnaeus University, Sweden
- 2011 Opponent, Doctoral dissertation of Anette Söderqvist, Hanken School of Economics, Vaasa, Finland
- 2011 External evaluator, Professor Application, Lena Zander, Uppsala University
- 2011 External evaluator, Professor Application, Harald Dolles, Gothenburg University
- 2011 External evaluator positions as lecturer in International Business Uppsala University
- 2010 External evaluator positions as lecturer in International Business Gothenburg University, Gothenburg
- 2010 External evaluator positions as lecturer. Linnea University, Växjö
- 2008 External evaluator, Associate Professor Application of Aihie Osarenkhoe, Mid Sweden University
- 2007 Evaluator of Regional Development Research, EU, Brussels Belgium
- 2007 Member of Grading Committee, Doctoral dissertation of Catharina Norén, Lund University
- 2005 Member of Grading Committee, Doctoral dissertation of Henrik Florén Chalmers University of Technology
- 2005 External evaluator positions as lecturer. University of Trollhöttan/Uddevalla
- 2005 External evaluator position as research assistant at Gävle University
- 2004 Opponent, Doctoral dissertation of Henrik Barth, Luleå University of Technology
- 2004 Member of Grading Committee, Doctoral dissertation of Benjamin Ståhl, Uppsala University
- 2004 External evaluator, Associate Professor Application of Stefan Lagrosen Växjö University
- 2003 External evaluator position as lecturer. University of Trollhöttan/Uddevalla

TEACHING

My teaching is currently concentrated in the areas of International marketing, management and entrepreneurship. I have supervised more than 50 master theses. For the time being I am supervising four Ph. D students. I have more than 20 years of experience in different academic positions. I have also experience from teaching in an international context and I have been guest teacher at universities in Australia, Brazil and Ghana. My approach to teaching is that I believe students should get practical, real life examples that can be used to contextualise the theoretical concepts, as well as engaging in problem-based learning tasks. I have developed the courses International Marketing Strategy and Frontiers of Research in International Marketing, which is part of the Master program in International Marketing. I have also developed a Double Degree program together with University of the Sunshine Coast. I have a close contact with local industry partner that is involved both in my research and teaching. On postgraduate level I work close with my students and I have published journal articles together with both Ph. D and master students. From 2000 approximately 50 % of my position has been teaching, mostly on postgraduate level. Among other I have supervised more than 50 master theses. Courses have included: International Marketing, International Entrepreneurship, Entrepreneurship, Strategy and Growth

Development and teaching of Ph D courses

In 2004 – 2005 I developed and taught the doctoral course International entrepreneurship and Growth (7,5 hp). This course was included in the National Research School in Entrepreneurship and Innovation.

In 2010 I developed and taught the doctoral course Firms' Internationalization Processes (7,5 hp). This course was a joint project between Halmstad University and Jönköping International Business School

In 2012-2103 I developed and taught the doctoral course International Entrepreneurship and Marketing (7,5 hp) together with Gabriel Awuah and Natasha Evers. A course in the Pd d education in Innovations Sciences at Halmstad University.

August 2013: Invited Discussant on the McGill PhD Doctoral Colloquium on International Entrepreneurship, 2nd August, Montreal, Canada

Doctoral Thesis Supervision

I was main supervisor for Ingemar Wictor who finished his dissertation in June 2012 and for Navid Ghannad who finished March 2013. I was second Supervisor for Joanne Freeman who finished her dissertation in 2009. I am first supervisor for Helene Laurell and Rupert Waters and second supervisor for Ulf Ågerup and Daniel Hamidi.

Joanne Freeman , University of the Sunshine Coast Freeman, J. (2009). Factors contributing to successful export performance of regional and metropolitan SME exporters. Business Faculty, University of the Sunshine Coast. Phd: 284.	PhD 2009
Ingemar Wictor , Jönköping International Business School (2012). Born Globals – Rapid international growth in new ventures. JIBS Dissertation Series No. 080	Ph D 2012
Navid Ghannad , Halmstad University The role of the entrepreneur in the international new venture – opening the black box, Halmstad University Dissertations no. 3 Helene Laurell Jönköping International Business School Ulf Ågerup, Gothenburg University Rupert Waters, Halmstad University Daniel Hamidi, Halmstad University	Ph D 2013

Pedagogical education

Pedagogical course for university teacher, Linköpings University	1990
Course in case teaching methodology, CIMI, Copenhagen	1992
Pedagogical supervision of students, Linköpings University	1993
Course for postgraduate supervisors (7,5 hp), Halmstad University	2006

Program development

Double degree of master in International Marketing (Halmstad University, Sweden) and Master of International Business (University of the Sunshine Coast, Australia).

