

Conduire l'internationalisation des PME

Un processus porté par les compétences de l'équipe dirigeante

François Pantini

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Résumé de l'article

Cet article se positionne dans une perspective d'interdisciplinarité des travaux traitant de la conduite du processus d'internationalisation, et en particulier des modèles Upgrade et Innovation, au travers de la réalisation de l'appui offert par les ressources et les compétences. Il se propose pour une étude approfondie et longitudinale de l'ordre PME, mais aussi que les processus d'internationalisation (en termes de modalités, d'objectifs et de dynamique) sont largement expliqués par les compétences des équipes dirigeantes de ces entreprises. En outre, nous identifions également qu'il peut être distingué, au sein de ces compétences de l'équipe dirigeante, des compétences stratégiques distinctes et constituant le processus d'internationalisation et des compétences opérationnelles servant de support à la mise en œuvre de cette stratégie.

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