

Beyond Entry Modes: A Systematic Literature Review on Family Firms' Location Preferences

Nidhi Ainavolu

Research Scholar, Strategic Management Area

Indian Institute of Management, Lucknow

Prabandh Nagar, Mubarakpur

Off Sitapur Road

Lucknow- 226013

INDIA

Email ID: phd23032@iiml.ac.in

Contact Number: +91 7506929485

Prof. Neeraj Dwivedi

Professor, Strategic Management Area

Indian Institute of Management, Lucknow

Prabandh Nagar, Mubarakpur

Off Sitapur Road

Lucknow- 226013

INDIA

Email ID- neerajd@iiml.ac.in

Contact Number: +91-522-6696661 (Office)

Abstract

This paper systematically reviews the existing literature on family firms' internationalization decisions, with a pointed focus on the underlying, multifaceted factors that influence their location preferences. Addressing a notable gap in existing syntheses of family firms' internationalization activities, we methodically review and analyze 44 prominent research articles, utilizing the PRISMA guidelines and the TCCM framework. Our findings reveal that family firms' strategic decisions often transcend pure economic rationality, thus prioritizing high-control entry modes, long-term business continuity, which makes them risk-averse and home-region-focused. We delineate current insights into how non-economic rationales like preserving socioemotional wealth (SEW), and environmental embeddedness drive these decisions. This review identifies potential opportunities for future research, and attempts to answer the following question: "What factors drive family firms' location choices?"

Keywords: Family Firms; Internationalization; Location Preferences; Systematic Literature Review; SLR; PRISMA framework; TCCM Framework.

Word Count (Excluding Tables and References): **6891 words**

1. Introduction

Globally, about two-thirds of enterprises are either owned or managed by families (Kanwar, 2018). According to La Porta et al. (1999), family enterprises are among the most prevalent, and economically significant organizational structures. They contribute roughly 60% of the global labour force (Neckebrouck et al., 2018) and 70-90% of the annual world GDP (Kanwar, 2018). The foundation for understanding family firms begins with defining their inherent core characteristics. As noted by Basco (2013, 2014), and De Massis *et al.*, (2012), there are two broad definitions that family firms typically conform to: a) majority family ownership, participation, and active management by family members, i.e. presence in either the board or key leadership roles in TMTs, to influence essential business outcomes, and b) the deeply embedded behaviour, and characteristics like intergenerational ties, trust, emotional connections, etc., captured by the concept of “familiness” and “socioemotional wealth (SEW)” (Handler, 1994; Chua et al., 1999; Habbershon & Williams, 1999). This perspective reveals that such families see their firms as lasting and enduring legacies instead of merely money-making machines (Casson, 1999). This mindset has distinct characteristics such as long-term time horizons (Stein, 1988, 1989), long term continuity (Miller & Le Breton- Miller, 2005), and an immense need for staying in control (Denison et al., 2004).

Family businesses are different, and heterogenous viz non-family firms due to lack of formalized systems, firm age, efficiency etc (Daily & Dollinger, 1991), and this leads to their unique internationalization behaviour (Debellis et al., 2020). The traditional view of family firms is that they are familial, risk-averse, and domestically oriented (Gomez-Mejia *et al.*, 2011), however, globalisation has pushed them to take advantage of external opportunities and go global (Arregle *et al.*, 2017). According to Aguilera *et al.* (2024), family businesses possessed continuously intertwined, yet conflicting financial and non-financial goals that impacted how they make their strategic choices (e.g., Gomez-Mejia, Patel and Zellweger, 2018). This mindset has distinct characteristics such as long-term time horizons (Stein, 1988, 1989), long term continuity (Miller & Le Breton-Miller, 2005), and an immense need for staying in control (Denison et al., 2004). Additionally, there exists varied, divergent, and often contrasting perceptions, definitions, and understandings of the complex process of family firm internationalization, presumably owing to the multitudes of theories, methodologies and contexts it was explored in (Arregle et al., 2017).

Prior studies have attempted to synthesize extant knowledge about the domain of family firm internationalization, some discussing evolution of family firm internationalization literature (Debellis et al., 2020), context of SMEs (Lahiri et al., 2020), entry modes (Brouthers & Hennart, 2007; Kuo *et al.*, 2012; Abdellatif et al., 2010; Pongelli *et al.*, 2021; Bosco & Bettinelli, 2020; Lien & Filatotchev, 2015) etc. However, we found that there were no papers that holistically reviews empirical and theoretical aspects of location preferences of family firms we find the stark absence of research that dedicatedly studies the decision of “where” to locate and “why” or “how” family firms choose international locations. While Arregle et al. (2021) discussed seven core IB themes, they listed international location choice as one of the themes. However, their focus was not solely on it and merely indicated mixed findings and a lack of clear understanding about the same. Against this backdrop, this paper carefully and systematically reviews 44 well-established research articles published over the years. Following Paul and Rosado-Serrano (2019) and Paul and Criado (2020), we utilize the PRISMA guidelines and the famed TCCM framework to discuss the findings and results. Thus, we find it essential to scope out the large quantum of existing

research, synthesize, and address the central research question through a comprehensive review of family firm internationalization: *What factors drive family firms' international location choices?*

This paper makes two strong contributions to the expanding corpus of literature at the nexus of international business (IB) literature, and family business literature in the following manner: i) the focus on location preferences, alongside the aspects of family-specific and contextual factors and understanding how they influence family firms' decision making, adds clarity to an underexplored area of research, and ii) we effectively synthesize and systematically review 44 research articles, by integrating both the PRISMA and the theories, contexts, characteristics and methodologies (TCCM) frameworks to provide a robust foundation for holistic understanding and future research in this field of research.

2. Systematic Literature Review Approach

This review sought to investigate the location preferences of family business firms in order to facilitate their internationalization strategies. To ensure that pertinent papers were identified, incorporated and assessed in our study, we implemented a systematic literature review (SLR) methodology. This was done for two chief reasons: a) it uses an exhaustive and rigorous scientific process, which tends to reduce the selection bias of the authors, making it more unbiased (Tranfield et al., 2003; Petticrew & Roberts, 2008), and b) it provides a structured methodology, ensuring transparency, transferability, and replicability (Tranfield et al., 2003; Booth et al., 2021). We found a few literature reviews on board compositions of family firms (e.g. Bammens et al., 2011; Alayo et al., 2021; Gupta & Chauhan, 2023; Bettinelli et al., 2024), multinationals and modes of entry (e.g. Rondi et al., 2022; Jain et al., 2024). Nevertheless, we were concerned over the lack of recent comprehensive reviews that targeted the trends in family firms' decisions to expand globally, and their location choices, particularly those pertaining to emerging market host countries. Through this research paper, we aim to provide a comprehensive overview of the field's complexity and current state.

2.1. Article Selection Process: Identifying Relevant Studies

To systematically screen and select research articles (Moher et al., 2009), we undertook the following steps:

- a) Clearly outline the boundaries and scope of the review
- b) Select relevant keywords and conduct a comprehensive literature search across the two chosen databases
- c) Screen articles based on titles and abstracts, and finally identify potentially relevant research papers
- d) Perform a thorough full-text articles analysis of selected articles to ascertain their appropriateness for inclusion in the review.
- e) Consolidate the results to pinpoint key themes, voids, and opportunities for future research.

2.2. Inclusion Criteria

The following inclusion criteria was employed to extract, screen, and refine our final consideration list of articles:

- a) To ensure a comprehensive and holistic review, we developed the search string using keyword structure groups. This includes all research papers with titles, abstracts, and keywords plus. The final Boolean search string was developed using keyword structure groups in the form of (Cluster 1) AND (Cluster 2) AND (Cluster 3), as displayed below in Table 1.

Cluster 1	Family Business* OR Family SME* OR Family Organization* OR Family Organisation* OR Family Corporation OR Family Firm* OR Family Enterprise* OR Family Compan* OR Family MNE* OR Family Group* OR Family Owned* OR Family Ownership* OR Family Influence* OR Family Control* OR Family Commitment* OR Family Found* OR Family Founder* OR Family Manage*
Cluster 2	Location Choice* OR Location Preference* OR (Choice OR Preference* OR Select* OR Deci* of (Place* OR Position* OR Local* OR Territor* OR Area* OR Geograph* OR Region* OR Countr*))
Cluster 3	Comprehensive List of FT 50, ABDC A*, A and ABS 3 & above journals

Table 1: Keywords for Final Literature Search String

- b) We kept the time period criteria as open ended.
- c) Only articles in English language were considered.
- d) We included studies that were still in press (early access papers).
- e) The unit of analysis is the family firm- therefore any research article discussing expatriate workers/ labourers, international students, women employees struggling with work-family balance, or migrant families was directly excluded from the purview of our study.

We retrieved articles from two relevant database sources that were regarded as high-quality and well-renowned, namely the Scopus database and the Web of Science (WOS) database (Paul & Criado, 2020; Alayo et al., 2021). Subsequently, we selected leading ABDC A and A* journals, FT-50 journals and ABS Academic Journal Quality Guide, 2018's three and above-ranked journals, in line with Holmes et al. (2018) and Paul et al. (2017). We added articles from the most

relevant source of family business research: the Journal of Family Business Strategy (ABS 2, IF 3.927). The initial inclusion criteria we followed was that the chosen keyword combination should be present in the titles, abstracts and keywords list of our chosen research articles. We attempted to be as comprehensive of the keywords as possible, and in order to capture multiple variants of the keywords, we adopted wildcard suffixes. Following this, we initially received a total of 6681 articles (3895 articles from the Web of Science, and 2786 articles from the Scopus databases respectively). Post this, we further refined our search based on document type (review papers, conference proceedings). We specifically excluded books, book chapters, and editorial material. Lastly, we refined the results by including subject areas that were relevant to the area of our interest (Business, Economics, Management, Business Finance, Ethics, International Relations).

