



UNIVERSITÀ DEGLI STUDI DI BERGAMO



10TH WORKSHOP ON FAMILY FIRM MANAGEMENT RESEARCH INNOVATION, FAMILY FIRMS AND ECONOMIC DEVELOPMENT

CHAIRPERSONS

Alfredo De Massis(*), **Tommaso Minola**, **Lucio Cassia**, Center for Young and Family Enterprise – CYFE University of Bergamo, Italy and (*) Centre for Family Business, Lancaster University Management School, U.K.

Leif Melin, **Mattias Nordqvist**, Center for Family Enterprise and Ownership – CeFEO Jönköping International Business School, Sweden

PROGRAMME

Thursday 22 May 2014

18.00-20.00 Welcome Reception ([Gourmet Restaurant](#))
Opening words and Welcome: Leif Melin, Lucio Cassia and representatives of the local Family Business Community

Friday 23 May 2014

08.00-12.00 Registration (University Main Entrance)

08.30-8.45 Opening words and welcome: Tommaso Minola (Room 2)

08.45-9.30 Keynote presentation by Professor Kimberly Eddleston, Northeastern University
FOSTERING ENTREPRENEURSHIP IN FAMILY FIRMS: THE ROLE OF THE FAMILY

09.30-10.00 Coffee break

10.00-11.30 Parallel sessions 1, 2 and 3 (Room 1, 3 and 4)

11.30-13.00 Parallel sessions 4, 5 and 6 (Room 1, 3 and 4)

13.00-14.00 Lunch

14.00-15.30 Parallel sessions 7, 8 and 9 (Room 1, 3 and 4)

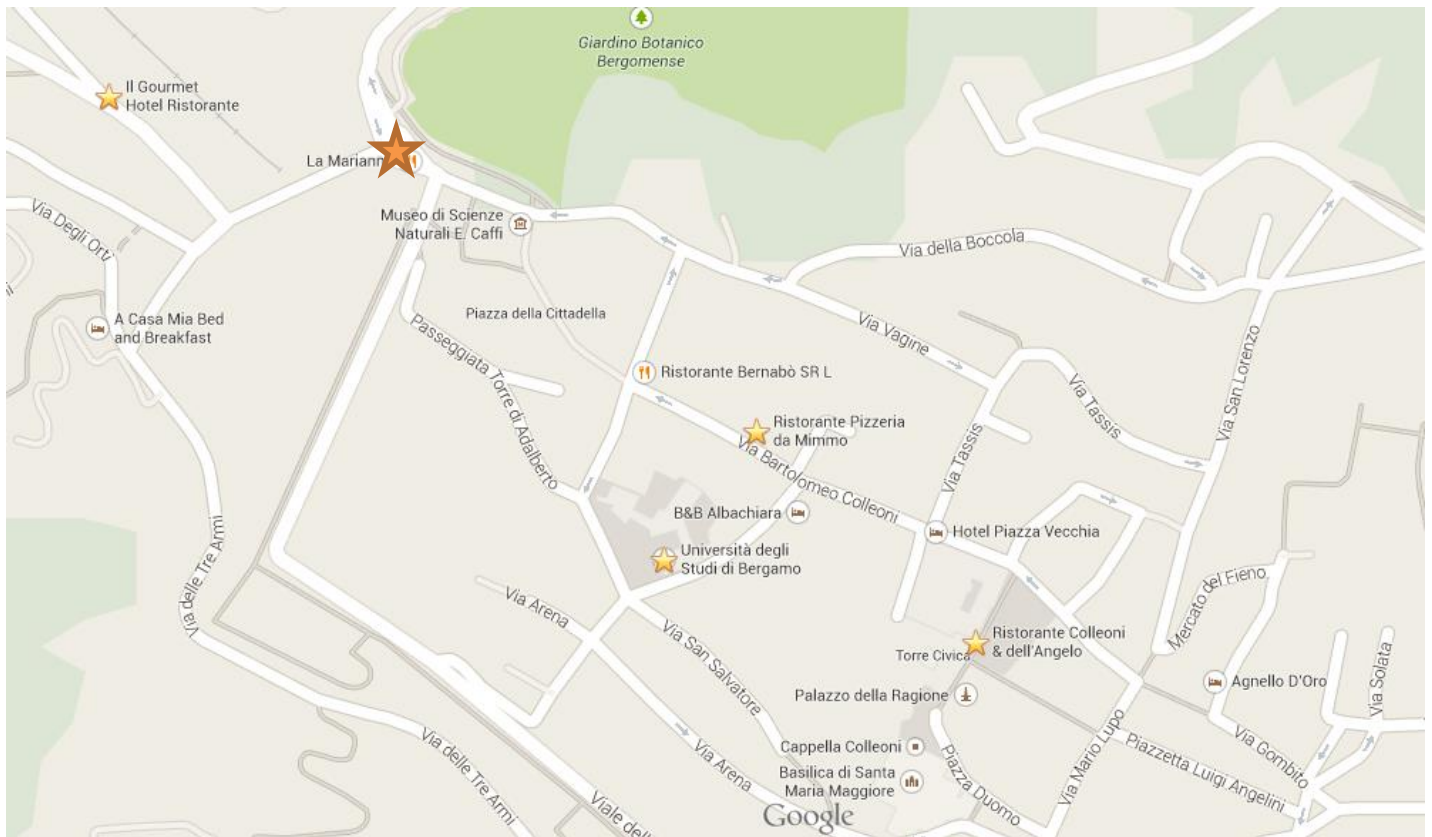
- 15.30-16.00** Coffee break
- 16.00-17.30** Parallel sessions 10, 11 and 12 (Room 1, 3 and 4)
- 19.00-20.00** EIASM WORKSHOP ON FAMILY FIRM MANAGEMENT RESEARCH 10th ANNIVERSARY
Special Social Event: *“Art, Handcraft and Passion from Piazza Vecchia in Bergamo: a History of Entrepreneurial Families in the Renaissance”* (Special guided tour)
- 20.00-** GALA DINNER ([Taverna del Colleoni dell’Angelo](#)) and BEST PAPER AWARD CEREMONY