One of the main authors for the application for Ph D education in Innovation Sciences at Halmstad University.

LANGUAGES

Swedish	fluent
English	fluent
German	good
French	basic

PUBLICATIONS

Articles

1. Andersson, S. 2000. Internationalization of the Firm from an Entrepreneurial Perspective. *International Studies of Management & Organization*, Vol. 30, No. 1, pp.65-94. **(5th most cited article in the journal with 430 citations in google scholar)**
2. Andersson, S. 2002. Suppliers' International Strategies. *European Journal of Marketing*, Vol. 36, No.1/2, pp. 86-110.
3. Andersson, S. 2002. A Network Approach to Marketing Management. *Journal of Enterprising Culture*, Vol 10, No 3 , pp 209-223.
4. Andersson, S. 2003. High-Growth Firms in the Swedish ERP Industry. *Journal of Small Business and Enterprise Development*. Vol 10, No. 2. pp. 180-193.
5. Andersson, S & Wictor, I. 2003. Innovative internationalisation in new firms – Born Globals the Swedish case. *Journal of International Entrepreneurship*. Vol 1, No 3. pp 249-276. **(3rd most cited article in the journal with 353 citations in google scholar)**
6. Andersson S. 2004. Internationalization in different industrial contexts. *Journal of Business Venturing*. Vol 19. No. 6. pp. 851-875.
7. Andersson, S., Gabrielsson, J & Wictor, I. 2004. International activities in small firms – examining factors influencing the internationalization and export growth of SMEs. *Canadian Journal of Administrative Sciences*. Vol. 21, No. 1. pp. 22-34.
8. Andersson, S., Hedelin, A., Nilsson, A, & Welander, C. 2004. Violent Advertising in Fashion Marketing. *Journal of Fashion Marketing and Management*. Vol 8. No 1. pp. 96-112
9. Andersson, S & Wictor, I. 2004. Innovative Internationalisation in New Firms:Born Globals- the Swedish case. *Problemy teorii i praktika upravleniya (Theoretical and practical aspects of management)*. Vol 22. No 1. pp. 41-49.
10. Andersson, S, Eriksson, M & Lundmark, L 2006. Internationalization in Malaysian Furniture Firms – Gradual internationalization or Born Globals? *International Journal of Globalisation and Small Business*. Vol 1. No. 3. pp. 220-243.
11. Andersson, S. 2006. International growth strategies in consumer and business-to- business markets in manufacturing and service sectors. *Journal of Euromarketing*. Vol 15. No. 4. Pp. 35-56.
12. Andersson, S & Evangelista, F. 2006. The entrepreneur in the Born Global Firm in Australia and Sweden. *Journal of Small Business and Enterprise Development*. Vol 13. No. 4. Pp. 642-659.
13. Andersson, S., Gabrielsson, J & Wictor, I. 2006. Born Globals' Market Channel Strategies. *International Journal of Globalisation and Small Business*. Vol 1. No. 4. pp. 356-373.
14. Andersson, S & Florén, H. 2008. Exploring managerial behavior in small international firms. *Journal of Small Business and Enterprise Development*. Vol 15. No. 1. pp 31-50.
15. Svensson, G, Andersson, S, Mysen, T. & Awuah, G. 2009. A comparison of perceived quality in business relationships in Norway and Sweden - Similarities and differences *Baltic Journal of Management*. Vol. 4. No. 1. pp. 7-33.
16. Frishammar, J. & Andersson, S. 2009. The overestimated role of strategic orientations for international performance in smaller firms. *Journal of International Entrepreneurship*. Vol. 7. pp. 57-77.
17. Andersson, S & Tell, J. 2009. The relationship between the manager and growth in small firms. *Journal of Small Business and Enterprise Development*. Vol. 16 No. 4. pp. 586-598.
18. Andersson, S & Servais, P. 2010. Combining Industrial buyer and seller strategies for international supply and marketing management. *European Business Review*. Vol. 22 No. 1. pp. 64-81.
19. Payan, J., Svensson, G., Awuah, G., Andersson, S. & Hair, J. 2010. A 'Cross-Cultural RELQUAL-scale' in Supplier-Distributor Relationships of Sweden and USA.. *International Marketing Review*. Vol. 27. No. 5, pp 541-561.
20. Achtenhagen, L., Andersson, S., & Laurell, H. 2011. Frühe Internationalisierung eines Unternehmens im Hoch-technologiebereich – Treiber und Hindernisse. *Zeitschrift für KMU und Entrepreneurship*. Vol 59. No. 2. pp. 125-140.
21. Andersson, S & Florén, H. 2011. Differences in managerial behavior between small international and non-international firms. *Journal of International Entrepreneurship*. Vol 9. No 3. pp. 233-258.