At the screening stage, we methodically examined a total of 3948 research articles (1656 articles we retrieved from Web of Science and 2292 articles from Scopus), further refining based on the relevance of their source titles and abstracts to our study selection. We retained research papers and articles based on how much the central arguments, research questions, hypotheses etc focused on the idea of distance, location preferences, or final selection of market for international expansion. We finally obtained 20 (WOS) and 27 (Scopus) relevant articles, out of which we removed duplicates and irrelevant papers while adding further snowball references' we found from our initial list. Ultimately, this led to the identification of a final dataset of 44 relevant articles, which we further studied in-depth to get a holistic understanding of the subject matter. The screening process and the systematic approach we utilized to reach our final sample of research articles are portrayed in the Prisma Flow Diagram displayed below in Figure 1.

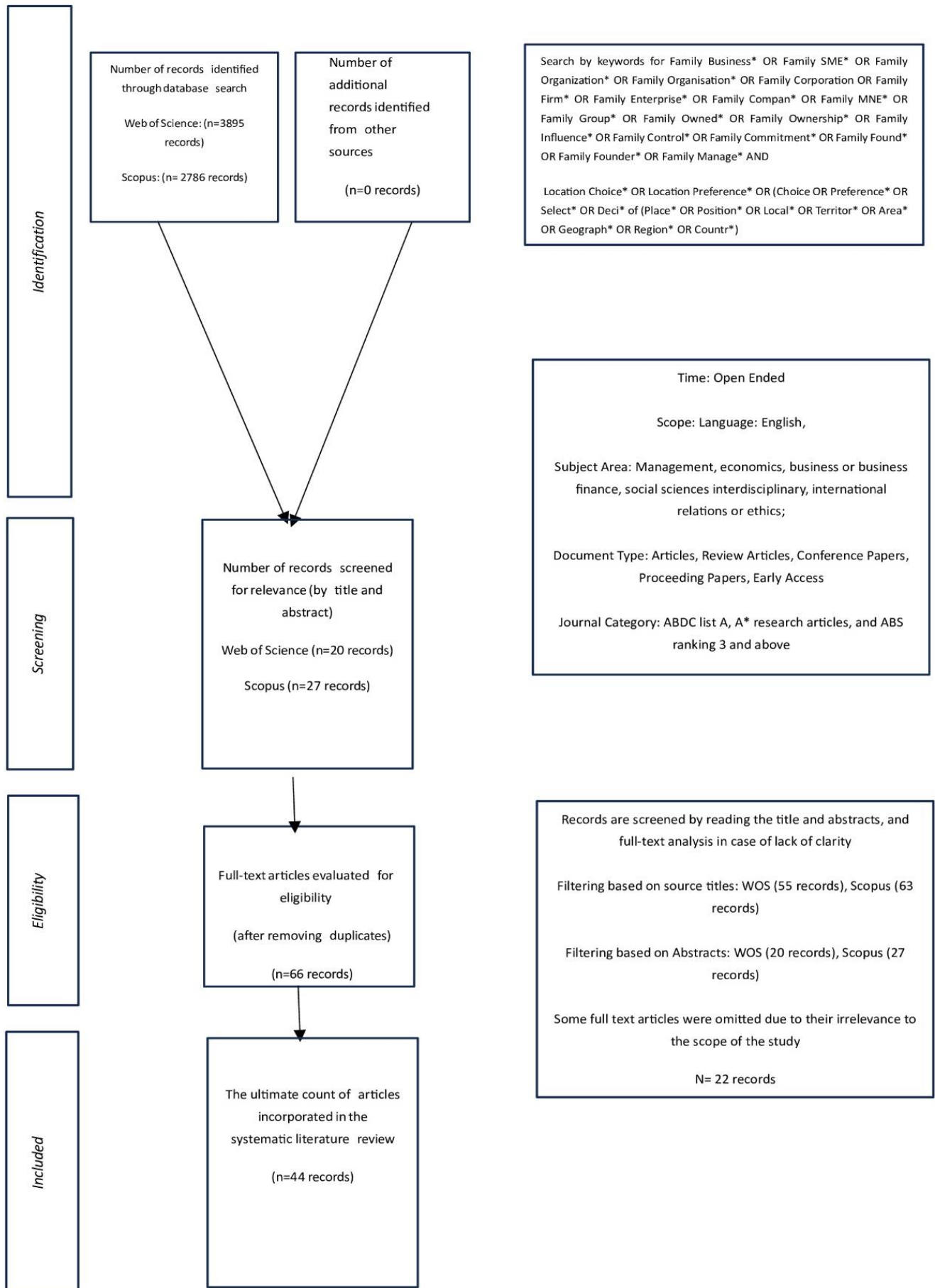


Figure 1: Methodology for Retrieving Research Articles using PRISMA Guidelines

Table 2 presents our list of research papers published in prominent journals. Similarly, Figure 2 portrays the trend in the publication of our selected cohort of research articles.

Journals	Quantum of Articles (as expressed in %)	Examples
Applied Economics Letters	1	Procher et al. (2013)
Corporate Governance: An International Review	1	Chung et al. (2015)
Entrepreneurship and Regional Development	3	Bau et al. (2021); Pongelli et al. (2021); Ricotta and Basco (2021)
Entrepreneurship: Theory and Practice (ETP)	1	Mazelli et al. (2022)
European Journal of International Management	1	Majocchi et al. (2016)
Family Business Review	5	Pongelli et al. (2021); Zona et al. (2022); Soleimanof et al. (2018); Jaufenthaler et al. (2023); Pongelli et al. (2021)
Global Strategy Journal	4	Hernandez et al. (2018); Yamanoi and Asaba (2018); Duran et al. (2019); Alessandri et al. (2018)
International Business Review	4	Baronchelli et al. (2016); Lopez-Cozar-Navarro et al. (2017); Calabro et al. (2024); Lyons et al. (2025)
International Journal of Entrepreneurial Behaviour and Research	1	Loehde et al. (2020)
International Journal of Human Resource Management	1	Chung and Dahms (2019)
International Marketing Review	1	D'Angelo et al. (2013)
International Review of Financial Analysis	1	Breur and Knetsch (2022)
Journal of Business Research	3	Mondal et al. (2022); Pongelli et al. (2019); Jain et al. (2024)

Journal of Family Business Strategy	1	Basco (2013)
Journal of International Business Studies (JIBS)	3	Filatotchev et al. (2007); Banalieva and Eddleston (2011); Boellis et al. (2016)
Journal of International Financial Markets, Institutions and Money	2	Dou et al. (2019); Sun and Wu (2024)
Journal of International Management	1	Chakrabarty (2009)
Journal of Management Studies	1	Peng and Jiang (2010)
Journal of World Business	4	Su et al. (2025); Xu et al. (2020); Lien and Filatotchev (2015); Ilhan-Nas et al. (2018)
Long Range Planning	1	Baschieri et al. (2017)
Management International Review	3	Del Bosco and Bettinelli (2020); Mondal and Lahiri (2024); Strange et al. (2009)
Management Science	1	Dahl and Sorenson (2012)
Total Number of Articles	44	

Table 2: Publication Trend of Sampled Articles

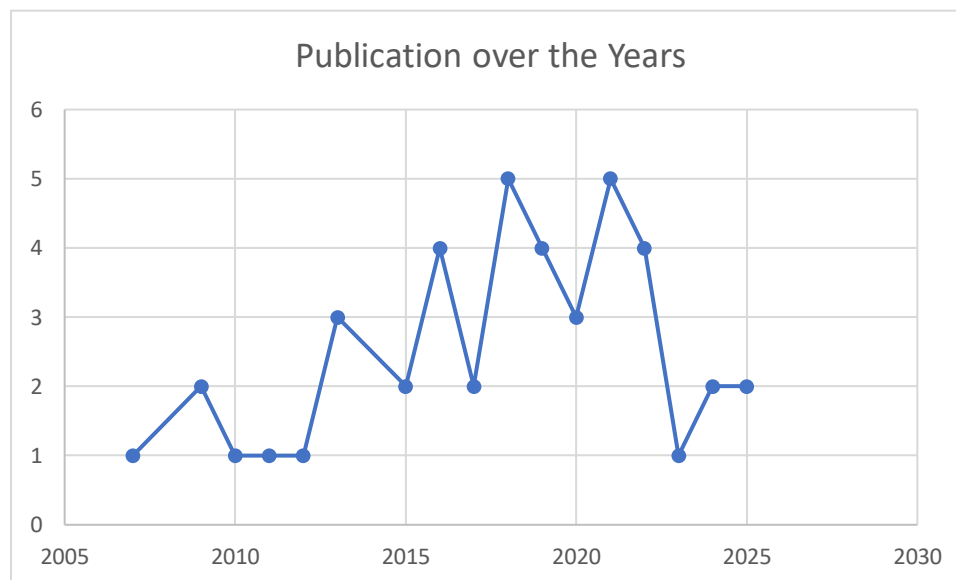


Figure 2: Publication Trend of Sampled Articles

2.3. Method of Analysis

We utilize the Theory, Context, Characteristics, and Methodology (TCCM) framework to methodologically examine the extant literature, then analyze, and propose the future research scope. Previously, the TCCM framework had been extensively utilized in review papers within the domain of marketing, serving as a tool for organizing and understanding the research area logically and clearly.

What TCCM does:

- a) It aids the researcher in identifying and understanding *what* (theory, specific characteristics) is already known about the topic.
- b) It helps answer the *where* question, i.e. where has this research been conducted (context)
- c) Lastly, it uncovers *how* (methodology) the prevailing work on the topic has been conducted.

3. Theory

The term ‘theory’ in common parlance refers to explaining how things work or why certain phenomena happen. Hunt (2002) highlighted how theories could be empirically tested, while Chen et al. (2021) explained how they provide a basis for displaying how a set of relevant constructs might be systematically related. Table 3 shows the most frequently utilized theoretical underpinnings and portrays the percentages and papers.