Saturday 24 May 2014

- 08.30-08.45** Opening words and welcome: Alfredo De Massis (Room 2)
- 08.45-9.30** Keynote presentation by Professor David Audretsch, Indiana University (Room 2)
DOES FAMILY BUSINESS RESEARCH BELONG IN THE ENTREPRENEURSHIP LITERATURE?
- 09.30-10.00** Coffee break
- 10.00-11.30** Parallel sessions 13, 14 and 15 (Room 1, 3 and 4)
- 11.30-13.00** Parallel sessions 16, 17 and 18 (Room 1, 3 and 4)
- 13.00-14.00** Lunch
(in parallel) “Meet the Editors” Session (Room 2)
Special Issues of: Journal of Family Business Strategy (*Family Business and Regional Development*), Small Business Economics Journal (*Management Processes in the Family Firm: From “What” to “How”*) and Global Strategy Journal (*Family Firms and Family Governed Multinationals in the Global Economy*)
- 14.00-15.30** Parallel sessions 19, 20 and 21 (Room 1, 3 and 4)
- 15.30-16.00** CLOSING & WELCOME TO THE 2015 CONFERENCE (Room 2)
Leif Melin and Lucio Cassia
- 16.00-16.30** Refreshments

MAPS AND DIRECTIONS

Old City Map with Workshop Locations



Bus Arrival

“Università degli Studi di Bergamo”, Via Salvecchio, 19, Bergamo
Conference Venue

“Ristorante Gourmet”, Via S.Vigilio, 1, Bergamo
Welcome Cocktail Venue

“Taverna del Colleoni dell’Angelo”, Piazza Vecchia, Bergamo
Gala Dinner Venue

“DaMimmo Ristorante”, Via Bartolomeo Colleoni, 17, Bergamo
Lunches Venue (just in case of rain)

THE SESSIONS

Friday

S1 / FRIDAY: 10,00-11,30 – Chair: Andrea Calabrò		
Author	Co-authors	Title
BRUMANA, MARA		THE INTERNATIONALIZATION OF FAMILY FIRMS: EXPLORING THE EMERGENCE OF A HEADQUARTER-SUBSIDIARY PERCEPTION GAP
DARWISH, NIDAL		INTERNATIONAL OPPORTUNITY RECOGNITION OF FAMILY FIRMS IN DEVELOPING COUNTRIES: THE CASE OF PALESTINE
KUIKEN, ANDREA		FAMILY BUSINESS INTERNATIONALIZATION AS A NON-LINEAR PROCESS

S2 / FRIDAY: 10,00-11,30 – Chair: Tommaso Minola		
Author	Co-authors	Title
BJUGGREN, PER-OLOF	MICHEL ELMONIZO LAUFER	BANK FINANCING OF STARTUPS - FINDINGS FROM A SURVEY
KUMETO, GERSHON		FINANCIAL GOALS, NON-FINANCIAL GOALS, AND INTER-FIRM COOPERATION OF FAMILY FIRMS: A DUALITY THEORY PERSPECTIVE
MOLLY, VINCENT	DIANE ARIJS, JOHAN LAMBRECHT	PRIVATE EQUITY AND THE FAMILY BUSINESS: HOW TO TURN A SEEMINGLY INCOMPATIBLE COMBINATION INTO A FRUITFUL COOPERATION?

