Abstract

Studies combining family business and internationalization theories are scarce. In order to bridge this gap, this paper has as its aim to study those family factors that seem to have an impact on the international commitment of these companies. From a sample of Spanish family firms, our results show that long-term vision and the presence of nonfamily managers are positively related to foreign entry modes involving higher international commitment. On the other hand, the importance of family financial funds before international expansion limits this commitment.

Keywords

M10, F23.