Number of Predominant Theories Utilized (and Quantum of Papers that utilized such theories)	Prominent Theories Covered in the Research Articles	The Cited Research Article
No theories used (8)	-	Jain et al. (2024); Bau et al. (2021); Breur and Knetsch (2022); Dahl and Sorenson (2012); Baschieri et al. (2017); Su et al. (2025); Procher et al. (2013); Basco (2013)
Single Theory (15)	Agency Theory (2), Socioemotional Wealth Theory (6); Upper Echelons theory; Behavioural theory of the firm; Resource Based View; Institutional theory (3); International Asset Pricing theory	Del Bosco and Bettinelli (2020); Majocchi et al. (2016); Mondal et al. (2022); Pongelli et al. (2019); Yamanoi and Asaba (2018); Boellis et al. (2016); Lien and Filatotchev (2015); Zona et al. (2022); Strange et al. (2009); Xu et al. (2020); D’Angelo et al. (2013); Duran et al. (2019);

		Soleimanof et al. (2018); Jaufenthaler et al. (2023); Chung et al. (2015)
Two Theories (14)	SEW and Contingency theory (2); SEW and RBV; Behavioural Agency model and Mixed Gamble perspective (2); Stewardship and Agency theory; Agency theory and Institutional theory (4); Institutional theory and Mixed Gamble perspective; Behavioural Agency model and SEW; Institutional theory and Corruption based theory; SEW and Rent seeking theory	Pongelli et al. (2021); Pongelli et al. (2021); Dou et al. (2019); Pongelli et al. (2021); Alessandri et al. (2018); Banalieva and Eddleston (2011); Chakrabarty (2009); Chung and Dahms (2019); Ilhan-Nas et al. (2018); Filatotchev et al. (2007); Lyons et al. (2025); Mazzelli et al. (2022); Ricotta and Basco (2021); Sun and Wu (2024)
Three Theories and more (2)	Theories of firm growth and cooperation strategies; Institutional theory, Agency theory and the RBV	Navarro et al. (2017); Peng and Jiang (2010)
Family Firm and International Business Literature (5)	-	Mondal and Lahiri (2024); Baronchelli et al. (2016); Calabro et al. (2024); Hernandez et al. (2018); Loehde et al. (2020)
Total Number of Articles (44)	-	

Table 3: Theories Employed in the Sample Research Articles

As visible from the Table 3 above, the studied research papers have been systematically classified based on the number, and type of theories they employed. Predominantly, our sample of research articles have been found to heavily draw on theories and concepts specific to international business (IB), family business, and corporate governance literature.

3.1. Theoretical Depth in the Examined Literature

The interplay of family firm literature (SEW, ownership configurations, management types) and international business literature (contexts, emerging vs. advanced economies) seem to hammer in the perspective that family firms' strategic decisions are propelled by their SEW considerations including need for control, risk aversion, and this influences their perceived ability to navigate

distances between the home and host countries. We find that family firms are selective about *where* they expand, often preferring environments that are less institutionally or culturally alien. A total of 11% (5 research articles) of the examined studies utilized the established domain-specific literature, reflecting a contextual grounding rather than generalized theoretical abstraction.

A notable proportion, about 18% (8 articles) of the examined studies did not explicitly utilize any established theoretical framework, since those works were largely conceptual, literature review-based papers and purely quantitative heavy empirical works. However, while not naming any specific theories, research articles of Bau et al. (2021) suggested an underlying theoretical perspectives of institutional theory, RBV, and stakeholder theory. Similarly, the research articles by Breur and Knetsch (2022), Dahl and Sorenson (2012), Baschieri et al. (2017), Su et al. (2025), Procher et al. (2013) and Basco (2013) predominantly drew from agency theory, socioemotional wealth theory, RBV, social capital theory, network theory, institutional theory etc. While such papers can be understood to be valuable for initial mapping of the domain, its novel patterns, it is essential to note that such papers' lack of theoretical contribution tends to limit their explanatory power, and the generalizability of the findings. This is because, they focus more on "what" is happening, rather than the more important questions of "why" or "how", and were more focused on exploring the newer aspects of the research field instead of investigating the reasons behind them.

The largest segment of our examined sample of research articles comprises of articles which grounded their investigations in either single (34% ie 15 articles) or two distinct (32% ie 14 articles) theoretical perspectives. The application of either a single or dual theoretical perspectives, while limited, offers the rich and nuanced application and a more comprehensive explanation of the topic in question. Amongst these categories, the socioemotional wealth (SEW) theory, and the institutional theory emerged as the most predominantly and most frequently utilized frameworks, indicating the importance of both the core, non-financial goals such as preserving and enhancing family control, ownership, and prestige ahead, and the societal norms and regulations for the family firm for international success. These articles indicate that family firms' location choices and entry mode decisions are not solely driven by financial optimization, rather family-firm specific factors such as their heterogeneity, the need for control, innate desire to preserve SEW, contextual factors (such as distance, institutions, and culture) also profoundly shape their decisions. Despite predominantly using single theoretical lenses, all these papers converge to paint the picture of family firms as strategic actors whose international moves are deeply rooted in their desire to protect and perpetuate the family's influence and legacy.

Similarly, amongst the latter category, the integration of SEW theory with the contingency theory, the resource-based view (RBV), or the agency theory reflected the effort to address the different facets of family firm location choices using their unique motivations, resources, competitive advantages, or governance structures. This seems to indicate that while the preservation of socioemotional wealth has been found to strongly influence family firms' decisions and clearly acts as a filter through which opportunities and risks are evaluated, the insights derived are not

strong, uniform, or holistic, since they might be contextually dependent on the institutions, competitors, cultures etc. However, while the adoption of a single or dual theoretical framework provides clarity and testability, it might at times lead to an incomplete understanding of the complex, nuanced, multi-faceted phenomena of location choices of the family firms. Lastly, only two articles demonstrated high theoretical sophistication by utilizing multiple theoretical frameworks like agency theory, institutional theory, and the RBV together, indicating that the phenomenon at hand is highly complex, multi-faceted, and in need for a more holistic and nuanced understanding. Overall, we find that SEW and the institutional theories dominate as the most preferred theoretical underpinnings, thus underlying their relevance in the domain of interest. Also, the despite the complexity of the underlying field, we find a strong preference for single or dual theory frameworks, with minimal multi-theory synthesis, thus signalling the immense opportunities for greater theoretical integration in the emerging future research.

4. Context

Table 4 below encapsulates our findings for the contexts examined across the reviewed articles.

Countries	Number of Articles (and expressed as %) (Rounded Up)	Examples
Countries Not Reported	3 (7%)	Lopez-Cozar-Navarro et al. (2017); Bau et al. (2021); Soleimanof et al. (2018)
Multiple Countries	15 (34%)	Banalieva and Eddleston (2011); Calabro et al. (2024); Lyons et al. (2025); Xu et al. (2020); Breuer and Knetsch (2022); Pongelli et al. (2019); Procher et al. (2013); Duran et al. (2019); Majocchi et al. (2016); Ricotta and Basco (2021); Jaufenthaler et al. (2023); Sun and Wu (2024); Chung et al. (2015); Peng and Jiang (2010); Chakrabarty (2009)
<i>Europe (Of the Remaining 26 research articles)</i>		

Italy	9 (35%)	Bosco and Bettinelli (2020); Pongelli et al. (2021); Baronchelli et al. (2016); Hernandez et al. (2018); Boellis et al. (2016); Zona et al. (2022); Pongelli et al. (2021); Baschieri et al. (2017); D'Angelo et al. (2013)
Denmark	1 (4%)	Dahl and Sorenson (2012)
Spain	2 (8%)	Mazzelli et al. (2022); Basco (2013)
Germany	2 (8%)	Pongelli et al. (2021); Loehde et al. (2020)
<i>Asia (Of the Remaining 26 research articles)</i>		
Taiwan	4 (15%)	Lien and Filatotchev (2015); Chung and Dahms (2019); Strange et al. (2009); Filatotchev et al. (2007)
Japan	1 (4%)	Yamanoi and Asaba (2018)
Turkey	1 (4%)	Ilhan-Nas et al. (2018)
China	1 (4%)	Su et al. (2025)
India	2 (8%)	Mondal and Lahiri (2024); Mondal et al. (2022)
<i>North America (Of the Remaining 26 research articles)</i>		
United States of America (USA)	2 (8%)	Dou et al. (2019); Alessandri et al. (2018)
Total	44 (100%)	

Table 4: Countries Investigated in the Sample Research Articles

We analyzed the 44 research articles based on country focus, and it provides an overview of both geographic contexts (countries) and its diversity. A total of three research articles (Lopez-Cozar-Navarro et al., 2017; Bau et al., 2021 and Soleimanof et al., 2018) didn't explicitly specify their geographic focus, due to either a) being a conceptual or review article, or b) use of highly aggregated global datasets where country-specific reporting is not the primary focus. This might limit the contextual relevance or the final insights derived from comparisons. On the other hand, a highly significant chunk of 34% (15 articles) of the sampled papers spanned multiple cross-country contexts, indicating an emphasis towards comparative or globally generalizable perspectives. This leads us to believe that scholars are increasingly recognizing that contextual factors (eg socio-economic, cultural, institutional factors) are significantly important in understanding family firm choices. Studying the phenomenon across multiple countries could aid in generalizability, an understanding of the underlying boundary conditions, and lastly, help in conducting comparative analyses across institutions, power distances, cultural distances etc.

Our analysis indicated that majority of the remaining research articles were conducted in the continents of Europe (53.85%) and Asia (34.62%), whereas the North American continent only accounted for approximately 7.69%. Out of the European nations, Italy (21%, 9 articles) has been the most-explored context for family firm internationalization due to its characterized strong family ties, regional ties, long histories, as well as their unique governance structures. The other chief contributors are Germany (8%), Denmark (4%) and Spain (8%). Even amidst the Asian countries, Taiwan as a newly industrialized economy (NIE), contributes 44.44% of the reviewed studies, due to its distinct context for examining corporate governance, internationalization, and institutional influences.

Taiwan's selection as the country of analysis chiefly arose from its suitability as a well- developed Southeast Asian nation closer to China. It shared many of the corporate governance mechanisms shared by family businesses, such as control, family management, networks and interlinkages, the presence of influential institutional investors, etc. Similarly, Italy was among the top 10 nations with the most prominent family-business presence (Credit Suisse Research Institute, 2018). These countries' contexts might have been examined prominently due to their generalizability to the Asian and European economies.

However, it was surprising that while Taiwan was studied, few papers (only 4.55% of total documents reviewed) examined the Indian context despite its suitability because it was home to numerous family firms, firm heterogeneity, and innumerable pro-business reforms. Therefore, we identify that this could be a potentially upcoming nation for further research.