S3 / FRIDAY: 10,00-11,30 – Chair: Cristina Bettinelli		
Author	Co-authors	Title
MARTÍNEZ FERRERO, JENNIFER	LÁZARO RODRÍGUEZ ARIZA, MANUEL BERMEJO SÁNCHEZ, MARÍA CONCEPCIÓN LÓPEZ FERNÁNDEZ	CAN FAMILY OWNERS CONTROL CORPORATE DECISIONS? ANALYSIS OF THE RELATIONSHIP BETWEEN FAMILY FIRMS AND EARNINGS MANAGEMENT
RIVA, PATRIZIA	LORENZO GELMINI, FRANCESCO BAVAGNOLI	CONTROL NEEDS IN ITALIAN PRIVATELY HELD FAMILY FIRMS
SONGINI, LUCREZIA	CHIARA MORELLI, LUCA GNAN, PAOLA VOLA	THE DETERMINANTS OF FAMILY BUSINESSES' MANAGERIALIZATION EVIDENCES FROM NORTHERN ITALY

S4 / FRIDAY: 11,30-13,00 – Chair: Alfredo De Massis

Author	Co-authors	Title
HUYBRECHTS, JOLIEN	FRANK LAMBRECHTS, WIM VOORDECKERS, LLOYD STEIER	SUSTAINING PRODUCT INNOVATION IN MULTI-GENERATION PRIVATELY HELD FAMILY FIRMS: THE IMPORTANCE OF TEMPORAL ORIENTATION
ASABA, SHIGERU	TETSUO WADA	CONTACT HITTERS OR POWER HITTERS? R&D BEHAVIOR OF FAMILY FIRMS IN THE JAPANESE PHARMACEUTICAL INDUSTRY
CUCCULELLI, MARCO		TIME PREFERENCES, RISK PREFERENCES AND PRODUCT INNOVATION. EVIDENCE FROM ITALIAN FAMILY FIRMS.
MENZIES, TERESA		DIMENSIONS OF INNOVATION FLEXIBILITY: APPLYING THIS THEORY IN THE FAMILY BUSINESS CONTEXT

S5 / FRIDAY: 11,30-13,00 – Chair: Leif Melin

Author	Co-authors	Title
ARZUBIAGA, UNAI	AMAIA MASEDA, TXOMIN ITURRALDE	THE IMPACT OF THE TOP MANAGEMENT TEAM IN THE ENTREPRENEURIAL ORIENTATION OF FAMILY FIRMS: WHAT IS THE ROLE OF THE BOARD OF DIRECTORS?
LOHUES, MARTINE ANNA MARIA		THE SUCCESSOR DECISION IN FAMILY BUSINESSES
WALDKIRCH, MATTHIAS	MATTIAS NORDQVIST	NON-FAMILY CEOS AND THE NEXT GENERATION - A RELATIONSHIP FOR CONTINUITY IN FAMILY FIRMS

S6 / FRIDAY: 11,30-13,00 – Chair: Arist Von Schlippe

Author	Co-authors	Title
ALUKO, OLU	HELEN KNIGHT	FAMILY BUSINESSES ARE FROM MARS, BUSINESS ADVISERS ARE FROM VENUS: INVESTIGATING THE ROLE OF COMMUNICATION FORMS BETWEEN ACCOUNTANTS AND SMALL FAMILY BUSINESSES
HUELSBECK, MARCEL	KATHARINE WIRSCHING	TYPES OF FAMILY FIRM GOVERNANCE AND INNOVATION IN FAMILY FIRMS (ABSTRACT)
VAN HELVERT-BEUGELS, JUDITH	ILSE MATSER	SETTING UP AN ADVISORY BOARD IN THE FAMILY BUSINESS

