



## Family business in Latin America

### 1. Call for proposals

Latin America includes twenty sovereign states and territories that represent about 9% of the world's population and 6% of the gross domestic product (GDP). This region is home to the second most important emerging market in the world after Southeast Asia (Vassolo et al., 2011) and its growth is expected to accelerate considerably in the coming years (Vorisek, 2018). Similar to the rest of the world (Faccio & Lang, 2002; La Porta et al., 1999), family businesses constitute the prevalent form of economic and social organizations in Latin America although this prevalence shows an important variability across countries (Duran et al., 2019).

These organizations contribute to approximately 60% of the region's GDP (IFERA, 2003). Family control is not limited to small firms, it also prevails in about 40% of the largest companies of the region (Vazquez, 2017; Carrera et al., 2019).

Despite the economic relevance of Latin America, academic research in the region in the areas of strategy, management, and business are relatively limited when compared to other parts of the world. The average number of papers in business research per million people in Latin America is relatively low compared to the United States (6 vs. 461), with business research in Latin America generally lagging behind research in other fields, both in terms of output and growth rates (Ola-varrieta & Villena, 2014). This is particularly true in the area of family business, although some recent exceptions demonstrate that research in this region is interesting and can offer important theoretical contributions to mainstream literature (Duran et al., 2017; Duran & Ortiz, 2019). With this Special Issue, we intend to provide a forum for cutting-edge research on family business in Latin America and to pave the road for more future studies to occur.

Latin America has a common historical and cultural endowment based on geographical roots, religion, class structure, and nature of authority (Lansberg & Perrow, 1991). In turn, this context is expected to influence the way family firms are conceived, governed, and managed (Basco et al., 2015). Studies that acknowledge and explore family businesses in developing, emerging, and transitional economies have been encouraged (Welter et al., 2016). Accordingly, this Special Issue on "Family Business in Latin America" aims to critically review and advance theoretical and methodological applications in order to explore the family business domain within the context of Latin America. This approach implicates taking a closer look at the influences by this context regarding the behavior and strategies of family businesses as well as how family firms impact Latin America and its specific countries.

We invite submissions from various disciplines, such as economics, business, management, organization theory, family business, or combinations thereof. Contributions can be conceptual (including critical literature reviews, meta-analyses, or "state-of-the-art" articles) and/or empirical (qualitative, quantitative or mixed methods). Papers that adopt innovative

research designs and methodological approaches or challenge our understanding of family business in Latin America are particularly welcome.

Possible topics/research questions include, but are not limited to the following:

- How does the local context of Latin America affect what was already studied in family firms in developed economies or other developing regions?
- How do family-controlled firms influence the local and regional economies in Latin America?
- How and why do family firms contribute to regional development (both economic and social), regional innovation, and regional employment?
- Why and how do family firms in Latin America pursue diversification? How is this diversification organized? What are the opportunities and risks of developing a business group?
- Why, how and with which results do Latin American firms pursue internationalization?
- What are the relationships between politics, social and corporate elites, and family firms in Latin America?
- How is heterogeneity among different countries of Latin America expressed regarding their family firms? Do family firms care more than other firms about the region in which they are located? Which characteristics of family firms (e.g., management, ownership, control) matter? What are the roles of the founder, and succeeding family generations?
- What is the role of family-owned businesses in the communities in which they operate?
- Which regional policies help family firms grow? Which regions attract family firms, and which do not?
- Which regional conditions foster family firm development? Which barriers do family firms experience at the regional level?
- How can family firms benefit from a strong regional entrepreneurial orientation?
- Do family firms affect regional competitiveness?
- How do family firms contribute to the development and formation of industrial clusters and regional milieus?
- What ethical dilemmas arise for families in business in Latin America?
- How do some governance-related characteristics such as autocracy, entrenchment, nepotism, and resistance to change affect family businesses in Latin America?
- What family-related factors and contingencies determine the way different strategic initiatives are operationally managed in Latin American family businesses?
- What are the components of family and organizational culture that are at work in managing family businesses in Latin America?

- How do different family values, embedded in country specific cultures (e.g., collectivism/individualism) shape the organizational cultures in Latin American family businesses?
- How does the entry of the new generations affect family businesses in Latin America?
- Which are the main (successful) strategies that help family businesses in Latin America preserve family business-based intangibles (e.g., identity, culture, values)?
- How does the participation of women affect family businesses in Latin America?
- What are the gender-relevant issues regarding family business research in Latin America?

1.1. Special issue process

This Special Issue on “Family Firms in Latin America” aims to advance the quantity, quality, and global impact of family business research conducted in the context of Latin America.

To help authors advance their manuscripts toward submission to the Special Issue, the Guest Editors offer a structured, one-year paper development process, through various special issue workshops developed in collaboration with the LATAM Chapter of the International Family Enterprise Research Academy (IFERA, <https://ifera.org/>).

Authors can make a submission at any stage of the process. However, the Special Issue Guest Editors highly recommend participation from the early stages of the process. Attending the workshops is not a precondition in order to be considered for publication in the Special Issue. Likewise, attending the workshops does not guarantee publication.

