**Appendix A**: Research Setting, Methodological Profile and Coding

|  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **No**. | **Author** | **Journal** | **Industry** | **Research Design** | **Research Method** | **Data Collection** | **Sample Size** | **Response** **Rate (%)** | **Analysis** |
| 1 | Le Heron (1980) | EG | Manufacturing | Longitudinal | Quantitative empirical | Interview/personal survey | 65 | N/A | Frequencies and means |
| 2 | Akoorie and Enderwick (1992) | APJM | Multiple | Cross sectional | Quantitative empirical | Mail Survey | 252 | 20.20 | Frequencies and means |
| 3 | Akoorie (1993) | IBR | Manufacturing and service | Longitudinal | Qualitative case studies | Annual Reports, Interviews, Archival data | 8 | N/A | # |
| 4 | Akoorie et al. (1993) | EJM | N/A | N/A | Conceptual research note | Macro-level data and expert opinion | N/A | N/A | N/A |
| 5 | Chetty and Hamilton (1993) | JSM | Manufacturing | Cross sectional | Qualitative empirical case studies | Interviews | 12 | N/A | Coding, pattern matching, explanation building |
| 6 | Enderwick and Hodgson (1993) | IJHRM | # | Cross sectional | Quantitative Empirical | Mail Survey | 74 | 74.00 | Frequencies |
| 7 | Au and Enderwick (1994) | JSBM | Agriculture, hunting, forestry, fishing | Cross sectional | Quantitative empirical | Mail Survey | 13 | N/A | Frequencies and rankings |
| 8 | Caughey and Chetty (1994) | ISBJ | Manufacturing | Cross sectional | Qualitative empirical case studies | InterviewsArchival data, media articles | 6 | N/A | # |
| 9 | Enderwick and Akoorie (1994) | IMR | Manufacturing | Cross sectional | Quantitative empirical | Mail Survey | 38 | 54.28 | Frequencies and rankings |
| 10 | Gray (1994) | EJM | Service | Longitudinal | Mixed Methods | Interview, Personal survey | 2 | N/A | # |
| 11 | Coviello and Munro (1995) | EJM | Manufacturing (high-tech) | Longitudinal(historical mapping) | Mixed methods | InterviewsArchival data, media articlesMail Survey | 4 | N/A | Coding, pattern-matching, and explanation-buildingDescriptive statistics |
| 12 | Deng et al. (1995) | APJML | Multiple (primary-manufacturing-service) | Cross sectional | Quantitative empirical | Mail Survey | 111 | 37.00 | Cluster analysis |
| 13 | Chetty and Hamilton (1996) | ISBJ | Manufacturing | Cross sectional | Qualitative empirical case studies | Interviews/Postal survey | 6 | N/A | Coding, pattern-matching, and explanation-building |
| 14 | Corbett (1996) | IJPR | Manufacturing | Cross sectional | Quantitative empirical | Mail Survey | 140 | 23.30 | Means, Rankings, T-tests, correlations |
| 15 | Osborne (1996) | ISBJ | Manufacturing | Cross sectional | Qualitative case studies | Interview | 20 | N/A | # |
| 16 | Coviello and Munro (1997) | IBR | Manufacturing (High-tech/software) | Longitudinal | Qualitative case studies | InterviewsArchival data, media articles | 4 | N/A | Coding, pattern-matching, and explanation-building |
| 17 | Gray (1997) | JIBS | Multiple (primary-manufacturing-service) | Cross sectional | Qualitative empirical | Mail Survey | 412 | 55.83 | Cluster analysis |
| 18 | Chadee and Mattsson (1998) | EJM | Manufacturing and service | Cross sectional | Quantitative empirical | Mail Survey | 155 | 29.52 | Logit Regression |
| 19 | Dean et. al. (1998) | JEC | Manufacturing | Cross sectional | Quantitative empirical | Mail Survey | 142 | 28.00 | PCA, ANOVA |
| 20 | Hoang (1998) | MIR | Manufacturing | Cross sectional | Quantitative empirical | Mail Survey | 355 | 47.02 | PCA, Maximum Likelihood, bivariate correlation analysis |
| 21 | Thirkell and Dau (1998) | EJM | Manufacturing | Cross sectional | Quantitative empirical | Mail Survey | 263 | 50.30 | PCA, Regression |
| 22 | Chetty (1999) | EJM | Manufacturing | Cross sectional | Qualitative case studies | InterviewsIndustry reports, Articles in media, TV documentaries | 5 | N/A | Coding and pattern matching |
| 23 | Coviello and Martin (1999) | JIMktg | Service (engineering consulting firms) | Cross sectional | Qualitative empirical case studies | Interviews, multiple internal documents | 4 | N/A | Coding, pattern matching, explanation building |
| 24 | McGregor and Gomes (1999) | JSBM | Manufacturing | Cross sectional | Mixed methods | Mail SurveyCase Study | 25 | N/A | Descriptive, Narrative |