S7 / FRIDAY: 14,00-15,30 – Chair: Mara Brumana

Author	Co-authors	Title
CAMPOPIANO, GIOVANNA	ANDREA CALABRÒ, RODRIGO BASCO	FAMILY FIRMS' GROWTH RATES AND GROWTH SPEED: AN EXPLORATORY ANALYSIS ON A SAMPLE OF GERMAN FAMILY FIRMS
MARIANI, GIOVANNA	FRANCESCA BERNINI, ALESSANDRA COLI	IS CORPORATE ACQUISITION A GROWTH STRATEGY FOR THE FAMILY BUSINESS? AN EMPIRICAL ANALYSIS ON COMPANIES LISTED ON THE MILAN STOCK EXCHANGE
BARROS, ISMAEL	JUAN HERNANGÓMEZ BARAHONA, NATALIA MARTÍN CRUZ	KNOWLEDGE ACCUMULATION IN FAMILY FIRMS: AN EMPIRICAL APPROACH
BROEKAERT, WOUTER	PETRA ANDRIES, KOENRAAD DEBACKERE	FAMILY FIRMS' DYNAMIC CAPABILITIES AS ENABLERS OF INNOVATION

S8 / FRIDAY: 14,00-15,30 – Chair: Marcel Huelsbeck

Author	Co-authors	Title
VEIDER, VIKTORIA		EXPLORATION AND EXPLOITATION IN THE FAMILY FIRMS: HOW DIFFERENT TYPES OF FAMILY INFLUENCE SHAPE THE ABILITY TO PURSUE EXPLORATIVE AND EXPLOITATIVE INNOVATION
BECK, SUSANNE	REINHARD PRÜGL, PETER KENNING	THE ROLE OF PERCEIVED TRUSTWORTHINESS OF FAMILY FIRMS ON CONSUMERS' ACCEPTANCE OF INNOVATIVE PRODUCTS
GIMENEZ FERNANDEZ, ELENA MARIA		DRIVING INNOVATION IN FAMILY FIRMS. A NETWORK VIEW
ARKALI, GOKCEN	NIHAT ERDOGMUS, ERKAN ERDEMIR	FACTORS AFFECTING THE EVOLUTION OF FAMILY BUSINESSES AND THEIR INNOVATION PERFORMANCES: THE CASE OF TURKEY

S9 / FRIDAY: 14,00-15,30 – Chair: Allan Fernando Discua-Cruz

Author	Co-authors	Title
LJUMIC, IVONA	ALESSANDRA TOGNAZZO, GIANLUCA COLOMBO, PAOLO GUBITTA	SOCIOEMOTIONAL WEALTH AND FAMILY BUSINESS PERFORMANCE: DOES THE EXTERNAL ENVIRONMENT MATTER?
LOPEZ-DE-SILANES, FLORENCIO	TIMOTHEE WAXIN	FAMILY BUSINESSES AND CORPORATE PERFORMANCE: A SURVEY
POSCH, ARTHUR	NORA HAAS	THE INFLUENCE OF FAMILY INVOLVEMENT AND CEO DECISION-MAKING STYLE ON PERFORMANCE EVALUATION
MARQUES, PILAR	ANDREA BIKFALVI, ALEXANDRA SIMON, JOSEP LLACH , CHRISTIAN LERCH	FAMILY INVOLVEMENT AND SERVICISATION UNDER A SOCIO-EMOTIONAL WEALTH PERSPECTIVE: EUROPEAN INTERNATIONAL EVIDENCE

S10 / FRIDAY: 16,00-17,30 – Chair: Katharine Wirsching		
Author	Co-authors	Title
DIAZ MORIANA, VANESSA	ERIC CLINTON JUSTIN CRAIG	LONG-TERM ORIENTATION AND INNOVATIVENESS IN MULTI-GENERATIONAL FAMILY FIRMS
LÓPEZ-FERNÁNDEZ, MARIA CONCEPCION	ANA M ^a SERRANO-BEDIA, MANUEL PALMA-RUIZ	WHAT HINDERS INNOVATION IN FAMILY FIRMS IN EMERGING COUNTRIES?
MONTEMERLO, DANIELA	SALVATORE TOMASELLI	THE “REAL” NATURE, CONTRIBUTION TO INNOVATION AND SUCCESS CONDITIONS OF FAMILY CONSTITUTIONS AND THE ROLE OF ADVISORS: A MULTI-DISCIPLINARY LITERATURE REVIEW
VELLIN, DOMINIQUE		INNOVATION STRATEGIES OF FAMILY INDUSTRIAL CHAMPIONS: PROPOSITION OF A THEORETICAL FRAMEWORK