22. Andersson, S. 2011. International entrepreneurship, born globals and the theory of effectuation. *Journal of Small Business and Enterprise Development*. Vol. 18. No. 3, pp.627 – 643.
23. Ghannad, N. & Andersson, S. 2012. The influence of the entrepreneur's background on the behaviour and development of born globals' internationalisation processes. *International Journal of Entrepreneurship and Small Business*. Vol. 15, No. 2, pp.136–153.
24. Wictor, I. & Andersson, S. 2012. The Importance of Leadership and Vision in Born Globals. *Business and Management Research* Vol. 1, No. 1, pp. 13-25.
25. Evers, N., Andersson, S. & Hannibal, M. 2012. Stakeholders and Marketing Capabilities in International New Ventures: Evidence from Ireland, Sweden and Denmark. *Journal of International Marketing*. Vol. 20, No. 4: 46–71.
26. Amal, M., Awuah, G., Robach, H, Andersson, S. 2013. Differences and Similarities of the Internationalization Processes of Multinational Companies from Developed and Emerging Countries. *European Business Review*. Vol. 25 Iss: 5, pp.411 – 428.
27. Laurell, H. Andersson, S. & Achtenhagen, L. 2013. The importance of industry context for new venture internationalisation: A case study from the life sciences. *Journal of International Entrepreneurship* Vol 11, Iss 4, pp. 297-319
28. Andersson, S, Evers, N. & Griot, C. 2013. Local and international networks in small firm internationalisation: Cases from the Rhône-Alpes medical technology regional cluster. *Entrepreneurship and Regional Development*. Vol. 25 No. 9-10, pp. 867-888.
29. Andersson, S. Evers, N. & Kuivalainen, O. 2014. International new ventures: rapid internationalization across different industry contexts. *European Business Review*. Vol. 26, No 5. pp. 390-405.
30. Reinert, V, Awuah, G.B., Andersson, S. & Da Silva, N.V. 2014. The usage of social media by the agribusiness companies in Brazil. *Journal of Academy for Advancement of Business Research*. Vol 2, No. 2 pp 89-98.

Books and bookchapters

1. Andersson, S. 1996. Internationalisering som entreprenörshandling, Doctoral dissertation, Linköping University, Linköping.
2. Andersson, S. 1999. The Entrepreneur and Firm's International Strategies. Bookchapter in Johannisson, B & Landström (eds) *Images of Entrepreneurship and Small Business – Emergent Swedish Contributions to Academic Research*, Studentlitteratur, Lund, pp. 241-265.
3. Andersson, S. 2001. *Det växande företaget*, Studentlitteratur, Lund.
4. Andersson, S. 2001. Internationalisering av snabbväxande företag. I Davidsson, P, Delmar, F & Wiklund, J. *Tillväxtföretagen i Sverige*. SNS förlag pp. 294-330
5. Andersson, S. 2006. Born Globals – Early Internationalizing Firms, Bookchapter in Lagrosen, S and Svensson, G (eds) *Marketing – Broadening the Horizons*, Studentlitteratur, Lund, pp. 235-254.
6. Andersson, S. 2007. Entrepreneurs' Influence on Firms' International Behavior, Bookchapter in Ajami, R. A and Bear, M. M. (eds) *The Global enterprise – Entrepreneurship and Value Creation*, International Business Press, New York, pp. 109-136.
7. Andersson, S & Tell, J. 2009. The manager's influence on small firm growth. In Hörte, S. Å. (ed) *Research on Technology, Innovation and Marketing Management 2007-2008*, Halmstad University, Halmstad, pp. 1-14.
8. Andersson, S. & Svensson, G. 2009. (eds) *Glocal Marketing*, Studentlitteratur, Lund
9. Svensson, G. & Andersson, S. 2009. Think Globally and Act Locally, in Andersson, S. & Svensson, G. 2009. (eds) *Glocal Marketing*, Studentlitteratur, Lund, pp. 13-26.
10. Svensson, G. & Andersson, S. 2009. Global versus Glocal Strategy and Marketing Think, in Andersson, S. & Svensson, G. 2009. (eds) *Glocal Marketing*, Studentlitteratur, Lund, pp. 27-44.
11. Andersson, S. Svensson, G. 2009. Early Internationalizing Firms, in Andersson, S. & Svensson, G. 2009. (eds) *Glocal Marketing*, Studentlitteratur, Lund, pp. 45-64.
12. Andersson, S. Svensson, G. 2009. The International Entrepreneur, in Andersson, S. & Svensson, G. 2009. (eds) *Glocal Marketing*, Studentlitteratur, Lund, pp. 257-276.
13. Svensson, G., Wood, G. & Andersson, S. 2009. International Corporate and Business Ethics, in Andersson, S. & Svensson, G. 2009. (eds) *Glocal Marketing*, Studentlitteratur, Lund, pp. 319-338.
14. Svensson, G. & Andersson, S. 2009. Anti-climate Change Management in Marketing, in Andersson, S. & Svensson, G. 2009. (eds) *Glocal Marketing*, Studentlitteratur, Lund, pp. 373-390.
15. Svensson, G. & Andersson, S. 2009. A Glocal Marketing Model, in Andersson, S. & Svensson, G. 2009. (eds) *Glocal Marketing*, Studentlitteratur, Lund, pp. 391-396.

