

Australian Centre for Asian Business



Australian Centre for Asian Business (ACAB) and Strategy, International Business & Entrepreneurship Research (SIBER) Joint Seminar

PAPER TITLE: *Intergenerational Succession and the
Internationalisation of Family SMEs: Evidence from China*

Abstract

As one of the most important issues they face, intergenerational succession has been linked with various aspects of the family firm experience, including their engagement in international business activities. Yet, research on how and why intergenerational succession influences family firm internationalisation remains underdeveloped. Given the extraordinary succession and internationalisation circumstances pertaining to China, this study conducts a qualitative case study analysis of eleven newly internationalised Chinese small- and medium-sized family firms that had recently undergone a succession from the first to the second generation. Three distinct intergenerational succession patterns among our case data were identified, which were based on the selection and development of the successor, as well as the nature of the founder-successor relationship. Based on our findings, we put forth propositions on how these succession patterns can determine the level of commitment to internationalisation post-succession, the resources available for internationalisation, and the outcomes achieved. Our findings reveal that connection between intergenerational succession and internationalisation is much stronger and more complex than previously considered.

Keywords: family business, succession, internationalisation, China

Facilitator: Professor Susan Freeman (Co-ordinator SIBER)

SPEAKERS:



Dr Christopher Graves

Dr. Chris Graves is a Chartered Accountant, and co-founder and co-director of the Family Business Education and Research Group [FBERG] at the University of Adelaide Business School. Chris has a Bachelor degree in Accountancy from the former South Australian Institute of Technology, a Masters in Economics from the University of New England, and a PhD from the University of Adelaide. Chris has been serving as an external member of the University Council's 'Audit, Compliance and Risk' sub-committee since 2014. Since joining the University of Adelaide in 2007, Chris has spent considerable time educating managers and owners of privately-owned firms. Each year, he is actively involved in improving the financial literacy of owners and managers through the University's Executive Education and Masters of Business Administration programs.



Dr Francesco Barbera

Frank is a Senior Lecturer and Co-Director of the Family Business Education & Research Group at the Adelaide Business School. His research interests encompass a wide range of issues applied to family business, entrepreneurship, small business management, and family business education. In 2014 Frank received his Ph.D. in Economics from Bond University while working at the Australian Centre for Family Business. His thesis received the Family Firm Institute's prestigious 'Best Doctoral Dissertation Award' in 2014. Frank's research has also been published in high-level journals such as the Family Business Review, Small Business Economics, and the Academy of Management Learning and Education journal, and is regularly presented at international conferences and workshops. Frank's expertise in the family business field also includes being the former Director of the Family Enterprise Centre at Stetson University in Florida, USA, designing and delivering various family business curricula in the USA and Australia, a coach for the global Family Enterprise Case Competition in Vermont, USA, a Team Leader for Babson College's Successful Transgenerational Entrepreneurship Practices (STEP) Project, and serving on the Editorial Board of the Family Business Review, where he received the most 'Outstanding Reviewer Award' in 2015.



Dr Henry Shi

His research focuses on strategy and entrepreneurship in SMEs and their internationalization. One specific line in my research has been on strategy and entrepreneurship in small to medium-sized family businesses. His research makes both theoretical and empirical contributions to understanding family business as a form of organization, and identifies distinctive patterns in which private entrepreneurship sustains across generations. His research also investigates the evolution of socio-economic contexts and its impacts on SME entrepreneurship, innovation, and internationalization, and is frequently comparative across the Asia-Pacific region.



Friday, 18 August 2017



11.00-12.30 pm



GK5-15, George Kingston Building, City West Campus [map]