

"A man is
great by
deeds, not by
birth"

-Chanakya

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**International New Ventures and Born Globals: A
Theoretical Review & Synthesis of Literature**

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International New Ventures and Born Globals: A Theoretical Review & Synthesis of Literature

Abstract

In this paper, we performed a review of the theoretical literature on International New Ventures (INVs). We touched upon two very important matters of interest that previous literature review papers had not addressed. Firstly, while throwing light on the existing debate regarding the definitional ambiguity between INVs and Born Globals, we propose the addition of a third dimension to correctly distinguish between these two terms. Secondly, we synthesize our understanding of the INV literature with a keen focus on emerging market INVs (EINVs) in order to capture the context-specificness of the phenomenon. On one hand, we put forward the similarities and uniqueness of EINVs to that of the developed market INVs (DINVs). On the other hand, we highlight on the differential usage of various theories in the INV literature in developed as well as emerging markets. We finally introduce a theoretical model by integrating the diverse set of cross-disciplinary theories used in the extant literature based on what aspect of INV internationalization they explain. Lastly, we provide broad research directions for future scholars in this domain.

KEYWORDS: International New Ventures, Born Global Firms, International Entrepreneurship.

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