| 25 | McNaughton and Bell (1999) | RGSM | # | N/A | Conceptual | Macro-level analysis and expert opinion | N/A | N/A | N/A |
| 26 | Chadee and Zhang (2000) | JGM | Manufacturing(95% of sample) | Cross sectional | Quantitative empirical | Mail Survey | 62 | 33.8 | PCA, Path Analysis (LISREL) |
| 27 | Chetty and Holm (2000) | IBR | Manufacturing | Longitudinal | Qualitative empirical case studies | InterviewsCompetitors, Customers, Suppliers, TV documentaries | 4 | N/A | Coding, pattern matching, explanation building |
| 28 | Dean et al. (2000) | IMM | Manufacturing | Cross sectional | Quantitative empirical | Mail Survey | 95 | 36.5 | PCA, Discriminant Analysis |
| 29 | Robertson and Chetty (2000) | IBR | Manufacturing (apparel) | Cross sectional | Quantitative empirical | Mail Survey | 70 | 42.4 | Correlation/Regression |
| 30 | Bell et al. (2001) | JIMgt | Manufacturing and service | Cross sectionalCross national | Qualitative case studies | Interviews, multiple internal documents | 16 | N/A | Critical incident approach |
| 31 | Cadogan et al. (2001) | IJRM | # | Cross sectionalCross national | Quantitative empirical | Mail Survey | Finland: 783NZ: 292 | 80.8970.36 | CFA, Path Analysis (LISREL) |
| 32 | Chung and Enderwick (2001) | APJM | Manufacturing (90%) | Cross sectional | Quantitative empirical | Mail Survey | 124 | 28.30 | Logistic Regression |
| 33 | Chetty and Patterson (2002) | JSM | # | Cross sectional | Qualitative case study | InterviewsArchival sources | Single embedded case study (8 participants) | N/A | Coding, pattern-matching, explanation building |
| 34 | Chung (2002) | JAPB | Manufacturing and service | Cross sectional | Quantitative empirical | Mail Survey | 115 | 26.80 | Logistic Regression |
| 35 | Chetty and Campbell-Hunt (2003a) | EJM | Manufacturing | Cross sectionalHistoriographic | Qualitative case studies | Interviews | 10 | N/A | Coding, pattern-matching, explanation building |
| 36 | Chetty and Campbell-Hunt (2003b) | ISBJ | Manufacturing | Cross sectional | Qualitative empirical case studies | Interviews, internal documents | Phase 1; 12Phase 2; 4 | N/A | Feedback seminars, assessments |
| 37 | Chetty and Wilson (2003) | IBR | Manufacturing (high-tech) | Cross sectional | Mixed methods | Mail SurveyCase Study | 61Single case | 22.76% | ANOVA, MANOVA |
| 38 | Chung (2003) | JIMktg | Manufacturing and services | Cross sectionalCross national | Quantitative empirical | Mail Survey | Aus: 72NZ: 74 | 11.0028.40% | Factor Analysis, Multiple Regression |
| 39 | Dana (2003) | BFJ | Primary (fishing and livestock) | Cross sectional(Exploratory) | Qualitative case studies (historical account) | Multiple sources | Single case | # | # |
| 40 | Hamilton and Dana (2003) | JSBM | N/A | N/A | Conceptual research note | Macro-level data and expert opinion | N/A | N/A | N/A |
| 41 | Souchon and Durden (2003)  | JEurM | # | Cross sectionalCross national | Quantitative Empirical | Mail Survey | NZ: 239UK: 198 | 41.0024.00 | Spearman’s correlations |
| 42 | Chadee (2004) | JIFAM | Manufacturing | Cross sectional | Quantitative empirical | Mail Survey | 65 | 71.40 | Path analysis (LISREL) |
| 43 | Chetty and Campbell-Hunt (2004) | JIMktg | # | Longitudinal - historical | Qualitative historiographic case studies | Interviews, archival data, documents | 16 | N/A | Coding, pattern matching, explanation building |
| 44 | Enderwick and Ronayne (2004) | JAPM | Manufacturing (food) | Cross sectional | Qualitative empirical studies | Interviews | 8 | N/A | Within case/between case analysis |
| 45 | Shaw and Darroch (2004) | JIEN | Manufacturing and service | Cross sectional | Quantitative empirical | Mail Survey | 557 | 16.0 | PCA, T-test |
| 46 | Stark et al. (2005) | CCM | Primary (agri-business) | Cross sectional | Qualitative | Interviews | 5 | N/A | N/A |
| 47 | Coviello (2006) | JIBS | Manufacturing(High-tech software) | Cross sectional |  Qualitative case study | Interviews, planning documents, websites, promotional material | 3 | N/A | Coding, pattern matching, explanation making |
| 48 | Coviello and Cox (2006) | JIEN | Manufacturing(High-tech software) | Cross sectional |  Qualitative case study | Interviews, planning documents, websites, promotional material | 3 | N/A | Coding, pattern matching, explanation making |
