Tab. 2 - Variables description, year of analysis: 2001

Role	Variable	Code	Measure
Explanatory variables	Family management	FAMMAN	Dummy: family firms where all managerial positions are occupied by family members (coded 1) and family firms where one or more managerial positions are occupied by external managers (coded 0)
	Firm size	SIZE	number of employees
	International experience Export propensity Export intensity Export propensity in CEECs	PEXP INTEXP PEXPCEEC	Dummy: exporters family firms (coded 1) and non-exporters family firms (coded 0) Ratio of export sales to total sales Dummy: family firms exporters in CEECs (coded 1) and family firms non exporters in CEECs (coded 0)
	Innovation capabilities Patents propensity	PPAT	Dummy: family firms holders of international patents (coded 1) and family firms non-holders of international patents (coded 0)
	Patents intensity	INTPAT	Number of patents registered abroad
	Shareholding in other companies	CONTR	Dummy: family firms which controls other enterprises (coded 1) and family firms without control over other enterprises (coded 0)
	Cooperative agreements	COOPAG	Dummy: family firms with cooperative agreements with other enterprises (coded 1) and family firms without cooperative agreements (coded 0)
Other control variables	Firm age	AGE	Number of years since firm's foundation
	Firm typology	COMMIS	Dummy: commissioning firms (coded 1) and subcontracting family firms (coded 0)
	Firm geographical location Location in Montebelluna Location in Vibrata Valley Location in Verona	MONTEB VALVIB VERONA	District dummies: Firms located in Montebelluna (coded 1) and firms located elsewhere (coded 0) Firms located in Vibrata Valley (coded 1) and firms located elsewhere (coded 0) Firms located in Verona (coded 1) and firms located elsewhere (coded 0)
Dependent variable	International involvement pattern	PSUBC PFDI	It is given by the combination of these two dummies: Firms with subcontracts in CEECs (coded 1) and firms without subcontracts in CEECs Firms with FDIs in CEECs (coded 1) and firms without FDIs in CEECs

Table 3, Panel A – Correlation matrix

	PSUBC	PFDI	FAMMAN	SIZE	PEXP	INTEXP	PEXPCEEC	PPAT	INTPAT	CONTR	COOPAG	COMMIS	AGE
PSUBC	1.0000												
PFDI	0.3132*	1.0000											
FAMMAN	-0.0521	-0.0143	1.0000										
SIZE	0.4751*	0.3475*	0.0088	1.0000									
PEXP	0.4424*	0.3667*	0.0621	0.4681*	1.0000								
INTEXP	0.4088*	0.3772*	0.1174	0.3741*	0.6783*	1.0000							
PEXPCEEC	0.3072*	0.2536*	0.0027	0.4096*	0.3774*	0.4042*	1.0000						
PPAT	0.5231*	0.0663	0.0049	0.5419*	0.1723	0.1978	0.4190*	1.0000					
INTPAT	0.3289*	0.0363	-0.1981	0.4080*	0.1618	0.1939	0.2788*	0.5178*	1.0000				
CONTR	0.1508	0.2974*	-0.0044	0.3517*	0.1815	0.1495	0.2685*	0.1547	0.1263	1.0000			
COOPAG	0.3388*	0.2803*	0.0769	0.3149*	0.2984*	0.2834*	0.3349*	0.2595*	0.0119	0.2754*	1.0000		
COMMIS	0.5739*	0.1718	-0.1111	0.3248*	0.4667*	0.4484*	0.2462*	0.4007*	0.2247*	-0.0319	0.1539	1.0000	
AGE	0.2426*	-0.0437	-0.1075	0.2755*	0.2687*	0.1912	0.2634*	0.2775*	0.0860	0.1539	0.1701	0.3133*	1.0000
VERONA	-0.0160	-0.0000	-0.2690*	-0.3547*	-0.1452	-0.0400	-0.2026	-0.2377*	-0.2030	0.1018	0.2342*	0.1289	0.2184*
MONTEB	0.3673*	0.1066	0.0336	0.3945*	0.2422*	0.2461*	0.4547*	0.6399*	0.4112*	0.0322	0.1801	0.2256*	0.1103
VALVIB	-0.3513*	-0.1066	0.2354*	-0.0398	-0.0949	-0.2043	-0.2504*	-0.4022*	-0.2083*	-0.1331	-0.4143*	-0.3546*	-0.3287*

Note: Correlations significant at the 5 percent level have the asterisk. We do not report the correlations among the district dummies, which are nonsense by the sample construction.