

## Special issue on

**“Entrepreneurship and strategic management in Life sciences.**

**Business Models for High-Tech Companies”**

## Call for papers

Emerging industries represent a pivotal field of analysis, which permits to analyse and interpret potential new models of firm management and governance. In particular, today’s business practice in the so-called high-tech or science based companies brings to light several cases in which we can observe a number of innovations, not only in products and processes, but –above all- in strategic design and management and in business models.

The constructs of business model and its relationships with strategic design and management represent a relatively recent field of investigation. The literature on the topic is still fragmented and lacks clear conceptualisation. In the last decade the science based industries have represented a promising field for research in this subject. Business modelling is an essential construct in the competitive positioning and in value creation for high tech firms and constitutes the key element of their strategic design. Business modelling in high tech companies occurs at the intersection of entrepreneurship, innovation and internationalisation.

In high tech industries, the processes of internationalisation and innovation are deeply intertwined and represent pathways to growth which characterise the different firms from their inception. They represent the distinctive way high tech companies follow to compete from their start up and substantiate the entrepreneurial behaviour of these firms. Companies operating in these industries are required to adopt an entrepreneurial approach to strategic management if they want to get and maintain the competitive advantage.

Notwithstanding the extant rich body of studies in the biotech and life science industry and high-tech sectors respectively, the strategic management issues of such firms are not addressed in depth.

This call for papers aims to explore the distinctive features of high tech and, in particular, life sciences- biotech strategic management. We invite papers aimed at addressing the relationship between business model design and strategic management in life sciences and able to capture the links with internationalisation, innovation and entrepreneurship, that in high-tech companies are strictly combined. In fact, new-technology-based firms typically show a high international precocity as well as a high focus on innovation.

Conceptual papers and empirical based research, including business case analysis, are both welcomed.

MONTE DEI PASCHI DI SIENA BANK SUPPORTS AIDEA IN THIS PROJECT



## Possible Topics

- The relationship between entrepreneurship, strategic management and business model design (what is the nature of the relationship between the strategy formulation and the business model design?)
- Business models for high-tech companies and life sciences, with special attention to new ventures (which are the distinctive features of business models for biotech and high-tech companies?)
- Strategic Management issues in life sciences and high-tech companies
- International New Ventures in life sciences (what does it mean for a biotech firm to be a born global company? how early and fast internationalisation is a constitutive element of their business modelling.)
- Localization decisions of biotech companies (how localization is a building block of their business modelling)
- New Venture creation and venture capital (how raising capital is strategic for biotech and high tech companies.)
- Serial and international entrepreneurship for life science and high-tech firms

## Guest Editors

*Marian Jones, University of Glasgow, CIER, UK*

*Patricia McDougall, Indiana University's Kelley School of Business*

*Alberto Onetti, Università degli Studi dell'Insubria, Varese*

*Antonella Zucchella, Università degli Studi di Pavia*

## Submission Process

Manuscripts should be submitted to **Journal of Management and Governance** ([jmg@unisi.it](mailto:jmg@unisi.it)) and should indicate that the work is intended for this special issue.

Full papers must be submitted by **February 28th, 2009**

MONTE DEI PASCHI DI SIENA BANK SUPPORTS AIDEA IN THIS PROJECT



**MONTE  
DEI PASCHI  
DI SIENA**  
BANK SINCE 1472

**MPS**  
BANKING GROUP