| 49 | Agndal and Chetty (2007) | EJM | Manufacturing (multiple sectors) | Cross sectionalCross national | Qualitative case studies | Fifty interviews, internal documents, material in the public domain | NZ: 10Sweden: 10, | N/A | Coding, pattern matching, explanation making |
| 50 | Chetty and Agndal (2007) | JIMktg | # | Cross sectionalCross national | Qualitative case studies | Fifty interviews, internal documents, material in the public domain | NZ: 10Sweden: 10, | N/A | Coding, pattern matching, explanation making |
| 51 | Chung (2007) | APJML | Manufacturing and service | Cross sectionalCross national | Quantitative empirical | Mail Survey | NZ: 71Aus: 100 | 35.019.0 | PCA, Regression Analysis |
| 52 | Loane et al. (2007) | JWB | Manufacturing (multiple sectors) | Cross sectionalCross national | Mixed methods | Interviews, archival data, documents | Total: 218/53NZ: 51/11 | N/A | Descriptive statistics, coding/narration |
| 53 | Battisti and Perry (2008) | AJRS | Primary, manufacturing, service | Cross sectional | Qualitative case studies | Interviews | 51 | N/A | Content analysis |
| 54 | Dana et al. (2008) | IJEI | Primary | Cross sectional | Single case study | In-depth interviews | 1 | N/A | Coding, content analysis |
| 55 | Evers and Knight (2008) | IMR | Manufacturing(low-tech, food) | Cross sectionalCross national | Qualitative interviews & case studies | Interviews, industry reports, websites, archival data, industry experts | NZ: 24Ireland: 13 | N/A | Content analysis, iteration |
| 56 | Alon et al. (2009) | JIBE | Primary and manufacturing | Cross sectional | Quantitative empirical | Mail Survey | 139 | 64.35 | ANOVA, Chi-square |
| 57 | Chung (2009) | EJM | # | Cross sectional | Quantitative | Mail Survey | 78 | 33.47 | PLS, Hierarchical Linear Regression |
| 58 | Chetty and Stangl (2010) | EJM | Manufacturing (high tech; software) | Cross sectional | Qualitative empirical case studies | Interviews, industry reports, websites, archival data | 10 | N/A | Coding, pattern matching, explanation making |
| 59 | Sinha and Akoorie (2010) | JAPB | Manufacturing (wineries) | Cross sectional | Quantitative empirical | Mail Survey | 127 | 25.40 | Regression, T test |
| 60 | Morrish and Deacon (2011) | JSBE | Manufacturing (wine) | Cross sectional | Qualitative case studies | Interviews, site visits, archival data | 2 | N/A | Content analysis |
| 61 | Vasilchenko and Morrish (2011) | JIMktg | Services (IT-based) | Cross sectional | Interviews, Qualitative case studies  | Interviews, planning documents, archival data, websites, media | 4 | N/A | Content analysis |
| 62 | Chung (2012) | IMR | # | Cross sectional | Quantitative empirical | Mail Survey | 100 | 26.04 | Hierarchical Linear Regression |
| 63 | Chung et al. (2012) | IMR | # | Cross sectionalCross national | Quantitative empirical | Mail Survey | 151 | 22.01 | PCA, MANOVA |
| 64 | Fabling et al. (2012) | RS | Manufacturing | Longitudinal | Quantitative empirical | Statistics New Zealand - Longitudinal Business Database | 82983 entry events/1 million observations | N/A | Logit model |
| 65 | Sedoglavich (2012) | MRR | Manufacturing (high-tech) | Cross sectional | Qualitative interviews & case studies | Interviews, site visits, archival data | 8 | N/A | Coding, pattern-matching, thematic analysis |
| 66 | Chung and Tung (2013) | IBR | Manufacturing and service | Cross sectionalCross national | Quantitative empirical  | Mail Survey | 394 combined sample) | N/A | Partial Least Squares |
| 67 | Fabling and Sanderson (2013) | JIE | Manufacturing | Longitudinal | Quantitative Empirical | Statistics New Zealand - Longitudinal Business Database  | 25997 firms/ 87270 observations | N/A | Probit Regression |
| 68 | Kahiya (2013) | JIEN | Manufacturing | Cross sectional | Quantitative empirical | Online Survey | 129 | 23.8 | PCA, Logistic Regression |
| 69 | Sternad et al. (2013) | SER | N/A | Conceptual Review | Qualitative conceptual | Past Literature  | N/A | N/A | N/A |
| 70 | Battisti et al. (2014) | JSBED | Primary, manufacturing, service | Cross sectional | Qualitative case studies | Interviews | 51 | N/A | Content analysis |
| 71 | Casey and Hamilton (2014) | JIEN | Manufacturing (82%) | Cross sectional | Quantitative empirical | Survey | 249 | 21.14 | Multiple Regression |
