

18th EIASM Family Firm Research workshop

Balancing financial and non-financial wealth



SIDREA International Workshop

Naples 2-3 October 2023

Emotions pervade family firms influencing their strategic orientation and decisions. Since the introduction of the Sociomotional Wealth (SEW) concept by Gomez-Mejia and colleagues (2007), the rationale for framing family firms' distinctive behaviour has been rooted in the preference for non-financial goals over financial ones. Family firms may pose SEW preservation as a priority retroceding financial wealth as a secondary end. However, scholars claim the need of balancing financial and non-financial wealth, i.e. the need for a co-existence of different types of goals, not the supremacy of one type of objective over the other one (Kotlar & De Massis, 2013). This conceptual effort flourished around the logic of the mixed-gamble approach (Gomez-Mejia et al., 2014): some contingency factors might invoke the primacy of financial goals over non-financial ones when, for example, family control or family survivability are jeopardized. This mixed-gamble perspective found fertile ground in multiple research areas such as internationalization (Alessandri et al., 2018), M&A (Faud et al., 2021; Hussinger & Issah, 2019), performance (Chirico & Kellermans, 2022), initial public offering (Kotlar et al., 2018) and growth (Bauweraerts et al., 2021). Despite such an effort, the literature still lacks to deepen the question of what are the factors that drive the balance between financial and non-financial goals within the firm and the family and how the balance is planned and reached among family and non-family shareholders.

Therefore, in the **18th EIASM Family Firm Research workshop**, we invite you to engage with the topic of *"Balancing financial and non-financial wealth"*. We welcome contributions that deal with the following issues (among the others):

- the influence of family heterogeneity in balancing strategy;
- the role of time and family generation in the selection of financial and non-financial goals that might co-exist;
- the potentially detrimental effect of not balancing financial and non-financial wealth;
- the definition of non-financial wealth beyond emotional-related capital;
- the role of non-family stakeholders in shaping the balance between financial and non-financial wealth;
- the disclosure and accountability of family and business goals;
- the role of formal and informal governance mechanisms in defining and supporting the balance of different types of wealth.

While submission of papers related to the central theme, *"Balancing financial and non-financial wealth"*, is particularly encouraged, the workshop continues its tradition to accept articles relevant to family firm management and add value to the development of the family business field in general, and to our understanding of drivers of different types of family business performance, in particular. For example, we welcome papers exploring the intersection between Family Business and Entrepreneurship, Strategy, Gender, Ethics, Sustainability, Innovation, Digitalization, Internationalization, Governance, Accounting, Control, Marketing, Practice, Emotions, HR, Careers.

Keynote Speakers



[Ruth Aguilera](#)

Distinguished Darla and
Frederick Brodsky
Trustee Professor in
Global Business,
D'Amore-McKim School
of Business,
Northeastern University,
USA



[Joe Astrachan](#)

Emeritus Professor of
Management and
Entrepreneurship,
Kennesaw State
University, USA



[Anneleen Michiels](#)

Associate Professor of
Finance & Family Business,
Faculty of Business
Economics, Hasselt
University, Belgium

Chairpersons

[Alessandro Cirillo](#)

University of Naples, Federico II, Italy - CeFEO, Jönköping International Business School, Sweden

[Donata Mussolino](#)

University of Naples, Federico II, Italy

[Salvatore Sciascia](#)

FABULA, Università Cattaneo, LIUC, Italy - CeFEO, Jönköping International Business School, Sweden

[Massimo Bau](#)

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Scientific committee

Adele Caldarelli – University of Naples, Federico II, Italy

Riccardo Viganò – University of Naples, Federico II, Italy

Mauro Romano – University of Bari, Aldo Moro, Italy

Antonio Corvino – University of Foggia, Italy

Deadlines

Deadline abstracts: 4 June 2023

Authors notification: as of 11 June 2023

Registration for authors: 1 August 2023

Deadline final paper: 8 September 2023