engagement. Likewise, we find that a firm’s local collaborative intensity is positively related to its export intensity and that both relations are moderated by the firm’s distance from the local network’s center. Thus, this study contributes to the literature that addresses the question of how local collaboration may facilitate overcoming export barriers. (For more information, please contact: Dirk Michael Boehe, Insper Institute of Education and Research, Brazil: dirkmb@insper.edu.br)

Global Entrepreneurship: The Significance of Local Cluster Networks in New Firm Formation
Majella Giblin, National University of Ireland Galway

Given that high-tech firms are often globally-oriented from inception this paper explores the role and significance of local networks and industrial clusters in this type of new firm formation. An analysis of the medical technology cluster in Galway, West of Ireland, shows that even though many indigenous firms are established to serve an international market, the entrepreneurs use the local cluster, which is driven by the presence of world-leading MNCs (multinational corporations), to facilitate them in accessing international networks. More specifically, the international reputation of Galway as a medical device hub due the presence of the foreign-owned MNCs facilitates entrepreneurs in establishing international trading connections. Moreover, local networks in the form of mentorship between serial and more inexperienced entrepreneurs were found to be particularly important for building the credibility of start-up firms and their global networks. Overall, the paper concludes that clusters matter for new firm formation, even in the case of globally-oriented entrepreneurship. (For more information, please contact: Majella Giblin, National University of Ireland Galway, Ireland: majella.giblin@nuigalway.ie)

The Impact of Entrepreneurial Behaviour, Network Structural Properties and Network Actor Attributes on SMEs’ Commitment to Offshore Expansion
John Yen-Kuang Chen, University of Queensland
John Steen, University of Queensland
Tim Kastelle, University of Queensland

The 1970s saw one of the earliest studies of network theory in business internationalisation literature when researchers in the International Market Purchasing (IMP) Group suggested the tendency of businesses to rely on connections and ties to exploit overseas opportunities. Following on from the IMP discovery was a strong flourish of exploratory and conceptual studies offering further arguments that industry networks quicken the pace and commitment of business internationalisation. Network theory has also been used to explain the born-global phenomenon and to build critics against the stage model of internationalisation. Despite widespread application of network theory in internationalisation studies, there has not yet been any work to find the exact network structure and actor attributes affecting the expansion of small and medium-sized enterprises (SMEs) abroad. By drawing on theories and methods from the social network literature – the pioneers of network research – this study is poised to be the first in international business (IB) to carry out statistical network analysis. In choosing to investigate Taiwan’s textile knitting industry, the study shifts attention away from studying high-technology industries in developed countries, to broaden our knowledge on how SMEs operating in traditional industries in a developing country have utilised industry networks to execute internationalisation. (For more information, please contact: John Yen-Kuang Chen, University of Queensland, Australia: j.chen@business.uq.edu.au)

Building International Entrepreneurial Virtual Networks in Cyberspace
Sylvie K. Chetty, Massey University and Uppsala University
Thor Sigfusson, University of Iceland

This paper examines the mechanisms by which high tech entrepreneurs in international entrepreneurial firms use new web social media to develop their network of relationships. Our main contribution is that we have