| 72 | Felzensztein et al. (2014) | JBR | Manufacturing (wine) | Cross sectionalCross national | Quantitative empirical | Online Survey | Argentina: 19Chile:53Australia: 35NZ: 34 | 10.50486.510.5 | DescriptivePearson correlation |
| 73 | Kahiya and Dean (2014) | APJML | Manufacturing | Cross sectional | Quantitative empirical | Online Survey | 129 | 23.80 | PCA, Multiple Regression |
| 74 | Kahiya et al. (2014) | JIEN | Manufacturing | Longitudinal | Quantitative empirical | MailOnline Survey | 95129 | 36.523.8 | PCA, Discriminant Analysis |
| 75 | Chetty et al. (2015) | EJM | Manufacturing and service | Cross sectionalCross national | Qualitative | Interviews | NZ: 5Finland: 5 | N/A | Coding, pattern-matching, explanation making |
| 76 | Crick and Crick (2015) | MIP | Manufacturing (wine) | Cross sectional | QualitativeCase Study | Interviews, reports, websites | 12 | N/A | Abductive iterative, NVivo |
| 77 | Crick and Lindsay (2015) | MIP | Service and service intensive manufacturing | Cross sectional | Qualitative empirical | Interviews | 66 | N/A | Coding, thematic analysis, *NVivo* |
| 78 | Gerschewski and Xiao (2015) | IBR | Manufacturing and service | Cross sectionalCross national | Mixed methods | InterviewsSurvey | NZ: 5Aus: 3NZ: 203Aus: 107 | N/AN/A20.3010.70 | Coding, thematic, analysis, *NVivo*ANOVA, T-test |
| 79 | Gerschewski et al. (2015) | JWB | Manufacturing and service | Cross sectionalCross national | Mixed methods | InterviewsMail Survey | NZ: 5Aus: 3NZ: 203Aus: 107 | N/AN/A20.3010.70 | Coding, thematic, analysis, *NVivo*PCA, Regression analysis |
| 80 | Pellegrino and McNaughton (2015) | MIR | High-tech manufacturing | Longitudinal(Historical) | Qualitative case study | InterviewDocument analysis | 4 | N/A | Coding, pattern matching |
| 81 | Kahiya and Dean (2015) | APJML | Manufacturing | Longitudinal | Quantitative empirical | MailOnline Survey | 95129 | 36.523.8 | PCA-CFA, Logistic Regression |
| 82 | Measson and Campbell (2015) | JSBED | Manufacturing | Cross sectional | Qualitative case study | Interviews | 6 | N/A | Coding, pattern-matching, explanation making |
| 83 | Sinha et al. (2015) | EBR | High-tech manufacturing(software) | Cross sectional | Qualitative case study | Interviews | 10 | N/A | Thematic coding, *Atlas.ti7* |
| 84 | Souchon et al. (2015) | IMR | # | Cross sectionalCross national | Quantitative empirical | Mail Survey | NZ:239USA: 161Austria: 220 | 46.09.017.0 | LISREL, Path Analysis |
| 85 | Yu and Lindsay (2015) | JSBM | Manufacturing | Cross sectional | Quantitative empirical | Online Survey | 65 | 23.2 | PCA, Multiple Regression |
| 86 | Gao et al. (2016) | IMR | Service (online shopping) | Cross sectional | Qualitative (Single case study) | InterviewsMedia reports, industry publications | 7 informants | N/A | # |
| 87 | Gerschewski et al. (2016) | RIBS | Manufacturing and service | Cross sectionalCross national | Qualitative  | InterviewsArchival data | NZ: 5Aus: 3 | N/A | Coding, *NVivo* |
| 88 | Kahiya and Dean (2016) | TIBR | Manufacturing | Cross sectional | Quantitative empirical | Online Survey | 145 | 25.9 | MANOVA, Post hoc Tests |
| 89 | Leppäaho et al. (2018) | ERD | High-tech manufacturing | Cross sectional Cross national | Qualitative  | Interviews | Canada: 2Finland: 2NZ: 2 | N/A | Coding, pattern matching, explanation building |
| 90 | Pellegrino and McNaughton (2017) | IBR | High-tech manufacturing | Longitudinal(Historical) | Qualitative (Case Study) | InterviewDocument analysis | 4 | N/A | Coding, pattern matching |
| 91 | Odlin and Benson-Rea (2017) | IBR | High tech manufacturing (fleet management software) | Longitudinal | Qualitative case study | Interviews, reports, media articles, company websites | 9 | N/A | Abductive, Recursive, *NVivo* |
| 92 | Chung & Kuo (2018) | EJM | Manufacturing and service | Cross sectional | Quantitative empirical | Mail Survey | 114 | 30.0 | Regression Analysis |
| 93 | Gerschewski et al. (2018) | ISBJ | # | Cross sectional | Quantitative empirical | Online survey | NZ: 102Aus: 45 | 15.5% (combined) | PLS – Structural Equation Modelling |
| 94 | Jin and Hurd (2018) | JAPB | FMCG (health and beauty) | Cross sectional | Qualitative case study | Interviews, media articles, government websites, company websites | 4 | N/A | Thematic analysis, *NVivo* |
