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**Firms' use of networks to get access to resources for  
internationalization**

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# **Firms' use of networks to get access to resources for internationalization**

## **Abstract**

To get access to resources for internationalization, many studies have acknowledged the importance of different types of networks for acquiring those. Therefore, this study intends to explore how different types of networks are beneficial for firms' international growth. Three types of networks are examined in this study: Intermediary networks, organizational networks and personal networks. A web-based survey is conducted among companies operating in the health technology industry in order to gain additional insights related to the accessibility of resources through the former mentioned types of networks. The investigated companies are members of the non-profit organization Health Technology Alliance (HTA) located in Southwest Sweden as well as several companies that are closely related to and take part in the activities of the HTA. Questionnaires have been sent out to 89 respondents of which 13 returned because of ambiguous or non-existing email addresses. Of the 76 firms that have received the questionnaire, 21 participated in the survey what equals a response rate of 36%. The findings reveal which resources are accessed through different types of networks. It is found that organizational networks offer considerable access to resources that are beneficial for internationalization whereas Intermediary networks and personal networks provide only limited access. Financial resources are not provided through any of the discussed networks.