



## 2nd European Scaleup Institute (ESI) Conference

### Call for Papers (or Paper Proposals)

The European Scaleup Institute (ESI) is proud to organize its 2nd Conference on Scaling and High-Growth Firms. We call all academic researchers and practitioners interested in the topic of scaling and high-growth firms to submit their state-of-the-art papers.

**Important:** We welcome submissions of original research papers, ongoing projects and works in progress. Your paper, whether it represents a completed study or an ongoing project, is highly encouraged for submission.



Where: **Luiss Business School**, Rome, Italy



When: **Monday June 10 and Tuesday June 11, 2024**



Submission deadline: **February 15, 2024**



Cost of participation: **Early bird €459, regular €499**



## GOAL OF THE CONFERENCE

High-growth and scaling firms have gained significant attention in recent years as they have shown to drive economic growth and transitions, as well as to create jobs. However, scaling and high-growth firms also face a number of pertinent 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. Additionally, scaling businesses or initiatives may also lead to increased competition and regulatory scrutiny.

Despite some emergent insights about underlying drivers and challenges, there is still much to learn about how high-growth and scaling firms evolve as they transition from starting up, to growing up, to scaling up, and try to persist high-growth over time. The ESI Conference serves as a platform for discussing original research and insights about the determinants and consequences of high-growth and scaling up as a process. Moreover, it intends to exchange impactful insights about how entrepreneurs, students and change-agents may be supported and trained in scaling businesses or initiatives as an effective way in building inclusive entrepreneurial ecosystems.

## CALL FOR SUBMISSIONS

The conference program consists of academic and industry keynotes, paper sessions, and mixed panel discussions about the European scaling climate and the role of knowledge institutions in the scaling ecosystem.

For the paper sessions, we invite cutting-edge submissions showcasing and explaining their research and findings associated with high-growth and scaling firms. We welcome submissions from a variety of fields, including but not limited to entrepreneurship, strategy, organizational behavior, psychology, management, economics, and finance, that address any of the following topics:

- The drivers of high-growth and scaling over time. How do startups transform into scaleups? What alternative pathways or journeys can be identified? How do firms deal with potential trade-offs in the process of scaling?
- The key dimensions of scalability. What differentiates it from other constructs such as growth, productivity and profitability?
- The role of management practices and leadership capabilities in scaling up. What are the roles played by CEOs, TMTs, boards and investors?
- The role of networks and ecosystems in high growth and scaling up. What role do industry clusters, local competencies and resources, funding, incubators, accelerators, and the institutional and cultural context play?
- The role of regional and national government policy in fostering high-growth firms and scaleups. What policies matter most under what circumstances? What differentiates effective support programs from less effective ones?



- The impact of high-growth firms and scaleups on the economy and society at large. What positive outcomes may be identified? What are mitigating mechanisms to reduce potential negative socio-environmental consequences?

Submissions can be theoretical, empirical, or conceptual in nature, but should be based on rigorous research. Because we also expect to welcome entrepreneurs, policy makers, and other ecosystem players, we encourage you to pay particular attention to the practical implications of your research. Submissions should not exceed 4000 words including charts, graphs, diagrams, etc. and up to 2 pages of references.

### **HOW TO SUBMIT YOUR PAPER or PROPOSAL**

Authors interested in presenting their work at the conference should send their submissions with complete author information to Veroniek Collewaert, academic chair, using this email [info@scaleupinstitute.eu](mailto:info@scaleupinstitute.eu). The submission deadline is February 15, 2024, 23:59h (CET). Please add the subject header "ESI conference submission" in your email. Papers will be reviewed, and authors will be notified of the decision by March 1, 2024. All presenting authors are expected to discuss another paper within their session. Early bird conference registration fee (before March 15, 2024) is €459. The fee for registration between March 15 and June 1 is €499. The registration fee also covers lunch, coffee breaks, and conference dinner. We look forward to receiving your submissions and welcoming you at the conference.

### **CONFERENCE ORGANIZERS AND SCIENTIFIC COMMITTEE**

The conference is organized by Joris Ebbers (Luiss Business School), Christian Lechner (Luiss Business School), Veroniek Collewaert (Vlerick Business School/KU Leuven), Dries Faems (WHU Business School), Leonardo Fuligni (Erasmus Centre for Entrepreneurship), Justin Jansen (Rotterdam School of Management), Jonathan Levie (University of Galway), Euclides Major (Nova School of Business and Economics), Dimo Ringov (ESADE Business School), and David Sluss (ESSEC Business School).

### **CONFERENCE LOCATION**

The 1st day of the conference will be held at Luiss Business School's magnificent Villa Blanc campus, Via Nomentana 216, Rome. The 2nd day of the conference will be hosted at Luiss EnLabs, Via Marsala 29H, Rome.

### **CONTACT AND FURTHER INFORMATION**

Further information about the conference and logistics is available at [www.scaleupinstitute.eu](http://www.scaleupinstitute.eu).

Questions? Please contact the conference organizers via [info@scaleupinstitute.eu](mailto:info@scaleupinstitute.eu).