| 95 | Sadeghi et al. (2018) | ISBJ | # | Cross sectional | Quantitative empirical | Online survey | 112 | (14.2% full sample) | Hierarchical Linear Regression |

N/A, not applicable

#, not clearly specified

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| No. | Author | Journal | Industry | Firm Type | Focus of Study | Codes  |
| 1 | Le Heron (1980) | EG | Manufacturing | Continuing exportersSmall and large exporters | Impact of export stage and firm size on export performance | 1b-6a |
| 2 | Akoorie and Enderwick (1992) | APJM | Multiple | Internationalizing firms | Characteristics of internationalizing firms | 1c-4a; 4a-6b |
| 3 | Akoorie (1993) | IBR | Manufacturing and service | Large multinationals | Characteristics of OFDI by large New Zealand multinationals | 1b-6a |
| 4 | Akoorie et al. (1993) | EJM | N/A | Internationalizing firms | Implications of a single (EC) market for New Zealand firms | 2b-4a |
| 5 | Chetty and Hamilton (1993) | JSM | Manufacturing | Exporters / Non exporters | Drivers of export performance | 3a-6b; 3c-6a |
| 6 | Enderwick and Hodgson (1993) | IJHRM | # | Internationalizing firms | Expatriate management practices | 1c-4b |
| 7 | Au and Enderwick (1994) | JSBM | Agriculture, hunting, forestry, fishing | Internationalizing SMEs | Motives and barriers for joint venturing in China | 2a-5d |
| 8 | Caughey and Chetty (1994) | ISBJ | Manufacturing | Exporters / Non exporters | Dynamics of the pre-export behaviour of firms | 1a, 4a |
| 9 | Enderwick and Akoorie (1994) | IMR | Manufacturing | Continuing exporters | Drivers of export performance | 1a-4a, 1a-6a |
| 10 | Gray (1994) | EJM | Service | Recently deregulated public entities | Influence of passive and active strategies to success | 1b-4a; 4a-6b |
| 11 | Coviello and Munro (1995) | EJM | Manufacturing (high-tech) | Internationalizing firms | Impact of networks on internationalization | 2a,2g-5c |
| 12 | Deng et al. (1995) | APJML | Multiple (primary-manufacturing-service) | Internationalizing firms | Profiles of exporting firms | 1a,1c-6b |
| 13 | Chetty and Hamilton (1996) | ISBJ | Manufacturing | Exporters | Process of export development | 1a,1c-5a |
| 14 | Corbett (1996) | IJPR | Manufacturing | Internationalizing firms | Operations strategies of internationalizing firms | 4b-6b |
| 15 | Osborne (1996) | ISBJ | Manufacturing | Exporters | Determinants and nature of channel integration | 1b,1c-4a |
| 16 | Coviello and Munro (1997) | IBR | Manufacturing (High-tech/software) | Internationalizing firms | Network-based internationalization patterns | 5a,5b-6b |
| 17 | Gray (1997) | JIBS | Multiple (primary-manufacturing-service) | Exporters | Profiles of export managers | 2g-5c |
| 18 | Chadee and Mattsson (1998) | EJM | Manufacturing and service | Exporters | Drivers of export performance for goods/service exporters | 3b,f-6b |
| 19 | Dean et. al. (1998) | JEC | Manufacturing | Internationalizing SMEs | Differential impacts of export barriers across export stages | 2b-5a |
| 20 | Hoang (1998) | MIR | Manufacturing | Exporters | Drivers of export performance | 1c-4a, 4a-6a |
| 21 | Thirkell and Dau (1998) | EJM | Manufacturing | Exporters | Drivers of export performance | 3c,3d-6b |
| 22 | Chetty (1999) | EJM | Manufacturing | Internationalizing firms | Drivers of internationalization | 1a,2c-5b |
| 23 | Coviello and Martin (1999) | JIMktg | Service (engineering consulting firms) | Internationalizing firms | Patterns and influences underlying internationalization | 2g-5b  |
| 24 | McGregor and Gomes (1999) | JSBM | Manufacturing | Internationalizing | Areas of weakness in small to medium sized manufacturing  | 3a,b-6b |
| 25 | McNaughton and Bell (1999) | RGSM | # | Internationalizing firms | N/A | 5b-6b |
| 26 | Chadee and Zhang (2000) | JGM | Manufacturing(95% of sample) | Exporters | Drivers of export performance | 3e-6a,6b |
| 27 | Chetty and Holm (2000) | IBR | Manufacturing | Internationalizing firms | Process of internationalization | 1a-5a |
| 28 | Dean et al. (2000) | IMM | Manufacturing | Continuing exporters | Drivers of export performance | 1c,4a,4a-6a,6b |
| 29 | Robertson and Chetty (2000) | IBR | Manufacturing (apparel) | Exporters | Drivers of export performance | 4a-6a |