5. Characteristics

Our review underscores that numerous variables have been analyzed within the family business-internationalization literature, particularly regarding location. Below, we have concisely offered a summary of the same, in Table 5 and categorized the variables into a) dependent variables (DVs), b) independent variables (IVs), and c) moderating variables. We also present some distinctive control variables identified during our review, which may intrigue future researchers.

Variables	Number of Articles (and expressed as %) (Rounded Up)	Examples
Dependent Variables (Mutually Exclusive)		
Internationalization-related Variables i) Location Choice (7 articles ie 16%) ii) Entry or Establishment Mode (9 articles ie 21%) iii) Extent/ Breadth / Scale or Scope of Internationalization (7 articles ie 16%) iv) Export Intensity or Performance (2 articles or 5%)	25 articles (57%)	Mondal and Lahiri (2024); Hernandez et al. (2018); Strange et al. (2009); Su et al. (2025); Lien and Filatotchev (2015); Baronchelli et al. (2016); Calabro et al. (2024) Pongelli et al. (2021); Yamanoi and Asaba (2018); Boellis et al. (2016); Loehde et al. (2020); Del Bosco and Bettinelli (2020); Lyons et al. (2025); Filatotchev et al. (2007); Ilhan-Nas et al. (2018); Pongelli et al. (2021) Mondal et al. (2022); Dou et al. (2019); Xu et al. (2020); Majocchi et al. (2016); Alessandri et al. (2018); Pongelli et al. (2019); Procher et al. (2013) Pongelli et al. (2021); D'Angelo et al. (2013)
Performance-related Variables ROA, Profit, Firm Value, Tobins Q, Market to Book Value, Domestic Growth	8 articles (18%)	Banalieva and Eddleston (2011); Breuer and Knetsch (2022); Dahl and Sorenson (2012); Duran et al. (2019); Baschieri et al. (2017); Sun and Wu (2024); Peng and Jiang (2010); Zona et al. (2022)
Family-related Variables Family Ownership, Family Management, Involvement in Board	3 articles (7%)	Ricotta & Basco (2021); Chung and Dahms (2019); Chakrabarty (2009)
Independent Variables		
Family-related Variables Family Control, Family		Bosco and Bettinelli (2020); Mondal and Lahiri (2024); Mondal et al. (2022); Yamanoi and Asaba (2018); Lien and Filatotchev (2015); Filatotchev et al. (2007); Ilhan-Nas et al. (2018); Chakrabarty (2009); Basco (2013); Baronchelli et al.

Ownership, Family Involvement, Family Managed, Family Leadership, Family Goals and Behaviour, Multiple Family Generations, Prior International Experiences	30 articles (68%)	(2016); Calabrò et al. (2024); Zona et al. (2022); Alessandri et al. (2018); Mazzelli et al. (2022); Pongelli et al. (2019); Baschieri et al. (2017); Strange et al. (2009); López-Cózar-Navarro et al. (2017); Pongelli et al. (2021); Chung and Dahms (2019); Boellis et al. (2016); Xu et al. (2020); Dahl and Sorenson (2012); Dou et al. (2019); Baschieri et al. (2017); Strange et al. (2009); Peng and Jing (2010); Sun & Wu (2024); Soleimanof et al. (2018); Jaufenthaler et al. (2023)
Firm-related Variables Performance below aspirations, organizational and recoverable slack, firm age and size, R&D intensity, cash flow, investment, operating revenue, market to book ratio, home region focus, managerial resources, product innovation, prior entrants	16 articles (36%)	Pongelli et al. (2021); Calabrò et al. (2024); Xu et al. (2020); Pongelli et al. (2021); Alessandri et al. (2018); Procher et al. (2013); Breuer and Knetsch (2022); Banalieva and Eddleston (2011); Dou et al. (2019); López-Cózar-Navarro et al. (2017); Mazzelli et al. (2022); D'Angelo et al. (2013); Dou et al. (2019); Zona et al. (2022); Dahl and Sorenson (2012); Peng and Jiang (2010)
Host Country or Contextual Characteristics i) Distance (cultural, power, geographic, institutional, knowledge, global connectedness, relational) ii) Institutional or Regulatory Environment iii) Competitive Environment iv) Financial Institution Ownership	17 articles (39%)	Del Bosco and Bettinelli (2020); Pongelli et al. (2021); Chung and Dahms (2019); Pongelli et al. (2021); Lyons et al. (2025); Calabrò et al. (2024); Zona et al. (2022); Hernández et al. (2018); Ilhan-Nas et al. (2018); Su et al. (2025) Yamanoi and Asaba (2018); Lyons et al. (2025); Filatotchev et al. (2007); Chakraborty (2009); Ricotta and Basco (2021); Sun and Wu (2024); Procher et al. (2013) Mondal and Lahiri (2024)

		Filatotchev et al. (2007)
Non-Family Variables Non-Family Ownership, Institutional Ownership, Non-family Independent Directors	5 articles (11%)	Lien and Filatotchev (2015); Strange et al. (2009); Filatotchev et al. (2007), Ilhan-Nas et al. (2018); Procher et al. (2013)
Mediating or Moderating Variables		
Firm related Variables Ownership Structure, Type of Management, Foreign Subsidiary	2 articles (5%)	Mondal and Lahiri (2024); Chung and Dahms (2019)
Host Country or Contextual Characteristics Geographic Focus, Cultural Distance, Institutional Distance, Home Region Focus, Dimensions of Institutional Environments	5 articles (11%)	Pongelli et al. (2021); Lyons et al. (2025); Ilhan-Nas et al. (2018); Pongelli et al. (2019); Duran et al. (2019)

Table 5: Variables across the Studied Review Papers

5.1. Dependent Variables

This segment emphasizes the function of dependent variables examined across the sampled reviewed research articles. Broadly, we were able to classify the dependent variables into three main, primary buckets: a) Internationalization-related variables, b) Performance-related variables, and c) Family-related Variables.

- a) Internationalization-related variables: this is the most prevalent category, with studies attempting to understand the strategic foreign market entry and location preferences of family firms, when they expand beyond their home markets. Family firms are often driven by a desire to balance international opportunities with unique SEW-specific issues like for control and risk aversion. While authors have likened entry mode choices to location choices, they couldn't be more different. Both focus on two different questions: *how* and *where* to internationalize, and establish a presence. Thus, broadly, we were able to combine dependent variables examining decisions such as entry mode choices, location choices, extent of internationalization, export performance and sourcing modes into a single classification: internationalization-related variables, as depicted below:
 - i) Location Choice (the *where* decision) (16% or 7 articles): directly related to the geographical destination of international expansion, research articles have either directly approached location choices or its perception as a DV (Mondal & Lahiri,

2024; Hernandez et al., 2018; Strange et al., 2009; Su et al., 2025; Lien & Filatotchev, 2015), or considered related aspects of psychic or geographical distance (Baronchelli et al., 2016; Calabro et al., 2024) as a proxy for the location decision. Of these, we found that minority shareholder family firms might prefer geographically closer targets for better monitoring (Calabrò *et al.*, 2024). Hernández, Nieto and Boellis (2018) asserted that family firms may prefer locations with inferior institutional and regulatory quality relative to their country of origin since their robust internal governance and distinctive internal characteristics can alleviate the associated risks. Overall, these studies attempted to investigate the factors influencing the country, type of economy (advanced vs emerging) that a family firm chooses for its foreign operations, such as perception, professionalization, previous international experiences, distance, community ties, institutional contexts, etc. Family firms' location choices are also shaped by a multifaceted interaction of family-related factors, encompassing unique SEW considerations, familial values, risk aversion, family governance, leadership approach, resource constraints, and institutional factors.

- ii) Entry/ Establishment Mode (the *how* decision) (21% or 9 articles): A core focus area in the IB-family firm literature has been centred around the family firm's core decision of *how* to enter and conduct business. Choosing the location is the decision that precedes selecting the viability of the entry mode, and the ownership configuration, into the foreign market. This category entails related questions such as the level of risk capacity, SEW characteristics, ownership, need for control, resource commitments, structure for setting up foreign operations. Again, entry mode decisions can be classified into higher control or commitment, namely equity modes (joint ventures, wholly owned subsidiaries through greenfield investments and acquisitions) and lower control or commitment, namely non equity modes (exporting, licensing, franchising, outsourcing etc). Unlike non family firms, family firms are more driven by family-specific values, and prefer entry modes that retain control, reflect lower risks, and suits their long-term value and legacy alignment, such as greenfield investments (Pongelli et al., 2021; Yamanoi & Asaba, 2018; Boellis et al., 2016; Loehde et al., 2020).
- iii) Extent/ Breadth / Scale or Scope of Internationalization (the *how-far* decision) (16% or 7 articles): research articles in this category have explored multinationality ie scale, scope and direction (Mondal et al., 2022), extent of internationalization (Dou et al., 2019; Xu et al., 2020; Majocchi et al., 2016; Alessandri et al., 2018), offshoring or sourcing modes (Pongelli et al., 2019), propensity for FDI engagement (Procher et al., 2013) etc. This category is more concerned with the factors that drive the scale, scope, and geographic diversity of family firms' global operations.

- iv) Export Intensity or Performance (5% or 2 articles): the Uppsala model believes this segment to represent the first stage of internationalization, the initial evaluative step taken in the direction of global expansion. The two research articles by Pongelli et al. (2021); D'Angelo et al. (2013) highlight a foundational aspect of how family firms, especially SMEs interact in foreign markets.
- b) Performance-related Variables: while family firms are well known for their non-economic goals, the study of financial motives and performance outcomes is still central to research. This suggests an ongoing effort to understand the financial implications of family involvement, internationalization strategies, and various internal/external factors on firm value and profitability. Thus, the prevalent usage of accounting variables like return on assets (ROA), profits, market to book value, Tobin's Q, firm value etc (Banalieva & Eddleston, 2011; Breuer & Knetsch, 2022; Dahl & Sorenson, 2012; Duran et al., 2019; Baschieri et al., 2017; Sun & Wu, 2024; Peng & Jiang, 2010; Zona et al., 2022) might be due to easier empirical measurement, or for testing performance consequences in response to a family-specific strategy.
- c) Family-related Variables: the usage of family variables such as family ownership, family management, involvement in board etc have been limitedly sought as dependent variables, in contrast to their counterparts in independent variables. The studies that utilized family-related dependent variables in their studies, namely Ricotta and Basco (2021), Chakrabarty (2009) and Chung and Dahms (2019) majorly focused on the contextual factors, managerial practices, and strategic factors that influences a family firm to succeed in international operations.

