



## Call for Papers

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### *International Business Review*

#### **Special Issue on The Role of Knowledge and Learning in internationalization**

##### *Guest Editors*

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The international strategy is enhanced by the organization's ability to learn. From this perspective, internationalization is viewed as a process of learning and knowledge accumulation (Brouthers et al., 2009). Learning alters the manner in which firms see and interpret the world and identify knowledge gaps in foreign markets. Knowledge and learning play a central role in the internationalization processes of the firm in a different number of ways (Petersen, Pedersen & Lyles, 2008).

The international firm needs to learn and use knowledge on the different international markets it is operating in. Knowledge acquisition is one of the key factors behind a firm's international behavior in terms of selection of foreign markets, entry modes and the speed of the process.

Different markets imply different consumers' needs and wants. Learning is essential for product adaptation as well as for achieving product innovation successfully (Kafouros et al., 2008). International firms tend to have an outstanding innovative capability that they exploit in several markets (Pla-Barber and Alegre, 2007).

The international firm also has to deal with knowledge flows with other firms. The transferability of technological knowledge across borders enables early and rapid internationalization. Absorptive capacity and open innovation are also decisive processes through which international firms can integrate external knowledge and launch attractive new products to the international markets. Finally, internal knowledge sharing is also an essential issue for multinational corporations (Buckley and Ghauri, 2004; Michailova and Minbaeva, 2012) in order to achieve effective coordination. Organizational routines and structures are better integrated for internationalization when firms develop and retain abilities to learn and share knowledge.

This Special Issue focuses on these knowledge processes that allow the international firm to outperform its competitors in the international arena.

### **Subject coverage**

Potential topics include, but are not limited to:

Adaptation to changes in foreign markets

Absorptive Capacity and Open Innovation

Dynamic capabilities related to internationalization processes

Dynamic capabilities related to knowledge processes

Knowledge sharing within multinational corporations

Knowledge and learning in entrepreneurial firms

Co-location and International Networks of knowledge

Links between modes of learning and internationalization strategies

Knowledge and learning in the expatriation process.

Links between national/organizational culture and knowledge learning and sharing

Managerial intentionality and learning-based aspects of internationalization.

### **Notes for Prospective Authors**

Submitted papers should not have been previously published nor be currently under consideration for publication elsewhere. All papers are refereed through a peer review process.

A guide for authors and other relevant information for submitting papers are available on IBR's web page (<http://www.journals.elsevier.com/international-business-review/>)

### **Important Dates**

The deadline for submission is: September 30, 2012.

### **Editors and Notes**

You may send one copy in the form of a PDF file attached to an email (details in IBR's Guide for Authors) to the following:

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Please include in your submission the title of the Special Issue.