| 30 | Bell et al. (2001) | JIMgt | Manufacturing and service | Exporters | Patterns of internationalization | 1c-5c |
| 31 | Cadogan et al. (2001) | IJRM | # | Exporters  | Drivers of export performance | 3a-6c |
| 32 | Chung and Enderwick (2001) | APJM | Manufacturing (90%) | Exporters | Determinants of entry mode | 1a,1c-5d |
| 33 | Chetty and Patterson (2002) | JSM | # | Internationalizing firms | The role of government-funded joint action groups in creating internationalization capability | 1b-5b |
| 34 | Chung (2002) | JAPB | Manufacturing and service | Exporters | Determinants of channel strategy | 1b-4a |
| 35 | Chetty and Campbell-Hunt (2003) | EJM | Manufacturing | Internationalizing SMEs | Strategy configuration and path to internationalization | 3a,b-4b |
| 36 | Chetty and Campbell-Hunt (2003) | ISBJ | Manufacturing | Exporters | Dynamics of rapid international growth | 1c-6c |
| 37 | Chetty and Wilson (2003) | IBR | Manufacturing (high-tech) | Internationalizing firms | Networks and resource acquisition strategies | 6c-6b |
| 38 | Chung (2003) | JIMktg | Manufacturing and services | Exporters (cross-national) | Determinants of international standardization of strategy | 1a,b-4a |
| 39 | Dana (2003) | BFJ | Primary (fishing and livestock) | Exporters | Geographic isolation and export activities | 1a-2b |
| 40 | Hamilton and Dana (2003) | JSBM | N/A | Internationalizing SMEs | Economic contribution of internationalizing firms | 1b-3a,b,c |
| 41 | Souchon and Durden (2003) | JEurM | # | Exporters | The relationship between sources of export information and export performance | 3b-6b |
| 42 | Chadee (2004) | JIFAM | Manufacturing | Exporters | Drivers of export performance | 1a-6a,6b; 1c-4a; 3d-4a |
| 43 | Chetty and Campbell-Hunt (2004) | JIMktg | # | Exporters | Strategic orientation and pattern of internationalization | 4a,5d-3b |
| 44 | Enderwick and Ronayne (2004) | JAPM | Manufacturing (food) | Exporters | Impact of firm structure on internationalization | 1c-4b |
| 45 | Shaw and Darroch (2004) | JIEN | Manufacturing and service | Internationalizing firms | Drivers of export barriers | 1b,c-2b |
| 46 | Stark et al. (2005) | CCM | Primary (agri-business) | Internationalizing firms | Evolution of international negotiation(s) | 3e-4b |
| 47 | Coviello (2006) | JIBS | Manufacturing(High-tech software) | International new ventures | Networks and international new ventures | 5b-6c |
| 48 | Coviello and Cox (2006) | JIEN | Manufacturing(High-tech software) | International new ventures | The link between networks and resources | 3a,b,c-5b |
| 49 | Agndal and Chetty (2007) | EJM | Manufacturing (multiple sectors) | Internationalizing firms | Drivers of strategic change in internationalisation process  | 3e-4a |
| 50 | Chetty and Agndal (2007) | JIMktg | # | Internationalizing firms  | Drivers of change in internationalization mode | 3e-5d |
| 51 | Chung (2007) | APJML | Manufacturing and service | Internationalizing firms | Standardisation of international marketing strategy | 1b-4a, 4a-6,a,b |
| 52 | Loane et al. (2007) | JWB | Manufacturing (multiple sectors) | Internationalizing firms | Impact of management on rapid internationalisation | 1a-5c |
| 53 | Battisti and Perry (2008) | AJRS | Primary, manufacturing, service | Exporters | Impact of FTAs on export activities | 2c-6b |
| 54 | Dana et al. (2008) | IJEI | Primary | Micro-exporter | Micro-internationalization | 2f-4a |
| 55 | Evers and Knight (2008) | IMR | Manufacturing(low-tech, food) | Exporters | Impact of trade shows on internationalization | 2e-6b |
| 56 | Alon et al. (2009) | JIBE | Primary and manufacturing | Exporter/ Non-exporter | Motives underpinning internationalization | 2b-4a |
| 57 | Chung (2009) | EJM | # | Exporter | Environmental factors’ impact on strategy/performance | 1b-4a, 4a-6a |
| 58 | Chetty and Stangl (2010) | EJM | Manufacturing (high tech; software) | Internationalizing firms | Impact of networks on pattern of internationalization | 1b-6a |
| 59 | Sinha and Akoorie (2010) | JAPB | Manufacturing (wineries) | Internationalizing firms | Impact of institutional setting on adoption of sustainability practices | 1b-4b |
| 60 | Morrish and Deacon (2011) | JSBE | Manufacturing (wine) | Internationalizing firms | Entrepreneurial marketing in internationalizing firms | 4a-6d |