5.2.Independent Variables

This segment emphasizes the function of independent variables examined across the sampled reviewed research articles. Broadly, we were able to classify the independent variables into four primary buckets: a) Family-related Variables, b) Firm-related Variables, c) Host Country or Contextual Characteristics and d) Non-Family- related Variables.

- a) Family-related Variables: while family ownership continues to remain a fundamental variable of interest, research has expanded to include other mechanisms and internal governance variables such as family involvement, family control, say in the board, family directors, successive generations etc which indicates a more granular understanding of the phenomena. Socioemotional wealth (SEW) acts as a powerful motivator, driving the need for control, risk aversion, need for protecting reputation and long term orientation of the family firms (Bosco & Bettinelli, 2020; Calabrò et al., 2024; Boellis et al., 2016; Yamanoi & Asaba, 2018; Sun & Wu, 2024; Duran et al., 2019). Also, Pongelli et al., (2021) highlights that family firms are not monolithic in their objectives, with their varying strategic goals leading to different internationalization outcomes.
- b) Firm-related Variables: regardless of family involvement, there are some characteristics of the firm itself, that influence the location choice and subsequent internationalization

outcomes. For example, performance below aspirations (Pongelli et al., 2021; Calabro et al., 2024), organizational slack (Alessandri et al., 2018) act as internal vulnerabilities, and can trigger internationalization decisions, with the former actually coming into play when there are deviations from desired performance levels.

- c) Host Country or Contextual Characteristics: factors external to the firm, often related to the host country or broader market have been displayed across multiple studies, underscoring their perceived importance. Research showed that out of a rich array of distance measures, cultural distance, geographic and institutional distances shaped FDI and other internationalization decisions (Hernandez et al., 2018; Lien & Filatotchev, 2015). Apart from these, other distance metrics such as psychic, administrative, knowledge etc have been chosen to explain family firms' location choices, entry modes etc (Su et al., 2025; Bosco & Bettinelli, 2020; Yamanoi & Asaba, 2018). Beyond distances, institutional environment, competitor environment etc. Family firms' reliance on informal ties (Soleimanof et al., 2018) often makes them uniquely suited to operate in or even prefer institutional voids (Chakrabarty, 2009), where their internal trust mechanisms provide a competitive advantage.
- d) Non-Family-related Variables: this category was the smallest of them all, with only 5 articles, in our sampled list considering a comparative analysis with non-family aspects, indicating that this might not be a popular course of action. We also witness that over the years, there has been a shift in literature, with more preference given to solely researching family firm heterogeneity, and other characteristics which motivated their internationalization decisions.

5.3. Moderating Variables

This segment emphasizes the function of mediating or moderating variables examined across the sampled reviewed research articles. Broadly, we were able to classify them into two primary buckets: a) Firm-related Variables and b) Host Country or Contextual Characteristics. These variables highlight the contingent nature of family firm internationalization and the subsequent aspect of location choices.

- a) Firm-related Variables: the use of family ownership structure and type of management (family controlled or professional) as moderators in Mondal and Lahiri's (2024) study indicates the heterogeneous and diverse impact of the "family effect" in emerging, viz advanced economies.
- b) Host Country or Contextual Characteristics: the frequent application of the aspect of distance namely cultural and institutional distance (Lyons et al., 2025; Ilhan-Nas et al., 2018) reinforces the idea that the external environment must have a significant impact on the international decisions made by family firms, especially those pertaining to location choices. Also, we can also think that in contexts with weaker institutions, lower geographic or cultural distances, family firms have to accordingly adjust their ownership strategies, entry modes, control preferences, or mitigate risks etc.

6. Methodology

In this segment, we evaluate the research methodologies (quantitative, qualitative or mixed research study) and highlight the common practices, analytical techniques utilized by our selected articles to examine the desired correlations between the variables. Firstly, Figure 3 provides a brief insight into the state of research methodologies adopted across the sampled studies. Following this, Table 6 provides a concise overview of the findings.



Figure 3: Research Methodologies Across Sampled Studies

Research Tools Used	Number of Articles (as expressed in % of the Respective Segment)	Examples
Quantitative Approach (39 research articles)		
Regression Analysis		
Ordinary Least Squares (OLS) Regression (for Continuous Dependent Variables)	9 (23%)	Baronchelli et al. (2016); Calabrò et al. (2024); Zona et al. (2022); Dou et al. (2019); Breuer & Knetsch (2022); Peng and Jiang (2010); Pongelli et al. (2019); Pongelli et al. (2021); Alessandri et al. (2018)
Generalized Least Squares (GLS) Regression (for panel datasets, to correct for heteroscedasticity and autocorrelation)	2 (5%)	Mondal and Lahiri (2024); Mondal et al. (2022)

Generalized Estimating Equations (GEE) (when accounting for correlations across time periods and robustness to endogeneity)	1 (3%)	Xu et al. (2020)
Logistic/ Probit Regression (for dichotomous Dependent Variables)	10 (26%)	Bosco and Bettinelli (2020); Pongelli et al. (2021); Yamanoi and Asaba (2018); Boellis et al. (2016); Lyons et al. (2025); Su et al. (2025); Sun and Wu (2024); Dahl and Sorenson (2012); Lopez-Cozar-Navarro et al. (2017); Pongelli et al. (2021)
Tobit Regression (for Censored Dependent Variables)	4 (10%)	Ilhan-Nas et al. (2018); Majocchi et al. (2016); D'Angelo et al. (2013); Filatotchev et al. (2007)
Binomial/ Mixed/ Multinomial/ Alternative-Specific Conditional Logit (multiple discrete choices for the Dependent Variable, eg different location choices or multiple entry modes)	6 (15%)	Hernández et al. (2018); Strange et al. (2009); Chung et al. (2015); Procher et al. (2013); Lien and Filatotchev (2015); Ricotta & Basco (2021)
Advanced Modelling Techniques		
Hierarchical Model	2 (5%)	Chung and Dahms (2019); Chakrabarty (2009)
Structural Equation Modelling	1 (3%)	Basco (2013)
Cox Regression Model	1 (3%)	Mazelli et al. (2022)
Others		
Meta Analysis	1 (3%)	Duran et al. (2019)
Multivariate Analysis	1 (3%)	Baschieri et al. (2017)
Fixed Effects Variable Decomposition (FEVD)	1 (3%)	Banalieva and Eddleston (2011)
Qualitative Approach (2 research articles)		
Case study approach	1 (17%)	Loehde et al. (2020)
Semantic Network Analysis	1 (17%)	Jaufenthaler et al. (2023)

Table 6: Research Tools Employed

6.1. Research Methodologies and Advanced Tools Employed

We found that among the papers we reviewed, there was an uneven split between quantitative and qualitative research approaches- with an overwhelming 88% (39 articles) of the studies employing the former. The majority of studies employing a quantitative methodology incorporated variables like family ownership structure, family representation on board, multiple family generations, family leadership etc (e.g. Strange *et al.*, 2009; Lien and Filatotchev, 2015; Baronchelli *et al.*, 2016; Boellis *et al.*, 2016; Hernández *et al.*, 2018; Yamanoi & Asaba, 2018; Calabrò *et al.*, 2024). Several pivotal studies examined firm and contextual variables e.g., including cultural, geographic, economic, institutional distance, home regional focus, institutional ownership, institutional constraints, etc. (e.g. Banalieva & Eddleston, 2011; Lien & Filatotchev, 2015; Hernández *et al.*, 2018; Yamanoi & Asaba, 2018; Bosco & Bettinelli, 2020; Chung & Dahms, 2019; Pongelli *et al.*, 2021; Zona *et al.*, 2022). Thus, we find a strong emphasis on empirical testing, statistical inferences and generalizability over exploration. The predominant analytical method identified in the reviewed articles was regression analysis encompassing variations of regression models, such as ordinary least squares regressions and generalized least squares models, logistic, binomial logit models, tobit regression etc (e.g. Baronchelli *et al.*, 2016; Dou *et al.*, 2019; Mondal *et al.*, 2022; Zona *et al.*, 2022; Calabrò *et al.*, 2024; Mondal & Lahiri, 2024 etc). Several studies also employed Probit, Tobit, and variations in Logit models (e.g. Strange *et al.*, 2009; Lien & Filatotchev, 2015; Boellis *et al.*, 2016; D'Angelo *et al.*, 2016; Hernández *et al.*, 2018; Yamanoi & Asaba, 2018; Bosco & Bettinelli, 2020; Pongelli *et al.*, 2021). Additionally, more sophisticated statistical and econometric tools such as hierarchical models, structural equation modelling, and cox regression models have also been witnessed across the sampled studies.

Extensive research studies have strongly emphasized quantitative analysis, thereby suggesting that researchers may prefer or feel more at ease with the ease of measurement, data accessibility, and the establishment of statistical correlations between the known variables or modelling of outcome probabilities. This is also indicative of the fact that the sampled studies in this literature have been largely driven by a positivistic paradigm, with the goal majorly being limited to testing out pre-defined hypotheses, identifying and establishing causal statistical relationships and thus, draw generalizable conclusions. However, the predominant usage of regression models alone, and the absence of other quantitative approaches such as surveys, metaanalyses, experimental research, structural equation modelling etc is alarming, since regression excels at identifying “what” factors influence the outcome, and “how much”, and doesn’t venture to explore the underlying processes, motivations, and contextual aspects involved in the phenomena of interest.

There was a pronounced preference for quantitative approaches over qualitative approaches. Surprisingly, just two research articles by Loehde *et al.* (2020) and Jaufenthaler *et al.* (2023) employed qualitative research approach of case study and semantic network analysis respectively. From this, we can infer that while important, this literature lacks a deeper contextual understanding, in-depth exploration of the phenomena, and theory building possibilities. Considering the complexity and nuanced insights that can be derived from qualitative studies, more research papers should have provided nuanced insights into family firms’ location choices. The complete absence of mixed-methods research was notable, indicating that the authors presumably prefer exclusive usage of either qualitative or quantitative approaches, due to reasons such as comfort, convenience, ease of data etc., rather than combine their strengths for deriving a deeper, comprehensive understanding of the subject matter.

