Contents

	List of Figures List of Tables	ix xi
1	Family Multinationals: Entrepreneurship, Governance, and Pathways to Internationalization CHRISTINA LUBINSKI, JEFFREY FEAR, AND PALOMA FERNÁNDEZ PÉREZ	1
	RT I ernationalization Pathways and Governance Choices	
2	Are Family Firms "Reluctant Internationalizers"?: Insights from the History of Indian Family Businesses VIPIN GUPTA	21
3	A Family Multinational's Quest for Unity: Siemens's Early Business in India, 1847–1914 CHRISTINA LUBINSKI	38
4	Family Capitalism and Internationalization: The Case of the Czech Family Firm Bat'a up to the Early 1940s SUSANNE HILGER	55
	RT II e Visible Hand of Governments and Supporting Institutions	
5	Globalization from a 17mm-Diameter Cylinder Perspective: Mittelstand Multinationals JEFFREY FEAR	73
6	Fast Learning: Business, Kinship, and Politics as Determinants of the Growth and Internationalization of the Largest Chinese Family Businesses	96
	PALOMA FERNÁNDEZ PÉREZ	

7	Multinationalization Strategy of Mexican Family Business TAEKO HOSHINO	117	
	RT III om Local Base to Global Expansion		
8	Carving out a Place in International Markets: Success and Failure in European Family Papermaking Firms (1800–2010) MIQUEL GUTIÉRREZ POCH	135	
9	The Feltrinellis—Going Global with the Timber Trade: How to Build a Fortune Using a Scarce Resource (1854–1942) LUCIANO SEGRETO	154	
10	Becoming Global, Staying Local: The Internationalization of Bertelsmann, 1962–2010 HARTMUT BERGHOFF	169	
PART IV Inside the Family			
11	"This Sad Affair": Separation, Sentiment, and Familism in a Nineteenth-Century Family Multinational ANDREW POPP	193	
12	Two Countries, One Home, One Occupation: Italian Ice Cream Parlors as a Family Business in Germany, 1900–Today ANNE OVERBECK	209	
13	When Du Pont Entered Mexico (1902–1928): How the Network Played the Game	225	
	Contributors References Index	241 245 265	