| 61 | Vasilchenko and Morrish (2011) | JIMktg | Services (IT-based) | Internationalizing firms | Impact of networks on internationalization | 2g-5c |
| 62 | Chung (2012) | IMR | # | Exporters | Drivers of export performance | 3b-4a, 4a-6d |
| 63 | Chung et al. (2012) | IMR | # | Exporters | Contingency variables impacting strategy/performance | 4a-6a |
| 64 | Fabling et al. (2012) | RS | Manufacturing | Exporters | Product and market choices for active exporters | 1c,2b-4a |
| 65 | Sedoglavich (2012) | MRR | Manufacturing (high-tech) | Internationalizing firms | Impact of technological capabilities on internationalization | 3a-4a,5d |
| 66 | Chung and Tung (2003) | IBR | Manufacturing and service | Exporters | The link between immigrant social networks and choice of foreign market entry strategies | 1a-5d |
| 67 | Fabling and Sanderson (2013) | JIE | Manufacturing | Internationalizing firms | Productivity gap between exporters and non-exporters | 1a-6d |
| 68 | Kahiya (2013) | JIEN | Manufacturing | Traditional exporters/ International new ventures | Influence of export barriers on pattern of internationalization | 2b-5c |
| 69 | Sternad et al. (2013) | SER | N/A | Exporters | Drivers of export performance | 1a-6b; 4a,3e-6a |
| 70 | Battisti et al. (2014) | JSBED | Primary, manufacturing, service | Internationalizing SMEs | Firm responses to FTAs | 2c-4d |
| 71 | Casey and Hamilton (2014) | JIEN | Manufacturing (82%) | Exporters | Drivers of export performance | 1c,-6a,b; 4a-6a,b |
| 72 | Felzensztein et al. (2014) | JBR | Manufacturing (wine) | Exporters | Role of industrial clusters in internationalization | 3g-6d |
| 73 | Kahiya and Dean (2014) | APJML | Manufacturing | Continuing exporters | Drivers of export performance | 1c,4a,3b-6a,6b |
| 74 | Kahiya et al. (2014) | JIEN | Manufacturing | Continuing exporters | Differential impacts of export barriers across time | 1b-2b |
| 75 | Chetty et al. (2015) | EJM | Manufacturing and service | Internationalizing firms | Decision-making processes in entrepreneurial firms | 1b-2i, 2i-5d |
| 76 | Crick and Crick (2015) | MIP | Manufacturing (wine) | Internationalizing SMEs | Relationship between learning and decision making | 3i-4a; 1c-2d |
| 77 | Crick and Lindsay (2015) | MIP | Service and service intensive manufacturing | Internationalizing firms | Perceived usefulness of export support | 1b,e,f-3b |
| 78 | Gerschewski and Xiao (2015) | IBR | Manufacturing and service | Traditional exporters/ international new ventures | Importance of measures of international performance | 5c-6a,6b |
| 79 | Gerschewski et al. (2015) | JWB | Manufacturing and service | Traditional exporters/ international new ventures | Drivers of international performance | 3c,g,h-6a,6b |
| 80 | Pellegrino and McNaughton (2015) | MIR | High-tech manufacturing | International new ventures | The evolution of learning processes in international new ventures | 5c-6c |
| 81 | Kahiya and Dean (2015) | APJML | Manufacturing | Continuing exporters | Differential impacts of export barriers across time | 1b-2b |
| 82 | Measson and Campbell (2015) | JSBED | Manufacturing | Internationalizing firms | The process of entering global value chains | 2e-6c |
| 83 | Sinha et al. (2015) | EBR | High-tech manufacturing(software) | International new ventures | Impact of psychic distance on entry decisions | 1b-6b |
| 84 | Souchon et al. (2015) | IMR | # | Exporters | The process of information generation among exporters | 3b-4a |
| 85 | Yu and Lindsay (2015) | JSBM | Manufacturing | Exporters | Impact of GFC on export commitment | 1a-6a,b |
| 86 | Gao et al. (2016) | IMR | Service (online shopping) | Exporters | Network gatekeeping in market entry | 5b-6b |
| 87 | Gerschewski et al. (2016) | RIBS | Manufacturing and service | Born-globals | The role of entrepreneurial orientation in rapid internationalization | 1a,3c-5c |
| 88 | Kahiya and Dean (2016) | TIBR | Manufacturing | Internationalizing SMEs | Differential impacts of export barriers across export stages | 2b-5a |
| 89 | Leppäaho et al. (2018) | ERD | High-tech manufacturing | Internationalizing firms | The role of network embeddedness in enabling internationalization | 5c-6b |