S11 / FRIDAY: 16,00-17,30 – Chair: Marco Cucculelli		
Author	Co-authors	Title
BLOEMEN-BEKX, MIRA	CHANTAL REMERY	IN- OR OUTSIDE THE FAMILY BUSINESS? THE CHOICE OF NEXT-GENERATION STUDENTS FOR AN OCCUPATIONAL CAREER.
BONTI, MARIACRISTINA	ENRICO CORI	ENTREPRENEURIAL SUCCESSION AND FIRM LONGEVITY IN ITALIAN FAMILY-OWNED SMES: THE MISSING LINK
FERRARI, FILIPPO		WHEN THE DAUGHTER JOINS FAMILY FIRM. STAFFING, ADVERSE SELECTION AND ORGANIZATIONAL JUSTICE IN FAMILY SMES

S12 / FRIDAY: 16,00-17,30 – Chair: Lorraine Uhlaner		
Author	Co-authors	Title
BETTINELLI, CRISTINA	GIANPAOLO BARONCELLI, SHARON LOANE BARBARA DEL BOSCO	THE INTERNATIONALIZATION OF FAMILY FIRMS: AN EXPLORATORY STUDY ON ITALIAN SMES.
DAL MASO, LORENZO	NICOLA LATTANZI	SPECIFIC FIRM FACTORS, VALUE STREAMS FOR INTERNATIONAL STRATEGIES AND INSTITUTION: THE CROSSING MATRIX BETWEEN FAMILY BUSINESS CHARACTER AND TERRITORIAL IDENTITY
MAJOCCHI, ANTONIO	JEAN FRANCOIS HENNART EMANUELE FORLANI	EUROPEAN DIFFERENCES IN THE EXTENT OF FAMILY FIRMS INTERNATIONALIZATION

Saturday

S13 / SATURDAY: 10,00-11,30 – Chair: Leona Achtenhagen		
Author	Co-authors	Title
HERNÁNDEZ, REMEDIOS	SOUMODIP SARKAR, M ^a CONCEPCIÓN LÓPEZ- FERNÁNDEZ	THE FAMILY BUSINESS DEFINITION UNDER THE MICROSCOPE- WHAT IS ITS ESSENCE?
HOWORTH, CAROLE	NICK ROBINSON	OUR FAMILY AND OTHER ANIMALS, IN AND OUT OF BUSINESS
RAMIREZ-PASILLAS, MARCELA	ETHEL BRUNDIN, LEIF MELIN	FAMILY MINDSETS, PROACTIVENESS AND COMPETITIVE AGGRESSIVENESS IN FAMILY BUSINESSES

S14 / SATURDAY: 10,00-11,30 – Chair: Daniela Montemerlo		
Author	Co-authors	Title
BROEKAERT, WOUTER	BART HENSSEN, JOHAN LAMBRECHT	THE ROLE OF PSYCHOLOGICAL OWNERSHIP DURING CHANGE PROCESSES IN FAMILY BUSINESSES: TOWARDS AN INTEGRATED MODEL AND FUTURE RESEARCH DIRECTIONS
FERANITA, FERANITA		THE DESIGN AND USE OF MANAGEMENT CONTROL SYSTEMS IN FAMILY BUSINESS
KOLADKIEWICZ, IZABELA		FAMILY MEETINGS AS A MECHANISM FOR FAMILY GOVERNANCE: A REVIEW OF EXPERIENCES

S15 / SATURDAY: 10,00-11,30 – Chair: Giovanna Campopiano		
Author	Co-authors	Title
UHLANER, LORRAINE	MARTA BERENT-BRAUN KIMBERLY EDDLESTON ROBERTO H. FLÖREN	PREDICTORS OF SME'S ENVIRONMENTALLY RESPONSIBLE BEHAVIOR: DIFFERENCES BETWEEN FAMILY AND NONFAMILY BUSINESSES
CAMPS MARTIN, SUSANNA	SHARON M. DANES PILAR MARQUES	SOCIAL CAPITAL AND FAMILY BUSINESS:ANALYZING STOCKS AND FLOWS UNDER THE LOGIC OF DECISION COMMUNICATION
DISCUA CRUZ, ALLAN FERNANDO	MANUEL GOMEZ SOLORZANO	UNDERSTANDING THE FORMALIZATION OF SOCIAL RESPONSIBILITY PRACTICES OF FAMILY SMES IN ALTERNATIVE CONTEXTS

