

## University of Groningen

### Internationalization decisions

Hotho, J.

**IMPORTANT NOTE: You are advised to consult the publisher's version (publisher's PDF) if you wish to cite from it. Please check the document version below.**

*Document Version*

Publisher's PDF, also known as Version of record

*Publication date:*  
2009

[Link to publication in University of Groningen/UMCG research database](#)

*Citation for published version (APA):*

Hotho, J. (2009). *Internationalization decisions: the effects of country differences and familiarity perceptions*. [Thesis fully internal (DIV), University of Groningen]. PrintPartners Ipskamp B.V., Enschede, The Netherlands.

**Copyright**

Other than for strictly personal use, it is not permitted to download or to forward/distribute the text or part of it without the consent of the author(s) and/or copyright holder(s), unless the work is under an open content license (like Creative Commons).

The publication may also be distributed here under the terms of Article 25fa of the Dutch Copyright Act, indicated by the "Taverne" license. More information can be found on the University of Groningen website: <https://www.rug.nl/library/open-access/self-archiving-pure/taverne-amendment>.

**Take-down policy**

If you believe that this document breaches copyright please contact us providing details, and we will remove access to the work immediately and investigate your claim.

*Downloaded from the University of Groningen/UMCG research database (Pure): <http://www.rug.nl/research/portal>. For technical reasons the number of authors shown on this cover page is limited to 10 maximum.*

## Appendix C: Institutional distances (Euclidean distance)

	Australia	Austria	Belgium	Canada	Czech Republic	Denmark	Finland	France	Germany	Greece
Austria	3.0									
Belgium	2.2	2.4								
Canada	1.4	2.7	2.2							
Czech Republic	4.3	4.3	4.0	3.9						
Denmark	3.2	2.8	3.6	3.2	6.0					
Finland	4.2	3.8	4.5	4.3	7.2	3.1				
France	2.5	3.8	2.7	2.2	3.2	5.0	5.8			
Germany	3.3	2.3	2.3	2.5	3.4	4.3	4.9	2.9		
Greece	3.4	5.0	4.4	3.9	4.1	6.0	7.1	3.1	4.6	
Hungary	2.9	4.3	3.8	3.4	2.9	5.3	6.6	2.9	4.3	4.3
Iceland	2.7	2.4	3.1	2.7	4.8	2.3	3.0	4.1	3.7	3.7
Ireland	2.7	3.3	2.6	3.1	3.2	4.4	5.4	3.5	3.5	3.5
Italy	3.8	3.4	2.8	3.6	2.9	5.7	6.5	2.5	2.6	2.6
Japan	3.6	3.3	3.3	3.0	2.6	4.8	5.9	3.1	2.6	2.6
South Korea	2.7	3.8	2.6	3.1	2.9	5.4	5.9	1.9	3.1	3.1
Luxembourg	4.0	4.1	4.6	4.3	6.9	2.4	3.1	5.9	5.6	5.6
Mexico	4.5	5.6	5.1	4.9	4.0	6.9	8.1	4.2	5.0	5.0
Netherlands	2.5	2.5	3.1	2.5	5.0	1.6	3.2	4.2	3.7	3.7
New Zealand	2.2	4.0	3.8	2.9	4.7	3.4	5.0	3.9	4.7	4.7
Norway	3.3	2.5	3.3	2.7	4.9	2.5	4.2	4.3	3.4	3.4
Poland	3.9	4.6	3.8	3.8	2.7	6.2	7.3	2.7	3.8	3.8
Portugal	2.6	3.9	3.5	2.9	3.0	5.0	6.1	2.3	3.8	3.8
Slovakia	3.6	3.7	3.1	3.4	1.4	5.3	6.5	2.9	3.2	3.2
Spain	1.7	3.4	3.0	2.2	3.5	4.4	5.1	2.3	3.3	3.3
Sweden	3.0	2.0	2.5	2.6	4.6	2.7	4.2	4.1	2.6	2.6
Switzerland	3.4	3.5	4.2	3.0	5.1	2.7	4.2	4.5	4.4	4.4
Turkey	3.6	4.8	4.4	3.8	3.3	6.1	7.2	3.0	4.1	4.1
United Kingdom	2.8	4.5	4.3	3.1	4.8	4.6	5.8	3.8	4.5	4.5
United States	2.9	4.4	4.0	2.7	4.4	4.8	6.1	3.3	3.9	3.9

<i>Institutional distances</i>	<i>Hungary</i>	<i>Iceland</i>	<i>Ireland</i>	<i>Italy</i>	<i>Japan</i>	<i>Korea</i>	<i>Luxembourg</i>	<i>Mexico</i>	<i>Netherlands</i>	<i>New Zealand</i>
Austria										
Belgium										
Canada										
Czech Republic										
Denmark										
Finland										
France										
Germany										
Greece										
Hungary										
Iceland	4.4									
Ireland	2.4	3.4								
Italy	3.6	4.9	3.7							
Japan	3.4	3.9	3.4	3.4						
South Korea	2.4	4.3	2.6	2.2	3.2					
Luxembourg	5.9	2.5	4.9	6.8	5.6	6.0				
Mexico	2.6	6.4	4.2	4.0	4.8	3.4	7.8			
Netherlands	4.3	1.7	3.3	5.0	3.6	4.4	2.6	6.2	2.5	
New Zealand	2.9	3.1	3.0	5.2	3.8	4.0	3.7	5.0		3.9
Norway	4.8	2.5	3.9	4.7	4.2	4.8	4.3	6.2	2.6	4.9
Poland	2.9	5.2	3.8	2.4	4.1	2.6	7.1	3.0	5.6	2.8
Portugal	1.4	4.0	3.0	3.2	2.8	2.2	5.6	3.1	3.9	4.1
Slovakia	2.6	4.1	2.4	2.8	2.9	2.5	6.2	4.1	4.4	3.5
Spain	2.2	3.3	2.8	3.3	3.4	2.2	4.9	3.5	2.7	3.9
Sweden	4.4	2.9	3.0	4.1	3.9	4.2	4.3	5.6	1.7	2.7
Switzerland	4.6	2.5	4.2	5.7	3.4	5.1	3.3	6.6	5.2	4.1
Turkey	2.0	5.4	3.6	3.4	3.7	2.6	7.0	1.5	3.7	2.4
United Kingdom	2.9	4.4	3.6	5.0	3.6	3.9	5.2	4.0	4.0	3.1
United States	3.1	4.7	3.7	4.5	3.4	3.7	5.8	3.9	4.0	



