PhD project title
Sustainable Social Capital for Internationalising Firms: What you know, who you know and being in the right place, at the right time.

Supervisors
Marian Jones and Melanie Hassett

Research centre
CREED

Project description
Internationalisation is a process that for some new ventures is commensurate with, or derives from other processes e.g. founding and building the firm (entrepreneurship), advancing a new technology (innovation) as well as entering international markets for resources and sales. Social capital, the goodwill available to firms through networks is accessed or created through networking and involves making connections or ties with other individuals, firms or institutions. Connections can be made in domestic or international environments, and either may extend locally, or internationally. The extent to which firms are able to capture the value of social capital appears, from our earlier research to depend on the extent to which the entrepreneurs can align with each connection on a cognitive, relational or structural level (Nahapiet and Ghoshal, 1998), and whether alignment is complete given spatial distance between the players, and the timing of the connection in terms of each firm’s readiness to do business together.

PhD candidate profile
The PhD candidate should meet the following requirements:

- Be enthusiastic, well-organised and have good inter-personal skills.
- High motivation and a keen interest in the research area.
- A first degree that is equivalent to a UK classification of upper second class honours or above. In addition, a good masters level qualification of merit or above, with a minimum of 60 per cent in the dissertation, research project element or equivalent experience. We also accept an MBA from an accredited school where the candidate can demonstrate that a significant research element has been undertaken. For further information on entry requirements, please see: http://www.sheffield.ac.uk/management/study/researchdegrees/howtoapply

Duration and start dates
Full or part time study for 3 or 6 years is available, and remote location study is also possible. We have two start dates a year for PhD students. Our preferred start date is 1 October, however we do recognise that not everyone will be able to commence studies at that time, so we also offer a second start date of 1 February. If you are unable to start in October or February, it may be also possible to start your PhD at a different time of the year.

Closing date for applications
Applications will be considered until a suitable candidate has been identified. For the 1 October start date, a full application must have been received by 15 July. For 1 February start date, a full application must have been received by 15 November.

How to apply
See [http://www.sheffield.ac.uk/management/study/researchdegrees/howtoapply](http://www.sheffield.ac.uk/management/study/researchdegrees/howtoapply) for full details of how to apply.

For an informal discussion about this opportunity, please contact Marian Jones at [m.v.jones@sheffield.ac.uk](mailto:m.v.jones@sheffield.ac.uk) or Melanie Hassett [melanie.hassett@sheffield.ac.uk](mailto:melanie.hassett@sheffield.ac.uk)