Given the collaborative nature of the workshops and to prompt an enriching dialogue among academics, all the workshops will be free and open to the authors who have submitted a proposal/paper at any stage of the process (see submission guidelines below).

Anticipated Timeline:

| Activity   | Date                           |
|--|--------------------------------|
| <b>Workshop 1&amp;2: Deadline for Paper Proposals</b>  | 29 <sup>th</sup> February 2020 |
| <b>Workshop 1</b><br>IPADE Business School, Mexico City, Mexico (in conjunction with the Specialized Conference of the Academy of Management “Beyond Research: Advancing Management Impact in Latin America”)<br>Research mentors: SI Advising Guest Editors and Guest Editors | 14 <sup>th</sup> April 2020    |
| <b>Workshop 2</b><br>Universidad de Cantabria, Santander, Spain (only for participants to the IFERA Annual Conference; Special Session “Developing Research in Latin America”)<br>Research mentors: Josip Kotlar, Torsten Pieper and the SI Guest Editors                      | 24 <sup>th</sup> June 2020     |
| <b>Workshop 3 &amp; 4: Deadline for Full Papers</b>  | 5 <sup>th</sup> September 2020 |
| <b>Workshop 3</b><br>University of British Columbia, Canada (in conjunction with the 80th Academy of Management Conference: “Broadening our Sight”)<br>Research mentors: Senior Mentor and the SI Guest Editors  | August 7th to 11th 2020        |
| <b>Workshop 4</b><br>Universidad de Chile, Santiago de Chile<br>Research mentors: Senior Mentor and the SI Guest Editors   | October 2020                   |
| <b>Submission Deadline for the JFBS Special Issue</b>  | 28 <sup>th</sup> February 2021 |
| 1st round of reviews completed (double-blind reviews)  | 30 <sup>th</sup> April 2021    |
| Revised Papers Submitted to JFBS   | 31 <sup>st</sup> August 2021   |
| 2nd round of reviews completed (Editorial Review)  | 31 <sup>st</sup> October 2021  |
| Revised Papers Submitted to JFBS   | 30 <sup>th</sup> November 2021 |
| Accepted Papers Communicated to the authors, Journal Copy-editing process starts   | 15 <sup>th</sup> December 2021 |
| <b>Tentative Publication of Special Issue</b>  | Early 2022                     |

2. Submission guidelines

2.1. Paper Proposals for workshops 1 & 2 (deadline 29th February 2020)

Paper Proposals should present a well-developed original idea that is not yet completed. Proposals should include, at a minimum, a clear research question, a preliminary literature review, a conceptual/theoretical framework, a methodology (if relevant), and the intended contributions to theory and practice.

Paper Proposals will be evaluated for their potential and promise by the SI Guest Editors.

Style and length:

- 1 cover page indicating the title, keywords, and authors' names, affiliations and emails.
- Main body: maximum of 10 double-spaced pages, including all tables, figures, and references (12 pt. legible font, 1-inch margins all around).

2.2. Full Papers for workshop 3 & 4 (deadline 5th September 2020)

Full Papers should present a finished product - an original completed research manuscript that is ready for peer review.

Full Paper submissions will be evaluated for their potential by the SI Guest Editors.

Style and length:

- 1 cover page indicating the title, keywords, and authors' names, affiliations and emails.
- Main body: maximum of 35 double-spaced pages, including all tables, figures, and references (12 pt. legible font, 1-inch margins all around).

3. Full Papers for the JFBS special issue

All articles for this Special Issue must be submitted online via the EWISE system at <https://www.evise.com/evise/jrnl/JFBS>. Submissions must follow the manuscript guidelines of JFBS available from this same link (see the ‘Guide for Authors’ link at the top of the page). Authors should clearly indicate in their cover letter that the manuscript is for the Special Issue “Family Business in Latin America.” and choose “SI-Latin America” as article type upon submission.

All articles will be subject to the standard JFBS double-blind review process. For questions regarding this Special Issue, please contact any of the guest editors: Pedro Vázquez ([pvazquez@iae.edu.ar](mailto:pvazquez@iae.edu.ar)), Isabel C. Botero ([ibotero@stetson.edu](mailto:ibotero@stetson.edu)), Unai Arzubiaga ([unai.arzubiaga@ehu.es](mailto:unai.arzubiaga@ehu.es)) or Esra Memili ([e\\_memili@uncg.edu](mailto:e_memili@uncg.edu)).

4. About the journal

The Journal of Family Business Strategy (JFBS) publishes research that contributes new knowledge and understanding to the field of family business. The Journal is interdisciplinary and international in scope and welcomes submissions that address all aspects of how family influences business and business influences family. JFBS publishes quantitative research as well as qualitative work and purely theoretical or conceptual papers. Further details on JFBS can be obtained from <http://www.elsevier.com/locate/jfbs> or by contacting the Editor-in-Chief, Torsten Pieper, via [tpieper@uncg.edu](mailto:tpieper@uncg.edu).

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