16. Andersson, S., Gabrielsson, J. & Wictor, I. 2009. International activities in small firms – examining factors influencing the internationalization and export growth of SMEs. in McNaughton, R. B. & Bell, J. D (eds) *Entrepreneurship & Globalization (Vol 1)* Sage Publications, pp 288-306.
17. Andersson, S. 2009. Internationalization of the Firm from an Entrepreneurial Perspective. in McNaughton, R. B. & Bell, J. D (eds) *Entrepreneurship & Globalization (Vol 5)* Sage Publications, pp 105-131.
18. Andersson, S. 2010. International Entrepreneurship and the Theory of Effectuation, in Holmquist, C. and Wiklund, J. (eds) *Entrepreneurship and the Creation of Small Firms*. Edward Elgar, Northampton, MA, pp. 175-191.
19. Andersson, S. 2011. International Growth Strategies in Different marketing Contexts. In Anderson, H. & Leander, B. (eds) *Crossing Borders – Expanding Markets An Outlook from Sweden*, Jönköping International Business School pp. 74-81.
20. Andersson, S. 2011. International Growth Strategies in Different marketing Contexts. In Nummela, N (ed) *International Growth of Small and Medium Enterprises*, Routledge, New York, NY, pp. 97-114.
21. Wictor, I. & Andersson, S. 2011. The importance of vision in born global companies. In Hörte, S. Å. (ed) *Research on Technology, Innovation and Marketing Management 2009-2011 – Introducing the Research Area of Innovation Science*, Halmstad University, Halmstad, pp. 37-54.
22. Wictor, I. & Andersson, S. & Mullern, T. 2013. Leadership and organization in born globals. In Etemad, H, Madsen T. K. Rasmussen E. S. & Servais. P. (eds) *Current Issues in International Entrepreneurship*, Edward Elgar pp. 38-69.

