Call for Papers

Family Business Review – Special Issue
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Advising Family Enterprise

Guest Editors:

Trish Reay  
University of Alberta  
trish.reay@ualberta.ca

Allison Pearson  
Mississippi State University  
allison.pearson@msstate.edu

W. Gibb Dyer  
Brigham Young University  
w_dyer@byu.edu

Launched in 1988, Family Business Review is an interdisciplinary scholarly forum publishing conceptual, theoretical and empirical research that aims to advance the understanding of family enterprise around the world.

Family firms, family offices and family business groups operate within the interface of family, business and ownership dynamics. Because of this, they face a particular set of dynamic issues as they engage in business activities. Advisors offer specialty services particularly designed to deliver appropriate and helpful advice and support for different types of family enterprise. Such expertise may be provided by a range of professionals including: attorneys, accountants, family business consultants, family office directors, family philanthropy managers, financial services advisors, management consultants, psychologists, and family therapists.

Although family enterprise advisors are well established in the business world and often discussed in practitioner focused journals, they have received surprisingly little attention in the research literature. This special issue of Family Business Review is designed to address that deficiency.

We invite scholarly research papers that give serious consideration to the topic of family enterprise advising. Our goal is to create a high-quality special issue of FBR that is of interest to researchers, family enterprise advisors, and the owners or managers of family firms. Overall, we aim to contribute to the development of a strong evidence base concerning the effectiveness of family enterprise advising. We are particularly interested in articles that address fundamental questions such as, “Do advisors make a difference to the performance of a family enterprise?” “In what ways do advisors make a difference to performance?” and “How do advisors improve family dynamics?”

We are particularly interested in encouraging articles that are co-authored by researchers and practitioners (advisors). Collaborative research models have been successful in encouraging the transfer of research knowledge to practice in other settings, such as health care and education. We see this type of partnership as a promising mechanism for developing knowledge that can be taken up and used in
practice. We also encourage studies that consider international contexts. In particular we welcome papers that systematically compare and contrast the effectiveness of advisors in different countries.

*Family Business Review* invites authors to submit manuscripts for a special issue on **Advising Family Enterprise**. We welcome a range of articles dealing with important issues concerning the role of family enterprise advisors of all categories as described by the Family Firm Institute – legal, financial, behavioral (including family counseling), and management (including strategic planning). Empirical research using qualitative, quantitative or mixed methods is encouraged. Case studies (single in-depth cases or comparative cases) that are theoretically and empirically grounded are welcomed. We will also consider conceptual papers that draw on the existing literature and develop innovative contributions that improve our understanding of the topic. Thus, we are looking for a wide variety of papers that contribute to the creation of a solid evidence base concerning family enterprise advisors. Questions of interest include but are not limited to the following:

- Do advisors make a difference to family firm performance?
- How can advisors contribute to improved performance for family enterprise?
- How do family firms choose the right advisors? Who should be the “most trusted advisors?”
- Are there factors (e.g. industry differences, firm size, generation of leadership, etc.) that explain varying degrees of success regarding engagement of advisors?
- How do advisors best contribute to processes of succession? For example, should the next generation of leaders engage advisors of their own generation?
- How do advisors improve family dynamics?
- How do advisors work with the emotional aspects of family dynamics?
- What are *best practices* for advisors in the different disciplines (or in one discipline)?
- Are there discernible international differences in successful advisor practices?
- What conceptual or consulting models could be adopted to better understand and inform the relationship between advisors and family enterprise?

**Submission Process:** Manuscripts must be submitted through the *Family Business Review* web site ([http://mc.manuscriptcentral.com/fbr](http://mc.manuscriptcentral.com/fbr)) indicating “Special Issue - Advising” as the manuscript type.

**FBR Submission Guidelines:** FBR is open to many different formats and styles of presentation. Manuscripts should not be more than 35 typed double spaced pages, all inclusive, using 12-point Times New Roman font and one inch margins. All documents submitted should be Microsoft Word files. Please remember to use APA guidelines.

**Deadline:** Manuscripts must be submitted by **May 31, 2012**. The Special Issue will be published in September 2013.

Papers will undergo double-blind, developmental reviews by a special review board tailored to this Special Issue. Final acceptance of approved papers will be contingent on incorporating reviewers’ feedback to the satisfaction of the editors.