7. Discussion

This study comprehensively reviews the extant literature on family firm internationalization, attempting to answer the preliminary question: what factors drive family firms' location choices? While reviewing the literature, we attempted to ground our explanations from a thorough understanding of the underlying concepts from international business, family business and corporate governance literatures. The socioemotional wealth (SEW) theory emerges as a predominant and central explanatory lens (eg Pongelli et al., 2021; Dou et al., 2019). This theory illuminates that family firms are profoundly influenced by their innate desire to preserve non-financial aspects, for example control, identity, reputation, and dynastic aspirations (Gomez-Mejia et al., 2007; Bosco & Bettinelli, 2020; Yamanoi & Asaba, 2018; Boellis et al., 2016), often at the expense of financial profits (Boellis *et al.*, 2016; Yamanoi & Asaba, 2018). This leads to a strong preference for high-control entry modes (greenfield investments and wholly owned subsidiaries over others), and a general aversion to jeopardizing family legacy (Pongelli et al., 2021; Yamanoi & Asaba, 2018; Boellis et al., 2016; Loehde et al., 2020). This theory, in tandem with the behavioural agency model helps explain how family firms, often trade financial returns for control, treading cautiously and conservatively, only to behave differently, when faced with below aspirations performance or higher organizational slack (Pongelli et al., 2021).

Another interesting perspective was derived from the prominence of theoretical underpinnings of agency theory, institutional theory, stewardship theory and resource-based view (Chung & Dahms, 2019; Ilhan-Nas et al., 2018; Filatotchev et al., 2007). Literature has conceptualized and operationalized "family firm" in a multitude of ways, leading to a wide array of definitions and criteria for their identification and classification across studies. This heterogeneity stems from the multifaceted nature of family influence, which can manifest in various combinations of ownership (Carr and Bateman, 2009), involvement in management (Alayo et al., 2019), and strategic control. The extent of family ownership, active involvement in the firm's management, or both have been mostly utilized as the predominant criteria. While both these aspects typically help mitigate agency costs, the above theories suggest that they can also be exploit external opportunities and circumvent institutional voids in foreign markets, due to their informal network ties and internal trust mechanisms (Soleimanof et al., 2018).

It is important to note that a substantial portion of the examined research articles (18% or 8 articles) didn't explicitly mention a theoretical underpinning, although they seemed to be rooted in them. This might be due to them being largely conceptual, review papers or being purely quantitative, empirical works (e.g., Jain et al., 2024; Bau et al., 2021; Breur & Knetsch, 2022; Dahl & Sorenson, 2012; Baschieri et al., 2017; Su et al., 2025; Procher et al., 2013; Basco, 2013). However, this theoretical lacuna, in the event of purely quantitative empirical papers, might inherently limit the explanatory power, and the generalizability of the findings, thus failing to delve into the critical questions of "why" or "how a phenomenon happened. the predominant utilization of a single or dual theoretical lenses (34% single theory, and 32% dual theories) underscores the immense opportunity for greater theoretical integration, and rigorous grounding of empirical investigations, moving beyond single or dual lenses, to address the complex and multifaceted phenomena of family firms' location choices.

While the literature on how family businesses enter foreign markets has expanded, there are still significant gaps in the knowledge, particularly concerning generalizability across industries and countries. Even though studies spanned numerous countries, they often lack contextual depth. Most papers discussed large firms, and limited papers investigated family SMEs and their location

preferences. Notably, while nations like China and India are family business powerhouses, most research focused on European contexts, especially Italy, and to a lesser extent, Taiwanese contexts in Asia, leaving a critical void in understanding the internationalization strategies in emerging global markets, like India.

On the other hand, the meticulous categorization of characteristics or variables into dependent, independent and moderating/ mediating variables helps paint a comprehensive picture of the underlying factors influencing location preferences of family firms. Amongst the independent variables, family-related variables are unequivocally central, with nearly 30 articles of our sample resorting to related variables such as family ownership, family involvement, family control, representation on the board, family directors etc for a more granular understanding of the phenomena. Moreover, firm-related variables such as performance below aspirations (Calabro et al., 2024; Pongelli et al., 2021), organizational slack (Alessandri et al., 2018) etc act as firm-specific internal vulnerabilities, that may catalyze internationalization decisions in response to discrepancies. The other noteworthy segment of independent variables were the paramount usage of host country or contextual characteristics, thus attempting to provide an insight into how distance, institutional environment, competitor environment etc consistently shaped internationalization decisions (Hernandez et al., 2018; Lien & Filatotchev, 2015; Su et al., 2025; Bosco & Bettinelli, 2020; Yamanoi & Asaba, 2018). While socioemotional wealth acts as a powerful motivator, (Bosco & Bettinelli, 2020; Calabrò et al., 2024; Boellis et al., 2016; Yamanoi & Asaba, 2018; Sun & Wu, 2024; Duran et al., 2019) other strategic goals and risks due to the contextual factors might impinge on these SEW objectives, or their ability to exert control. Ultimately, a smaller subset of non-family-related variables examined comparative analyses with non-family firms, however, this has seen a shift in preference for understanding family firm heterogeneity over time.

Amongst the dependent variables, the most prevalent inquiry is into “how” and “where” family firms expand i.e., the internationalization-related variables. Location choices (16% or 7 articles), the extent/breadth of internationalization (16% or 7 articles) and entry/establishment mode (21% or 9 articles) have been enlisted to explore the above questions. Location choices were seen to be influenced by related aspects of psychic or geographic proximity (Baronchelli et al., 2016; Calabrò et al., 2024), inferior institutional and regulatory quality relative to their country of origin (Hernandez et al., 2018), community ties, SEW considerations, resource constraints etc. Articles exploring the extent/ breadth of internationalization sought out the factors affecting multinationality (Mondal et al., 2022), extent (Alessandri et al., 2018; Dou et al., 2019; Majocchi et al., 2016; Xu et al., 2020), offshoring or sourcing modes (Pongelli et al., 2019) etc. The more important aspect of entry mode variables dealt with how family firms chose and conducted global operations. In contrast to non-family firms, family firms are predominantly influenced by familial values, and tend to favour entry modes that help them retain control, aligns with their long-term orientation, legacy, reflects lower risks: such as greenfield investments (Boellis et al., 2016; Loehde et al., 2020; Pongelli et al., 2021; Yamanoi & Asaba, 2018). Beyond internationalization, performance-related variables such as ROA, profits, market-to-book value, and Tobin's Q (Banalieva & Eddleston, 2011; Breuer & Knetsch, 2022; Dahl & Sorenson, 2012; Duran et al., 2019; Baschieri et al., 2017; Sun & Wu, 2024; Peng & Jiang, 2010; Zona et al., 2022) and family-related variables (Ricotta and Basco, 2021; Chakrabarty, 2009; Chung and Dahms, 2019) have been utilized, reflecting ongoing effort to understand the financial implications of family involvement, the contextual factors, managerial practices and other strategic factors that influence a family firm's international success.

Several novel insights emerge from our synthesis of 44 research articles. First, SEW is not a static driver, rather when interacting with internal and external vulnerability conditions, they lead to varied strategic choices (Pongelli et al., 2021). Second, we witness a unique paradox: family firms' high-risk aversion (Bosco & Bettinelli, 2020; Boellis et al., 2016) is puzzlingly accompanied by location choices of less regulated (Hernández, Nieto and Boellis, 2018) or less protective investor environments (Chung et al., 2015) over safer but more intrusive choices. These calculated risks are chiefly aimed at retaining control in their hands. Third, family firms often bolster growth in the domestic markets, to offset SEW losses occurred in the international markets, thus revealing some sort of compensatory or strategic mechanisms in place, that influences their overall global strategy. Fourth, while broad dimensions of distance, including institutional, cultural, geographic, knowledge, administrative country-level distances are well-trodden paths, the literature lacks exploration into the regional or sub-national location choices. This level of granularity could also include the role of informal institutions (along the lines of Jaufenthaler et al., 2023; Ricotta & Basco, 2021; Chakrabarty, 2009; Soleimanof et al., 2018), in an attempt to cover the aspects missed out in macro-level studies. Fifth, despite its pro-business reforms and prominence in the family business landscape, the Indian context remains underexplored, thus providing a rich field for future examination.

8. Conclusions

We used a combination of the PRISMA guidelines and TCCM framework to study and analyze forty four research articles on the topic of location preferences among family firms, whilst they expand globally. We unequivocally demonstrate that family firms' strategic decisions about internationalization, and location choices in particular, are not merely economic calculations, rather are deeply intertwined with their desire to preserve and protect their non-financial, socioemotional wealth eg reputation, legacy etc. This core motivation, in addition to their unique governance structures, resource endowments, and their response to external contexts, profoundly shapes their global footprints in foreign markets. However, despite the theoretical and methodological strides made in this field, there still remain substantial scope and opportunity for academic progress. We hope to see deeper and multiple theoretical integration, granular and empirical investigations at the subnational level, and perhaps the incorporation of more qualitative and mixed methods approaches to fully understand and appreciate the question of “how” and “why” behind the location preferences of family firms.