| 90 | Pellegrino and McNaughton (2017) | IBR | High-tech manufacturing | International new ventures | Learning in rapidly internationalizing firms | 5c-6c |
| 91 | Odlin and Benson-Rea (2017) | IBR | High tech manufacturing (fleet management software) | Internationalizing firms | Drivers of competitive strategies | 3b-4a |
| 92 | Chung and Kuo 2018 | EJM | Manufacturing and service (multiple) | Exporters | International strategy and export performance | 4a-6a, 6c |
| 93 | Gerschewski et al. (2018) | ISBJ | # | International new ventures | Learning, network resources, and post entry performance | 3c,f-6a,c,d |
| 94 | Jin and Hurd (2018) | JAPB | FMCG (health and beauty) | Internationalizing firms | Entry strategy and the use of digital media platforms | 2a-5c |
| 95 | Sadeghi et al. (2018) | ISBJ | # | International new ventures | Relationship between post entry speed and performance | 5c - 6a,b |

Asia Pacific Journal of Management (APJM), Asia Pacific Journal of Marketing and Logistics (APJML), Australasian Journal of Regional Studies (AJRS), British Food Journal (BFJ), Cross Cultural Management (CCM), Entrepreneurship and Regional Development (ERD), European Business Review (EBR), Economic Geography (EG), European Journal of Marketing (EJM), Industrial Marketing Management (IMM), International Business Review (IBR), International Journal of Human Resources Management (IJHRM), International Journal of Entrepreneurship and Innovation (IJEI), International Journal of Production Research (IJPR), International Marketing Review (IMR), International Small Business Journal (ISBJ), Journal of Asia-Pacific Business Studies (JAPBS), Journal of Asia Pacific Marketing (JAPM), Journal of Enterprising Communities (JEC), Journal of Euro Marketing (JEuroM), Journal of Global Marketing (JGM), Journal of International Business and Economy (JIBE), Journal of International Business Studies (JIBS), Journal of International Entrepreneurship (JIEnt), Journal of International Food and Agribusiness Marketing (JIFAM), Journal of International Management (JIMgt), Journal of International Marketing (JIMktg), Journal of Small Business and Enterprise Development (JSBED), Journal of Small Business and Entrepreneurship (JSBE), Journal of Small Business Management (JSBM), Journal of Strategic Marketing (JSM), Journal of World Business (JWB), Marketing Intelligence and Planning (MIP), Management International Review (MIR), Management Research Review (MRR), Research in Global Strategic Management (RGSM), Review of International Business and Strategy (RIBS), Regional Studies (RS), Small Enterprise Research (SER).

**Appendix B**: A Digest of *Export Growth 2012* and *Trade Agenda 2030* programmes

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|  | Primary Strategy\* | Enabling Strategy | Agency in Charge# |
| 1 | Developing a compelling New Zealand Story | 1. Developing a story which resonates with most exporters and export markets
2. Developing a toolkit of elements to communicate the story
3. Encourage use of New Zealand branding by private sector
 | NZTE, NZ (TNZ), TPK |
| 2 | Improve market access | 1. Covering 95% of exports with FTAs by 2030
2. Accede to government procurement agreement (GPA)
 | MFAT, NZTE |
| 3 | Making it easier to Trade from New Zealand | 1. Single trade window for importers and exporters
2. Upgrading customs and immigration systems
3. Enhance the functions, products/services of NZ Export Credit Office
 | Customs, MBIE, MFAT, MPI, NZTE, NZECO |
| 4 | Strengthening high value manufacturing and services | 1. Encourage innovation to support high value manufacturing
2. Roll out Ultra-fast Broadband
3. Targeted support to grow international capabilities
4. Growing government to government exports
 | MBIE, MFAT, MPI, NZTE |
| 5 | Helping businesses internationalize | 1. Trade missions
2. Market development programmes and networks
3. Delivering knowledge to businesses
4. Growing Maori exports
 | MFAT, NZTE, TPK |

\*To allow for meaningful comparisons with literature International Education and Tourism are not included here. MBIE – Ministry of Business Innovation and Employment, MFAT - Ministry of Foreign Affairs and Trade, MPI – Ministry of Primary Industries, Customs - New Zealand Customs, NZECO – New Zealand Export Credit Office, NZTE – New Zealand Trade and Enterprise, TPK - Te Puni Kōk