

ABSTRACT

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The main objective of the dissertation is to identify the impact of intellectual and financial capital on the propensity of Polish start-ups to early internationalization. The proposed research topic mainly covers the theory of international entrepreneurship and the resource-competence theory of the firm.

The dissertation consists of six chapters, an introduction and a conclusion. The first three chapters are cognitive-theoretical, while the fourth chapter refers to the research methodology. The last two chapters constitute the empirical part of the dissertation.

The first chapter reviews the definition of "internationalization". It highlights different research approaches and discusses the factors, motives, determinants and barriers to SME internationalization. Special attention was focused on the presentation of theoretical models of SME internationalization. The last part of this chapter presents new directions of internationalization research proposed by recognized international business researchers.

The second chapter discusses theoretical issues of early internationalization. This chapter also presents selected new ventures' early internationalization models.

The third chapter characterizes the types of capital in a company and defines the role of intellectual and financial capital in the early internationalization of start-ups. The central axis of the chapter is the derivation of research hypotheses based on the findings of other researchers.

The fourth chapter discusses the methodological assumptions of the literature and empirical research conducted on a sample of 220 Polish start-ups. Moreover, this part of the work presents the theoretical research model, operationalizes it and presents the impact direction of intellectual and financial capital on the propensity of start-ups to early internationalization.

The fifth chapter is empirical, which discusses the development directions of Polish start-ups based on statistical data obtained from reports of organizations that cooperate with the Polish start-up community. Chapter six first describes the sampling method for the study. It characterizes it in terms of such characteristics as employment, gender of the start-up founder, the scope and the speed of internationalization. The central axis of this chapter is the empirical verification of the hypotheses derived in Chapter Three based on the estimated values of the logistic regression parameters. Finally, a scientific discussion of early internationalization is conducted, and the results obtained are compared with studies by other researchers.