9. References

- Abdellatif, Mahamat, Bruno Amann, and Jacques Jaussaud. "Family versus Nonfamily Business: A Comparison of International Strategies." *Journal of Family Business Strategy* 1, no. 2 (June 2010): 108–16. <https://doi.org/10.1016/j.jfbs.2010.04.004>.
- Alayo, Mikel, Txomin Iturralde, Amaia Maseda, and Gloria Aparicio. "Mapping Family Firm Internationalization Research: Bibliometric and Literature Review." *Review of Managerial Science* 15, no. 6 (August 2021): 1517–60. <https://doi.org/10.1007/s11846-020-00404-1>.
- Alessandri, Todd M., Daniele Cerrato, and Kimberly A. Eddleston. "The Mixed Gamble of Internationalization in Family and Nonfamily Firms: The Moderating Role of Organizational Slack." *Global Strategy Journal* 8, no. 1 (February 2018): 46–72. <https://doi.org/10.1002/gsj.1201>.
- Arregle, Jean-Luc, Patricio Duran, Michael A. Hitt, and Marc Van Essen. "Why Is Family Firms' Internationalization Unique? A Meta-Analysis." *Entrepreneurship Theory and Practice* 41, no. 5 (September 2017): 801–31. <https://doi.org/10.1111/etap.12246>.
- Bammens, Yannick, Wim Voordeckers, and Anita Van Gils. "Boards of Directors in Family Businesses: A Literature Review and Research Agenda: Boards of Directors in Family Businesses." *International Journal of Management Reviews* 13, no. 2 (June 2011): 134–52. <https://doi.org/10.1111/j.1468-2370.2010.00289.x>.
- Banalieva, Elitsa R, and Kimberly A Eddleston. "Home-Region Focus and Performance of Family Firms: The Role of Family vs Non-Family Leaders." *Journal of International Business Studies* 42, no. 8 (October 2011): 1060–72. <https://doi.org/10.1057/jibs.2011.28>.
- Baronchelli, Gianpaolo, Cristina Bettinelli, Barbara Del Bosco, and Sharon Loane. "The Impact of Family Involvement on the Investments of Italian Small-Medium Enterprises in Psychically Distant Countries." *International Business Review* 25, no. 4 (August 2016): 960–70. <https://doi.org/10.1016/j.ibusrev.2016.01.011>.
- Baschieri, Giulia, Andrea Carosi, and Stefano Mengoli. "Family Firm Local Involvement and the Local Home Bias Phenomenon." *Long Range Planning* 50, no. 1 (February 2017): 93–107. <https://doi.org/10.1016/j.lrp.2016.10.001>.
- Basco, Rodrigo. "Exploring the Influence of the Family upon Firm Performance: Does Strategic Behaviour Matter?" *International Small Business Journal: Researching Entrepreneurship* 32, no. 8 (December 2014): 967–95. <https://doi.org/10.1177/0266242613484946>.
- Basco, Rodrigo. "The Family's Effect on Family Firm Performance: A Model Testing the Demographic and Essence Approaches." *Journal of Family Business Strategy* 4, no. 1 (March 2013): 42–66. <https://doi.org/10.1016/j.jfbs.2012.12.003>.
- Baù, Massimo, Joern Block, Allan Discua Cruz, and Lucia Naldi. "Bridging Locality and Internationalization – A Research Agenda on the Sustainable Development of Family Firms."

Entrepreneurship & Regional Development 33, no. 7–8 (August 8, 2021): 477–92. <https://doi.org/10.1080/08985626.2021.1925846>.

Bettinelli, Cristina, Andrea Sangermano, Mara Bergamaschi, and Morten Bennesen. “Family Firms’ Boards: A Systematic Review and Research Agenda.” *Corporate Governance: An International Review*, December 22, 2024, corg.12631. <https://doi.org/10.1111/corg.12631>.

Boellis, Andrea, Sergio Mariotti, Alessandro Minichilli, and Lucia Piscitello. “Family Involvement and Firms’ Establishment Mode Choice in Foreign Markets.” *Journal of International Business Studies* 47, no. 8 (October 2016): 929–50. <https://doi.org/10.1057/jibs.2016.23>.

Booth, Andrew, Martyn-St James, Mark Clowes, and Anthea Sutton. *Systematic Approaches to a Successful Literature Review*, 2021.

Breuer, Wolfgang, and Andreas Knetsch. “Informal Authority and Economic Outcomes of Family Firms: An Issue of National Power Distance.” *International Review of Financial Analysis* 81 (May 2022): 102032. <https://doi.org/10.1016/j.irfa.2022.102032>.

Brouthers, Keith D., and Jean-François Hennart. “Boundaries of the Firm: Insights From International Entry Mode Research.” *Journal of Management* 33, no. 3 (June 2007): 395–425. <https://doi.org/10.1177/0149206307300817>.

Calabrò, Andrea, Ignacio Requejo, Fernando Reyes-Reina, Maria J. Sanchez-Bueno, and Isabel Suárez-González. “Nearby or Faraway? Determinants of Target Selection in Family Firm Acquisitions.” *International Business Review* 33, no. 4 (August 2024): 102295. <https://doi.org/10.1016/j.ibusrev.2024.102295>.

Casson, Mark. “The Economics of the Family Firm.” *Scandinavian Economic History Review* 47, no. 1 (January 1999): 10–23. <https://doi.org/10.1080/03585522.1999.10419802>.

Chakrabarty, Subrata. “The Influence of National Culture and Institutional Voids on Family Ownership of Large Firms: A Country Level Empirical Study.” *Journal of International Management* 15, no. 1 (March 2009): 32–45. <https://doi.org/10.1016/j.intman.2008.06.002>.

Chen, Yanyan, Timo Mandler, and Lars Meyer-Waarden. “Three Decades of Research on Loyalty Programs: A Literature Review and Future Research Agenda.” *Journal of Business Research* 124 (January 2021): 179–97. <https://doi.org/10.1016/j.jbusres.2020.11.057>.

Chua, Jess H., James J. Chrisman, and Pramodita Sharma. “Defining the Family Business by Behavior.” *Entrepreneurship Theory and Practice* 23, no. 4 (July 1999): 19–39. <https://doi.org/10.1177/104225879902300402>.

Chung, Hsi-Mei, and Sven Dahms. “Leadership Decisions in Foreign Subsidiaries of Multinational Family Business Groups.” *The International Journal of Human Resource Management* 32, no. 22 (December 16, 2021): 4629–58. <https://doi.org/10.1080/09585192.2019.1660699>.

Chung, Jaiho, Hyejin Cho, and Woojin Kim. “Is Cross-Listing a Commitment Mechanism?: The Choice of Destinations and Family Ownership.” *Corporate Governance: An International Review* 23, no. 4 (July 2015): 307–30. <https://doi.org/10.1111/corg.12079>.

Dahl, Michael S., and Olav Sorenson. “Home Sweet Home: Entrepreneurs’ Location Choices and the Performance of Their Ventures.” *Management Science* 58, no. 6 (June 2012): 1059–71. <https://doi.org/10.1287/mnsc.1110.1476>.

D’Angelo, Alfredo, Antonio Majocchi, Antonella Zucchella, and Trevor Buck. “Geographical Pathways for SME Internationalization: Insights from an Italian Sample.” Edited by Olli Kuivalainen. *International Marketing Review* 30, no. 2 (April 19, 2013): 80–105. <https://doi.org/10.1108/02651331311314538>.

De Massis, A, P Sharma, J H Chua, and J J Chrisman. *Family Business Studies: An Annotated Bibliography*. Edward Edgar Publishing, 2012.

Debellis, Francesco, Mariateresa Torchia, Fabio Quarato, and Andrea Calabrò. “Board Openness and Family Firm Internationalization: A Social Capital Perspective.” *Small Business Economics* 60, no. 4 (April 2023): 1431–48. <https://doi.org/10.1007/s11187-022-00670-1>.

Del Bosco, Barbara, and Cristina Bettinelli. “How Do Family SMEs Control Their Investments Abroad? The Role of Distance and Family Control.” *Management International Review* 60, no. 1 (February 2020): 1–35. <https://doi.org/10.1007/s11575-019-00406-6>.

Denison, Daniel, Colleen Lief, and John L. Ward. “Culture in Family-Owned Enterprises: Recognizing and Leveraging Unique Strengths.” *Family Business Review* 17, no. 1 (March 2004): 61–70. <https://doi.org/10.1111/j.1741-6248.2004.00004.x>.

Dou, Junsheng, Gady Jacoby, Jialong Li, Youyi Su, and Zhenyu Wu. “Family Involvement and Family Firm Internationalization: The Moderating Effects of Board Experience and Geographical Distance.” *Journal of International Financial Markets, Institutions and Money* 59 (March 2019): 250–61. <https://doi.org/10.1016/j.intfin.2018.12.004>.

Duran, Patricio, Marc Van Essen, Pursey P. M. A. R. Heugens, Tatiana Kostova, and Mike W. Peng. “The Impact of Institutions on the Competitive Advantage of Publicly Listed Family Firms in Emerging Markets.” *Global Strategy Journal* 9, no. 2 (May 2019): 243–74. <https://doi.org/10.1002/gsj.1312>.

Filatotchev, Igor, Roger Strange, Jenifer Piesse, and Yung-Chih Lien. “FDI by Firms from Newly Industrialised Economies in Emerging Markets: Corporate Governance, Entry Mode and Location.” *Journal of International Business Studies* 38, no. 4 (July 2007): 556–72. <https://doi.org/10.1057/palgrave.jibs.8400279>.

- Gupta, Parul, and Sumedha Chauhan. "Dynamics of Corporate Governance Mechanisms - Family Firms' Performance Relationship- a Meta-Analytic Review." *Journal of Business Research* 154 (January 2023): 113299. <https://doi.org/10.1016/j.jbusres.2022.113299>.
- Habbershon, Timothy G., and Mary L. Williams. "A Resource-Based Framework for Assessing the Strategic Advantages of Family Firms." *Family Business Review* 12, no. 1 (March 1999): 1–25. <https://doi.org/10.1111/j.1741-6248.1999.00001.x>.
- Handler, Wendy C. "Succession in Family Business: A Review of the Research." *Family Business Review* 7, no. 2 (June 1994): 133–57. <https://doi.org/10.1111/j.1741-6248.1994.00133.x>.
- Hernández, Virginia, María Jesús Nieto, and Andrea Boellis. "The Asymmetric Effect of Institutional Distance on International Location: Family versus Nonfamily Firms." *Global Strategy Journal* 8, no. 1 (February 2018): 22–45. <https://doi.org/10.1002/gsj.1203>.
- Hunt, Shelby D. "Foundations of Marketing Theory: Toward a General Theory of Marketing." *ME Sharpe*, 2002.
- Ilhan-Nas, Tulay, Tarhan Okan, Ekrem Tatoglu, Mehmet Demirbag, Geoffrey Wood, and Keith W. Glaister. "Board Composition, Family Ownership, Institutional Distance and the Foreign Equity Ownership Strategies of Turkish MNEs." *Journal of World Business* 53, no. 6 (December 2018): 862–79. <https://doi.org/10.1016/j.jwb.2018.07.006>.
- Jain, Apoorva, Sonal Thukral, and Justin Paul. "Foreign Market Entry Modes of Family Firms: A Review and Research Agenda." *Journal of Business Research* 172 (February 2024): 114407. <https://doi.org/10.1016/j.jbusres.2023.114407>.
- Jaufenthaler, Philipp, Oliver Koll, Maximilian Lude, and Reinhard Prügl. "Country Differences in Family Firm Reputation: An Exploration in Germany, India, and the United States." *Family Business Review* 36, no. 4 (December 2023): 352–74. <https://doi.org/10.1177/08944865231192339>.
- Kanwar, O. "Why Family Businesses Are Better Equipped to Go Global?" *The Economic Times*, December 5, 2018.
- Kuo, Anthony, Ming-Sung Kao, Yi-Chieh Chang, and Chih-Fang Chiu. "The Influence of International Experience on Entry Mode Choice: Difference between Family and Non-Family Firms." *European Management Journal* 30, no. 3 (June 2012): 248–63. <https://doi.org/10.1016/j.emj.2012.03.008>.
- La Porta, Rafael, Florencio Lopez-De-Silanes, and Andrei Shleifer. "Corporate Ownership Around the World." *The Journal of Finance* 54, no. 2 (April 1999): 471–517. <https://doi.org/10.1111/0022-1082.00115>.

