

## Call for Book Chapters

### **A Research Agenda for Startups' Scale-up, Scale-down and Re-scaling Strategies.**

Co-editors Christian Felzensztein (Clarkson University, USA), Afsaneh Bagheri (University of Lincoln, UK) and Christian Lechner (LUISS Business School in Rome, Italy) invite scholars from around the world to contribute with chapters for a new book titled ***A Research Agenda for Startups' Scale-up, Scale-down and Re-scaling Strategies*** (Edward Elgar Publishing). The book will be of a high interest for graduate students, scholars, and practitioners in the broad and multidisciplinary field of entrepreneurship, small firms' growth, and strategic management. This new book expected for publication in June 2025.

#### **Background**

High-growth and scaling firms have gained significant attention in recent years as they have shown to drive economic growth, as well as to create jobs (Van Lancker et al., 2023). However, scaling-up firms also face several challenges as they grow. These include the need to lead transitions and to manage rapid growth while maintaining profitability, the ability to attract and retain resources such as funding and talent, and the need to adapt to changing market conditions (Shepherd and Patzelt, 2021, 2020). Despite some emergent insights about underlying drivers and challenges, there is still much to learn about how scaling firms evolve as they transition from starting-up, to growing-up, to scaling-up, and try to persist high-growth over time (Jansen et al., 2023). This is especially relevant when scaling-up from the regional periphery in certain countries (Felzensztein & Bagheri, 2024), or from emerging economies that face other cultural challenges and adaptations that are underexplored.

These latest issues are key to explore in this new book, as well as new calls to action for researchers, entrepreneurs, and policymakers interesting in startups' scale-up, scale-down and re-scaling strategies.

We expect graduate students, practitioners, and scholars in diverse markets will adopt this book. We are open in terms of methodologies, perspectives, and geographical areas covering our contributors. Each chapter is expected to have a special emphasis on the practical implications in their contexts and globally, as well as setting up a new agenda for Startups' Scale-up, Scale-down and Re-scaling Strategies.

#### **Deadlines & Communication**

**Please submit your chapter proposals to co-editor Afsaneh Bagheri [ABagheri@lincoln.ac.uk](mailto:ABagheri@lincoln.ac.uk)**

**Submission of chapters' proposals for review (5 pages) by Sep 1st, 2024**

Submission of complete chapters (1st review) between 5,000 and 8,000 words: November 1<sup>st</sup>, 2024

Submission of complete chapters (2nd review): December 1<sup>st</sup>, 2024

#### **About the Co-Editors:**

**Christian Felzensztein** holds the Reh Family Endowed Chair in Entrepreneurial Leadership at Clarkson University, New York, USA. His previous experience includes work with private-elite business schools and startups in Europe, Dean's Chair in Strategy at Massey University in New Zealand; founding-director of the Global Entrepreneurship Development Centre at Kingston University in London UK, and founder-director of the Research Center for International Competitiveness at Universidad Adolfo Ibañez (UAI) in Latin America. His new book "*A Research Agenda for International Entrepreneurship*" includes

contributions from acclaimed co-authors and leading scholars on International Entrepreneurship from around the world.

**Afsaneh Bagheri** is the academic leader for the MSc in International Business at the University of Lincoln, UK. Before she was an Associate Professor of Entrepreneurship at the Faculty of Entrepreneurship at the University of Tehran, Iran. She has published in top-tier journals and has mentored startups in the process of their scaling and growth in the Middle East and the UK. She is a guest researcher at the Reh Center for Entrepreneurship at Clarkson University, New York, USA.

**Christian Lechner** is a Full Professor of Entrepreneurship at Luiss Business School in Rome, Italy. Before joining Luiss, he held faculty positions at the Free university of Bolzano and Toulouse Business School in France. At the Free University of Bolzano, he held responsibilities for the development of Technology Transfer, and the Research Cluster in Entrepreneurship and Innovation. His research interests center around drivers of entrepreneurship and growth and entrepreneurial teams. He is Consulting Editor and Editorial Board Member of the International Small Business Journal.