



Social networks, internationalization of companies and international entrepreneurship: a French-Chinese comparison

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Funded PhD Project (Chinese students only)

About the Project

Theme :

International networking and international entrepreneurship, particularly in China, France and between the two countries or geographical areas.

Domain : Management and International Business

Objective : Make a comparison and update the Western and Chinese models of internationalization and international entrepreneurship.

Methodology : Qualitative (case studies, research interviews, critical discourse analysis, etc.) and/or quantitative (social network analysis, multiple regressions, structural equations, etc.).

Thesis detailed overview :

This doctoral project will investigate the internationalization process of French and Chinese companies. Although the concepts of internationalization, international entrepreneurship and networks have attracted considerable attention from (Western) researchers in management, no consensus has yet been reached as to their respective definitions or reciprocal interactions. In addition, limited research has devoted effort to examining how various types of inter-personal networks may differ in affecting firms' internationalization.

In the meantime, research on Chinese companies has repeatedly explored and debated the crucial role of « guanxi » networks in the creation and development of firms in a domestic or international context.

Both streams of research have remained quite separated so far and the purpose of this doctoral project would be first to compare both and to identify similarities in

between the processes observed and analyzed. Based on this initial theoretical comparison, the thesis will empirically investigate the

creation and internationalization process of firms in France and China, test and update the claimed uniqueness of Chinese internationalization, guanxi-based models.

Methods used could be both qualitative and quantitative.

Profile and skills required

- Chinese national. Fluency in English required ;
- Master in management with a research dimension. Knowledge in sociology would be a plus. Excellent academic results.
- Knowledge of qualitative (NVivo type software) and/or quantitative research tools (social network analysis, SPSS, etc.).

Université Paris-Saclay

Université Paris-Saclay offers a comprehensive and varied range of Undergraduate, Master's and PhD degrees, renowned internationally thanks to the University's reputation for research excellence and the commitment of its academic staff. The University's constituent faculties, institutes and component institutions all contribute to the curricula with cutting-edge specialised courses in Science and Engineering, Life Sciences and Health, and Social Sciences and Humanities.

The University shares 275 laboratories with the French Alternative Energies and Atomic Energy Commission (CEA), the French National Centre for Scientific Research (CNRS), the Institut des Hautes Etudes Scientifiques (IHES), the French National Research Institute for Agriculture, Food and Environment (INRAE), the National Institute for Research in Digital Science and Technology (INRIA), the French National Institute of Health and Medical Research (INSERM) and the French Aerospace Lab (ONERA). Université Paris-Saclay currently represents 13% of France's research potential.

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With 48,000 students, 9,000 researchers and lecturers, and 11,000 technical and administrative staff members, Université Paris-Saclay is a driving force for the development of its local area and one of France's leading institutions.

<https://www.universite-paris-saclay.fr/en/about/universite-paris-saclay>

Supervisor

Associate Professor François GOXE holds a PhD from Université Paris Dauphine - PSL (France), an MBA from Queensland University of Technology - Q.U.T (Australia) and Shanghai Jiaotong University (China). He is also a Grenoble EM Grande Ecole program graduate. Before joining Université Paris-Saclay, UVSQ, François started his career as a business consultant for PwC (Australia) and a professor of management in various institutions around the world, including France, Australia and China. His research and supervision are in international business, entrepreneurship and strategy. His work focuses on actors, processes and strategies in international management and entrepreneurship. He is the author of articles, book chapters and international presentations on these subjects and co-organizer of international conferences and workshops.

Web Page Link: <http://www.larequoui.uvsq.fr/m-francois-goxe>

Funding

Joint doctoral program of Université Paris-Saclay and the China Scholarship Council :

<https://www.universite-paris-saclay.fr/en/csc-joint-doctoral-program-universite-paris-saclay-and-china-scholarship-council>

- Candidates must **be citizens of the People's Republic of China**;
- Chinese students enrolled in Master's programs of Chinese universities, other universities abroad at Paris-Saclay University and in master's programs of Université Paris-Saclay are eligible;

Candidates must meet the selection criteria :

- set by Université Paris-Saclay Doctoral School
- set by the CSC <http://apply.csc.edu.cn>

How to apply :

DEADLINE : January 04th, 2021

Chinese students must submit on the general application portal ADUM their final application to one of the doctoral projects suggested within the framework of this doctoral program on ADUM interface : <https://www.adum.fr/>

A completed application for admission the Joint doctoral program of Université Paris-Saclay and the China Scholarship Council must be submitted via the dedicated platform (see <https://www.universite-paris-saclay.fr/en/csc-joint-doctoral-program-universite-paris-saclay-and-china-scholarship-council> for details) by January 4th 2021. Incomplete applications or applications received after this specified time will not be accepted. Applicants should indicate in the funding section of the PhD application form that they are applying for the Joint CSC Paris-Saclay funding.

Applicants are invited to contact Pr. Goxe before submitting their application.

The application will require the following documents (non exhaustive list):

1. Covering letter: The covering letter must set out your reasons and motivation for applying to study at Paris-Saclay University, your understanding, and expectations of doctoral study; and your academic interests generally, and particularly how these relate to the description of the project supplied. The covering letter should be no more than two pages.

2. Academic / Professional Qualifications: Where appropriate, this should also include proof of English Language Competency ;

3. References: Candidates must approach referees themselves and include the references with their application ;

4. Curriculum Vitae: This should be no longer than two pages ;

5. Research Proposal: the proposal should build directly on the outline description that has been supplied. We suggest that you use the following five headings in your research proposal:

- Your reflections on the title, aims and purpose of the research;
- An overview of some key research literature relevant to the study;
- Your proposals for developing the design and methods of the study;
- A description of potential outcomes of the project for understanding, knowledge, policy and practice (as appropriate to the topic);
- Bibliographic references