

Determinants of early internationalization of new firms: the case of Chile

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International Entrepreneurship and Management Journal
pp 1-25
First online: 09 October 2014

Abstract

The aim of this article is to analyze the factors related to the early internationalization of new firms in Chile. We grouped the internationalization driver factors into three categories: individual, organizational, and firm-environmental factors. Using a sample of 374 entrepreneurs from Global Entrepreneurship Monitor data and performing a logistic regression model, we found that owner-manager' high educational levels, opportunity-oriented motivation, new technology use, and activities related to extractive sectors (e.g., farming, forestry, fishing, and mining) contribute to a higher likelihood of early firm internationalizing. The implications for theory and practice are discussed.

Keywords

International entrepreneurship, New firm owners, Internationalization of new firms, Global Entrepreneurship Monitor, Chile