Lahiri, Somnath, Debmalya Mukherjee, and Mike W. Peng. “Behind the Internationalization of Family SMEs: A Strategy Tripod Synthesis.” *Global Strategy Journal* 10, no. 4 (November 2020): 813–38. <https://doi.org/10.1002/gsj.1376>.

Lien, Yung-Chih, and Igor Filatotchev. “Ownership Characteristics as Determinants of FDI Location Decisions in Emerging Economies.” *Journal of World Business* 50, no. 4 (October 2015): 637–50. <https://doi.org/10.1016/j.jwb.2014.09.002>.

Loehde, Ann Sophie K., Andrea Calabrò, Mariateresa Torchia, and Sascha Kraus. “Joint (Ad)Ventures—Family Firms’ International Entry Mode Choices for Emerging Markets.” *International Journal of Entrepreneurial Behavior & Research* 26, no. 6 (May 23, 2020): 1235–58. <https://doi.org/10.1108/IJEBR-10-2019-0573>.

López-Cózar-Navarro, Cristina, Sonia Benito-Hernández, and Manuel Platero-Jaime. “The Influence of Cooperative Relations on Geographical Expansion and Diversification Strategies in Family Firms.” *International Business Review* 26, no. 4 (August 2017): 764–73. <https://doi.org/10.1016/j.ibusrev.2017.01.005>.

Lyons, Jacqueline, Palitha Konara, and Vikrant Shirodkar. “Family Business Legitimacy and Foreign Subsidiary Establishment Mode Choice: An Institutional and Mixed Gamble Approach.” *International Business Review* 34, no. 2 (March 2025): 102360. <https://doi.org/10.1016/j.ibusrev.2024.102360>.

Majocchi, Antonio, Vincenza Odorici, and Manuela Presutti. “Firm Ownership and Internationalisation: Is It Context That Really Matters?” *European J. of International Management* 10, no. 2 (2016): 202. <https://doi.org/10.1504/EJIM.2016.074472>.

Mazzelli, Ambra, Danny Miller, Isabelle Le Breton-Miller, Alfredo De Massis, and Josip Kotlar. “Outcome-Based Imitation in Family Firms’ International Market Entry Decisions.” *Entrepreneurship Theory and Practice* 47, no. 4 (July 2023): 1059–92. <https://doi.org/10.1177/10422587211058365>.

Miller, D, and I Le Breton-Miller. *Managing for the Long Run: Lessons in Competitive Advantage from Great Family Businesses*. Harvard Business Press, 2005.

Mondal, Arindam, and Somnath Lahiri. “The Role of Inward FDI and Family Firm Heterogeneity on Foreign Location Choice: Evidence from India.” *Management International Review* 64, no. 2 (April 2024): 245–78. <https://doi.org/10.1007/s11575-024-00535-7>.

Mondal, Arindam, Sougata Ray, and Somnath Lahiri. “Family Ownership, Family Management, and Multinationality: Evidence from India.” *Journal of Business Research* 138 (January 2022): 347–59. <https://doi.org/10.1016/j.jbusres.2021.09.017>.

Neckebrouck, Jeroen, William Schulze, and Thomas Zellweger. “Are Family Firms Good Employers?” *Academy of Management Journal* 61, no. 2 (April 2018): 553–85. <https://doi.org/10.5465/amj.2016.0765>.

Paul, Justin, and Alex Rialp Criado. “The Art of Writing Literature Review: What Do We Know and What Do We Need to Know?” *International Business Review* 29, no. 4 (August 2020): 101717. <https://doi.org/10.1016/j.ibusrev.2020.101717>.

Paul, Justin, and Alexander Rosado-Serrano. “Gradual Internationalization vs Born-Global/International New Venture Models: A Review and Research Agenda.” *International Marketing Review* 36, no. 6 (November 11, 2019): 830–58. <https://doi.org/10.1108/IMR-10-2018-0280>.

Peng, Mike W., and Yi Jiang. “Institutions Behind Family Ownership and Control in Large Firms.” *Journal of Management Studies* 47, no. 2 (March 2010): 253–73. <https://doi.org/10.1111/j.1467-6486.2009.00890.x>.

Petticrew, Mark, and Helen Roberts. *Systematic Reviews in the Social Sciences: A Practical Guide*. John Wiley & Sons, 2008.

Pongelli, Claudia, Andrea Calabrò, and Rodrigo Basco. “Family Firms’ International Make-or-Buy Decisions: Captive Offshoring, Offshore Outsourcing, and the Role of Home Region Focus.” *Journal of Business Research* 103 (October 2019): 596–606. <https://doi.org/10.1016/j.jbusres.2018.02.033>.

Pongelli, Claudia, Andrea Calabrò, Fabio Quarato, Alessandro Minichilli, and Guido Corbetta. “Out of the Comfort Zone! Family Leaders’ Subsidiary Ownership Choices and the Role of Vulnerabilities.” *Family Business Review* 34, no. 4 (December 2021): 404–24. <https://doi.org/10.1177/08944865211050858>.

Pongelli, Claudia, Alfredo Valentino, Andrea Calabrò, and Matteo Caroli. “Family-Centered Goals, Geographic Focus and Family Firms’ Internationalization: A Study on Export Performance.” *Entrepreneurship & Regional Development* 33, no. 7–8 (August 8, 2021): 580–98. <https://doi.org/10.1080/08985626.2021.1925851>.

Procher, V. D., D. Urbig, and C. Volkmann. “Time to BRIC It? Internationalization of European Family Firms in Europe, North America and the BRIC Countries.” *Applied Economics Letters* 20, no. 16 (November 2013): 1466–71. <https://doi.org/10.1080/13504851.2013.815302>.

Ricotta, Fernanda, and Rodrigo Basco. “Family Firms in European Regions: The Role of Regional Institutions.” *Entrepreneurship & Regional Development* 33, no. 7–8 (August 8, 2021): 532–54. <https://doi.org/10.1080/08985626.2021.1925849>.

Soleimanof, Sohrab, Matthew W. Rutherford, and Justin W. Webb. "The Intersection of Family Firms and Institutional Contexts: A Review and Agenda for Future Research." *Family Business Review* 31, no. 1 (March 2018): 32–53. <https://doi.org/10.1177/0894486517736446>.

Stein, Jeremy C. "Efficient Capital Markets, Inefficient Firms: A Model of Myopic Corporate Behavior." *The Quarterly Journal of Economics* 104, no. 4 (November 1989): 655. <https://doi.org/10.2307/2937861>.

Stein, Jeremy C. "Takeover Threats and Managerial Myopia." *Journal of Political Economy* 96, no. 1 (February 1988): 61–80. <https://doi.org/10.1086/261524>.

Strange, Roger, Igor Filatotchev, Yung-chih Lien, and Jenifer Piesse. "Insider Control and the FDI Location Decision: Evidence from Firms Investing in an Emerging Market." *Management International Review* 49, no. 4 (September 2009): 433–54. <https://doi.org/10.1007/s11575-009-0003-x>.

Su, Zhongfeng, Jiatao Li, Wenping Ye, Yaya Shi, and Bangzhu Zhu. "Co-Ethnic Immigrant Communities, Cross-National Distance, and Foreign Location Choice of Family Firms from Emerging Economies." *Journal of World Business* 60, no. 4 (June 2025): 101641. <https://doi.org/10.1016/j.jwb.2025.101641>.

Sun, Yuying, and Zhenyu Wu. "Reputational Risk and Firm Performance: Family versus Nonfamily Firms in Different Regulatory Environments." *Journal of International Financial Markets, Institutions and Money* 93 (June 2024): 101976. <https://doi.org/10.1016/j.intfin.2024.101976>.

Tranfield, David, David Denyer, and Palminder Smart. "Towards a Methodology for Developing Evidence-Informed Management Knowledge by Means of Systematic Review." *British Journal of Management* 14, no. 3 (September 2003): 207–22. <https://doi.org/10.1111/1467-8551.00375>.

Xu, Kai, Michael A. Hitt, and Li Dai. "International Diversification of Family-Dominant Firms: Integrating Socioemotional Wealth and Behavioral Theory of the Firm." *Journal of World Business* 55, no. 3 (April 2020): 101071. <https://doi.org/10.1016/j.jwb.2019.101071>.

Yamanoi, Junichi, and Shigeru Asaba. "The Impact of Family Ownership on Establishment and Ownership Modes in Foreign Direct Investment: The Moderating Role of Corruption in Host Countries." *Global Strategy Journal* 8, no. 1 (February 2018): 106–35. <https://doi.org/10.1002/gsj.1198>.

Zona, Fabio, Mariasole Bannò, and Graziano Coller. "International Expansion and Firm Growth in Domestic Markets: Family Versus Non-Family Firms." *Family Business Review* 35, no. 2 (June 2022): 159–83. <https://doi.org/10.1177/08944865221084423>.

