



National Technical University
"Kharkiv Polytechnic Institute"

International Business and Finance Department

Drivers, challenges and business models for international high technology entrepreneurship

Proposal for Research Cooperation



Background

High-technology entrepreneurship became the area of significant research interest in the last two decades (Roberts, 1991; Elfring & Hulsink, 2003; Oakey, 2012; Braguinsky, Klepper & Ohyama, 2012; Marvel, 2013).

Simultaneously, developments in international entrepreneurship attracted more attention (Jones, Coviello, & Tang, 2011).

Eventually, that led to the emergence of studies in international high-technology entrepreneurship at the intersection of two fields (Coviello, 1994; Jones, 1999; Murtha, Lenway, & Hart, 2002; Onetti, Zucchella, Jones, & McDougall-Covin, 2012).

These studies revealed a wide venue for further exploration of the issues related to the drivers of high-tech firms internationalization, challenges that international context imposes on high technology SMEs, and corresponding business models applied by international high-tech entrepreneurs, including specific capabilities that high-tech firms have to develop for competing internationally (Danko T., 2012; 2016).



Research Objectives

- determine, measure and monitor the scope of international high-technology entrepreneurship within the modern global economy
- understand which variables determine an international orientation of high-technology ventures
- identify and analyze specific factors influencing international high-technology entrepreneurship performance
- explore business approaches and models applied in international high-technology entrepreneurship



Output and Potential Outcomes

The results will help to clarify the managerial practices to be applied in the area of international high-technology entrepreneurship reflecting its specific aspects.



Research Team

Research is done at the International Business and Finance Department. Head of the department – Prof. Volodymyr Mishenko.

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