

## Final Conclusions

Recapitulating the discussions, studies and empirical research results presented and elaborated in the book, it must be stressed that the firm-level internationalisation process is expressed in various paths, pathways, trajectories or patterns, which are expressed in different scope, scale and time of internationalisation, as well as different entry modes or different strategies. The following conclusions can be assumed as more or less typical for business in Visegrad countries:

- majority of firms started their internationalisation efforts after the economic transformation,
- as for the territorial scope of internationalisation, it is very diverse among investigated firms in V4 countries, however according to the national statistics the main target market, for majority of the studied firms, is the EU,
- the traditional pathway of stages model of internationalisation is dominant, however nowadays firms go international earlier than in the past, they often do this at the time of their establishment or one or two years later (born globals),
- concerning the entry modes of the surveyed firms, most of them use exporting modes, especially direct exporting.

Based on the V4 survey conducted of a random sample of 1149 ( $n = 892$ , valid complete questionnaires for statistical calculations) businesses from four Visegrad countries, the following **research hypotheses** were verified (the results are not representative for the whole population of V4 firms):

No.	Hypothesis	CZ	HU	PL	SK
		$n = 429$	$n = 104$	$n = 216$	$n = 143$
<b>H1:</b>	In general, firms from V4 countries implement traditional process approach towards their internationalisation.	<b>supported</b>	no significance	<b>supported</b>	<b>supported</b>
<b>H2:</b>	Firms, from V4 countries, operating in high-tech industries are more likely to accelerate their process of internationalisation.	<b>supported</b>	rejected	not supported	<b>supported</b>
<b>H3:</b>	Micro and small firms, from V4 countries, entry mainly other V4 and CEEC markets.	not supported	rejected	rejected	<b>supported</b>

<b>H4:</b>	Medium and large firms, from V4 countries, entry mainly other EU markets.	not supported	rejected	<b>confirmed</b>	rejected
<b>H5:</b>	SMEs, from V4 countries, apply mainly ethnocentric and regiocentric strategies of internationalisation.	<b>supported</b>	rejected	no significance	rejected
<b>H6:</b>	Large firms, from V4 countries, apply mainly polycentric and global strategies of internationalisation.	not supported	rejected	no significance	rejected
<b>H7:</b>	Firms, from V4 countries, operating in industries where there is high competitiveness, are more likely to use more advanced entry modes (i.e. contractual and investment modes).	not supported	no significance	<b>confirmed</b>	rejected
<b>H8:</b>	Firms, from V4 countries, operating in hi-tech industries, are more likely to use more advanced entry modes (i.e. contractual and investment modes).	not supported	no significance	no significance	<b>confirmed</b>
<b>H9:</b>	The higher the international motivation and openness of the top management team of the firms from V4 countries, the more advanced entry modes (i.e. contractual and investment modes) are used.	not supported	<b>confirmed</b>	no significance	<b>confirmed</b>
<b>H10:</b>	The higher the level of knowledge and experience on international markets of the top management team of the firms from V4 countries is, the more advanced entry modes (i.e. contractual and investment modes) are used.	not supported	<b>confirmed</b>	<b>confirmed</b>	<b>confirmed</b>