



## **International Journal of Entrepreneurship and Small Business**

### **Call for Papers for Special Issue on: “Socio-emotional Wealth and Entrepreneurial Performance of Family Firms”**

#### **Guest Editors**

Dr. Ramón Sanguino, University of Extremadura, Spain  
Dr. Alfonso A. Rojo-Ramírez, University of Almería, Spain  
Dr. João Leitão, University of Beira Interior, Portugal

This special issue aims to contribute to the literature on entrepreneurial performance in the context of family firms by presenting a set of eclectic contributions that unveil different dimensions of this complex and still unexplored problem, particularly concerning the challenges raised by the balanced management of socio-emotional wealth (SEW), growth, performance and succession issues in family firms.

Following Martínez-Romero & Rojo Ramírez (2016), further research efforts are needed to distinguish between ownership and management in order to analyse SEW variations along time. Thus it is necessary to deepen knowledge on effects and implications of strategic alternatives considering different combinations of control and management in the entrepreneurial performance of family firms.

According to Wright & Dana (2003), the strategic alternatives facing small entrepreneurial units have experienced dramatic changes, and spatial constraints are no longer impossible barriers to surpass. This is fundamentally due to the emergence of a new paradigm, which is characterised by reduced transaction costs and increased managerial complexity that push both small and big entrepreneurial units for implementing multi-prong strategies, in order to deal with distinct scenarios, namely (i) symbiotic management with an ally in the same network, (ii) competing with a rival in a different network, and (iii) dealing with a different network, and perhaps joining it.

In this context, there is plenty of room for exploring the role played by SEW in determining entrepreneurial performance from different approaches, due to its importance and relevance for family firms' performance, namely in terms of survival, growth, productivity and innovative performance, as well as corporate governance and performance along the family firms' life cycle.

This is a hot topic with an emerging body of theoretical and empirical applications devoted to SEW components acting as determinants of family firms' performance, considering both the endogenous and exogenous factors that can jointly work for sustainable performance founded on the still unexplored behavioural, psychological and relational dimensions, at the corporate governance level of family firms.

This special issue aims to present a solid body of selected contributions to better understand the internal and external determinants of SEW and entrepreneurial performance of family firms, using eclectic approaches and multidimensional analysis, considering the macro, micro and individual levels of analysis.

Following the debate initiated by Wright & Dana (2003) and Dana et al. (2008), it must be outlined that both entrepreneurs and family firms need to (re)think competitive strategies, in order to ensure survival and successfully compete in global markets. Nevertheless, further research efforts are required to unveil the role played by the often neglected socio-emotional determinants and also the individual characteristics of the founder/CEO.

For the purposes of enriching this open debate in the scope of this special issue, SEW theory and the eclectic entrepreneurship theory will be reappraised, namely in regard to socio-emotional determinants, the entrepreneurial profile of the founder/CEO, entrepreneurial orientation, proactiveness and innovation, intellectual capital, knowledge management, and failures and performance of family firms.

Some examples of relevant themes and research questions that might be considered for the issue include, but are not limited to, the following:

- Is SEW theory only applicable to family firms?
- Does SEW theory fit into the scope of the family firm's life cycle? What are the socio-emotional determinants of a family firms' failure?
- How can we balance SEW theory applications and financial performance approaches in the context of family firms?
- Does the family firm's CEO play a role in solving the puzzle: SEW theory and entrepreneurial performance?
- Is there a dark side to the CEO's actions associated with family firms' failures?
- Why is financial performance not enough to assess entrepreneurial performance of family firms?
- Are family firms moderating the relationship between entrepreneurial orientation and performance?
- Do proactive and innovative practices help the performance of family firms?
- What is the importance of intellectual capital in determining performance of small and medium-sized family firms?
- Is knowledge management important for fostering the entrepreneurial performance of family firms?

### **Subject Coverage**

This special issue aims to provide an original view of the ongoing discussion concerning the application of SEW and entrepreneurship Theory in the context of family firms, particularly aiming at unveiling the dark side of SEW theory and considering different dimensions of performance, CEOs' characteristics, entrepreneurial orientation, intellectual capital and knowledge management. Both qualitative and quantitative applications will be considered.

Examples of suitable topics include the following:

- SEW theory and family firms' performance
- Entrepreneurial orientation and entrepreneurial performance
- Knowledge management in family firms
- Intellectual capital and entrepreneurial performance of family firms
- Moderating role of family firms in terms of entrepreneurial orientation
- Determinants of family firms' performance across life cycle
- The moderating role of family managers' control of value creation
- Women in family firms in developing countries

- The role of the family firm in innovation in the primary sector
- Is SEW good or bad? Taking risk in family-managed firms
- Minimum rate of return in family-managed firms: the role of SEW
- The influence of management innovation on technological innovation and how it impacts performance
- Social innovation, co-creation and co-innovation
- Managing technological innovation in family firms
- How family culture affects innovation
- Age, leadership and strategic innovation in family firms
- Social innovation and family firms

### **Notes for Prospective Authors**

Submitted papers should not have been previously published nor be currently under consideration for publication elsewhere. (N.B. Conference papers may only be submitted if the paper has been completely re-written and if appropriate written permissions have been obtained from any copyright holders of the original paper).

All papers are refereed through a peer review process.

All papers must be submitted online. Please read our [Submitting articles](#) page.

If you have any queries concerning this special issue, please email João Leitão at [leitao@ubi.pt](mailto:leitao@ubi.pt).

### **Important Dates**

Manuscripts due by: *31 January, 2018*

Notification to authors: *28 February, 2018*

Final versions due by: *30 June, 2018*