# Contents

1 Internationalization of Small and Medium-Sized Enterprises  
   1.1 SMEs and International Markets  
   1.2 SME Internationalization: Contributions from Different Theoretical Perspectives  
      1.2.1 The Incremental Approach to Internationalization  
      1.2.2 The ‘Born Global’ Phenomenon  
      1.2.3 A Resource-Based View of Internationalization  
      1.2.4 Internationalization from a Network-Based Perspective  
   1.3 Barriers to SME Export: A Classification  
      1.3.1 Internal Barriers  
      1.3.2 External Barriers  
   1.4 Firm Resources, Management Characteristics and SME Exporting Activity  
   1.5 The Characteristics of Developing Countries  
   1.6 Patterns of SME International Expansion  
   References  

2 Strategic Networks, Trust and the Competitive Advantage of SMEs  
   2.1 SME Attitude Towards Cooperation  
   2.2 Defining Strategic Networks of SMEs  
   2.3 SMEs and Competitiveness: The Relational Perspective  
   2.4 The Relevance of Social Capital Within the Network  
   2.5 Networks as Sources of Competitive Advantage  
   2.6 Trust as a Requirement for Building Successful SME Networks  
   2.7 The Role of ‘Network Facilitators’: An Interpretative Framework  
   References  

3 Export Consortia: Types and Characteristics  
   3.1 Export Consortia: An Overview  
   3.2 Features, Strengths and Weaknesses of Export Consortia  
   3.3 Export Consortia from a Dynamic Perspective: The Lifecycle of the Firm-Consortium Relationship  
   References
Export Consortia in Developing Countries
Successful Management of Cooperation Among SMEs
Antoldi, F.; Cerrato, D.; Depperu, D.
2011, XIV, 126 p., Hardcover
ISBN: 978-3-642-24878-8