S16 / SATURDAY: 11,30-13,00 – Chair: Mattias Norqvist		
Author	Co-authors	Title
CAMPOPIANO, GIOVANNA	MARA BRUMANA, ROBERT PAUL GARRETT	DIFFERENT AND COEXISTING LIFE CYCLES IN ENTREPRENEURIAL FAMILY FIRMS
IACOBUCCI, DONATO	PETER ROSA	NEW BUSINESS DEVELOPMENT IN FAMILY FIRMS. ENTREPRENEURIAL TEAM FORMATION AND DYNAMICS
KALLMUENZER, ANDREAS	MIKE PETERS	ENTREPRENEURIAL DIMENSIONS IN FAMILY FIRMS: INTRODUCING "COMPETITIVE AGREEABLENESS"

S17 / SATURDAY: 11,30-13,00 – Chair: Andrea Salanti		
Author	Co-authors	Title
DIMITRI STORAI	CUCCULELLI, MARCO	FOSTERING INDUSTRIAL DISTRICT COMPETITIVENESS. FAMILY BUSINESS, INTANGIBLES AND THE DECLINING ROLE OF THE "DISTRICT EFFECT".
RODRIGO, BASCO	RODRIGO BASCO, INGA BARTKEVICIUTE	IS THERE ANY ROOM FOR FAMILY BUSINESS INTO EUROPEAN UNION 2020 STRATEGY? FAMILY BUSINESS AND REGIONAL PUBLIC POLICY
SALMON, UDENI		DOES ENTREPRENEURIAL LEARNING CONTRIBUTE TO FAMILY BUSINESS SURVIVAL IN GREATER MANCHESTER

S18 / SATURDAY: 11,30-13,00 – Chair: Giuseppe Criaco		
Author	Co-authors	Title
GROBMANN, STEFFEN	ARIST VON SCHLIPPE	CONFLICTS IN FAMILY BUSINESSES
MARI, ISABELLE		IN PRAISE OF A GROUP-BASED APPROACH OF TRUST IN MULTIPLE FAMILY BRANCHES FAMILY FIRMS
SMITH, CELINA	ISABELLE ROYER	WHEN TO CALL IT A DAY? ESCALATING COMMITMENT IN FAMILY BUSINESS

S19 / SATURDAY: 14,00-15,30 – Chair: Donato Iacobucci		
Author	Co-authors	Title
AKHTER, NAVEED	FRANCESCO CHIRICO, MATTIAS NORDQVIST	EXIT STRATEGIES IN FAMILY FIRM PORTFOLIOS
BAUWERAERTS, JONATHAN		FAMILY LEADERSHIP, BOARD ROLES, AND ENTREPRENEURIAL ORIENTATION: PERFORMANCE IMPLICATIONS IN PRIVATE FAMILY FIRMS
CRIACO, GIUSEPPE	MATTIAS NORDQVIST	INHERITED OWNERSHIP EFFECTS AND SPAWNS' SURVIVAL

S20 / SATURDAY: 14,00-15,30 – Chair: Rodrigo Basco		
Author	Co-authors	Title
ACHTENHAGEN, LEONA	ETHEL BRUNDIN	TO BREAK IT AND MAKE IT. THE MEDIA REPRESENTATION OF WOMEN ENTREPRENEURS IN FAMILY BUSINESSES IN ONE OF THE MOST GENDER-EQUAL SOCIETIES
BOERS, BÖRJE	TORBJÖRN LJUNGKVIST	RESILIENCE OF FAMILY BUSINESSES AND REGIONAL CULTURE
CELLA, RICCARDO	CARLO BAGNOLI	TERRITORIAL IDENTITY, FIRM VISION AND LONGEVITY: LESSONS FROM FOUR CENTENARIAN VENETIAN FAMILY BUSINESSES.

S21 / SATURDAY: 14,00-15,30 – Chair: Udeni Salmon		
BAÙ, MASSIMO	LUCIA NALDI, FRANCESCO CHIRICO	PARENTAL ALTRUISM. A SPECIAL HANDLING FOR THE OFFSPRING IN BUSINESS?
HAAG, KAJSA	LARS-GÖRAN SUND	CONTINUING THE BUSINESS AFTER FAMILY FAILURE: EVIDENCE FROM THREE POST-DIVORCE CASES IN FAMILY BUSINESSES
WIRSCHING, KATHARINE		FAMILY INVOLVEMENT AND FINANCIAL PERFORMANCE: A META-ANALYTICAL REVIEW OF THE LITERATURE