**Foreign market involvement, entry-mode learning potential and SME internationalization outcomes [[1]](#footnote-1)**

**Said Elbanna[[2]](#footnote-2)**

Center for Entrepreneurship & Organizational Excellence,

Qatar University, Qatar

selbanna@qu.edu.qa

**Linda Hsieh**

University of Birmingham, UK

 H.Hsieh@bham.ac.uk

**John Child**

University of Birmingham, UK

j.child@bham.ac.uk

**Rose Narooz**

University of Glasgow, UK

Rose.Narooz@glasgow.ac.uk

**Svetla Marinova**

Aalborg University, Denmark

svetla@business.aau.dk

**Pushyarag Puthusserry**

University of Kent, UK

P.N.Puthusserry@kent.ac.uk

**Joanna Karmowska**

Oxford Brookes University, UK

jkarmowska@brookes.ac.uk

**Terence Tsai**

China-Europe International Business School, China

tterence@ceibs.edu

**Yunlu Zhang**

Xi’an Jiaotong – Liverpool University, China

Yunlu.Zhang@xjtlu.edu.cn

1. This work was supported by the British Academy/Leverhulme Trust [grants #: SG090831, SG120531]; the UAE National Research Foundation (Grants # 101 UAEU-NRF, 3209-31B014); Birmingham Business School; China Europe International Business School**.** Our thanks are extended to Suzana Rodrigues and Rene Seifert for their earlier contributions to this research project. [↑](#footnote-ref-1)
2. Corresponding author [↑](#footnote-ref-2)