Conference papers

1. Andersson, S. 1995. Företagets internationaliseringsprocess, Paper presented at NORDFEKS doctoral tutorial in Copenhagen, August, 1995.
2. Andersson, S. 1995. The Establishment Sequence of Foreign Subsidiaries. Paper presented at the 21st Annual Conference of the European International Business Academy, Urbino, Italy, December, 1995.
3. Andersson, S. 1995. The Internationalization Process of the Firm - as Entrepreneurial Act. Paper presented at the the 21st Annual Conference of the European International Business Association, Urbino, Italy, December, 1995.
4. Andersson, S. 1998. Internationalization as a Consequence of Entrepreneurial Acting. Paper presented at the 4th Nordic Workshop in International Business, Oslo, Norway, May
5. Andersson, S. 1998. The Entrepreneur and Firm's International Strategies, paper presented at the 10th Nordic Conference on Small Business, Växjö, Sweden, June, 1998
6. Andersson, S. 1998. The Network Perspective – Its Origin and Differences to the Marketing Management Approach, Paper presented and published in proceedings at ANZMAC98, Dunedin, New Zealand, December, 1998, pp. 62-72.
7. Andersson, S. 1999. High Growth Firms, Internationalisation and Job Creation in Sweden. Paper presented at the 5th Nordic Workshop in International Business, INSEAD, Fontainebleau, France April, 1999.
8. Andersson, S. 1999. High Growth Firms, Internationalisation and Job Creation in Sweden. Paper presented at the Babson College –Kauffman Foundation 1999 Entrepreneurship Research Conference, University of South Carolina, Columbia, USA, May, 1999.
9. Andersson, S. 2000. Market Choice in Various Situations. Paper presented at the 6th Nordic Workshop in International Business, Skagen, Denmark, May, 2000.
10. Andersson, S. 2000. Internationalization in Mature and High Growing Industries. Paper presented at the Babson College –Kauffman Foundation 2000 Entrepreneurship Research Conference, Babson College, Boston, USA, June, 2000.
11. Andersson, S & Wictor, I. 2001. Innovative international strategies in new firms – born globals. Paper presented at the 7th Nordic Workshop in International Business, Idöborg, Sweden, May, 2001.
12. Andersson, S., Wictor, I. & Gabrielsson, J 2001. *Born Globals - The Swedish Case*. Paper presenterat på Babson College Entrepreneurship Research Conference, JIBS, Jönköping, Sweden, juni 2001
13. Andersson, S. & Wictor, I. 2001. The internationalization of Born Globals - the Swedish Case. Paper presented at the 16th Nordiska Företagsekonomiska Årskonferensen i Uppsala, Augusti, 2001
14. Andersson, S. & Wictor, I. 2001. *Innovative International Strategies in New Firms - Born Globals the Swedish Case*. Paper presented and published in proceedings at 4th McGill Conference on International Entrepreneurship, University of Strathclyde, Glasgow, Scotland, september, 2001, pp 39-63.
15. Andersson, S., Gabrielsson, J & Wictor, I. 2002. *International activities in small firms – examining factors influencing the internationalization and export growth of SMEs* Paper presented and published

- in proceedings at the McGill Conference on International Entrepreneurship, McGill University, Montreal, Canada, September, 2002.
16. Andersson, S. 2003. International strategies in firms dominated by marketing and technical entrepreneurs. Paper presented at CIEEC, Paper presented at CIEEC, Instituto de Empresa, Madrid, 7 March, 2003
 17. Andersson, S. 2003. The entrepreneur and the internationalisation of the firm. Paper presented and published in proceedings at the 7th Vaasa conference on International Business, Vaasa, Finland, August, 2003
 18. Andersson, S., Gabrielsson, J & Wictor, I. 2003. *Born Globals' Market Channel Strategies* Paper presented and published in proceedings at the McGill Conference on International Entrepreneurship, University of Ulster, Derry, Ulster, UK, September.
 19. Andersson, S. 2003. The entrepreneur's influence on firm's international strategy. Paper presented and published in proceedings at ANZMAC 2003, Adelaide, Australia, December, 2003
 20. Andersson, S & Evangelista, F. 2004 The entrepreneur in the Born Global Firm in Australia and Sweden. Paper presented and published in proceedings at the McGill Conference on International Entrepreneurship, McGill University, Montreal, Canada, September, 2004.
 21. Andersson, S., Wictor, I. 2004. Knowledge transfer in Born Globals Paper presented and published in proceedings at the McGill Conference on International Entrepreneurship, McGill University, Montreal, Canada, September.
 22. Andersson, S. 2004. The Internationalization of the Born Global Firm from an Entrepreneurial Perspective. Paper presented and published in proceedings at the EIBA Conference, Ljubljana, Slovenia, December
 23. Andersson, S. 2005. Internationalization in consumer and business – to business markets in manufacturing and service sectors. Paper presented and published in proceedings CIMAR 2005, Barcelona, Spain, June
 24. Andersson, S., Florén, H. Tell, J 2005. Managerial behavior and small firms' internationalization. Paper presented and published in proceedings at McGill Conference on International Entrepreneurship, McGill Uddevalla, Sweden, September.
 25. Andersson, S. 2005. Internationalization in different marketing contexts. Paper presented and published in proceedings at ANZMAC 2005, Perth, Australia, December
 26. Andersson, S & Servais, P. 2005. Combining Industrial Buyer's and Sellers International Strategies. Paper presented and published in proceedings at the EIBA Conference, Oslo, Norway, December
 27. Freeman, J, Andersson, S & Lawley, M 2006. Export performance: Regional versus Metropolitan SMEs Paper presented and published in proceedings at the McGill Conference on International Entrepreneurship, McGill University, Montreal, Canada, September, 2006.
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