

# Transnational ties in migrant entrepreneurial ventures. Are they complement or substitute?

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The paper exploits original data gathered through a survey on all businesses run by migrant entrepreneurs operating in a tie-intensive industry to address the issue of how different networking mechanisms and cross border ties affect the performance of migrant entrepreneurs firms. We study if cross border ties are a substitutive asset for migrant businesses, aimed at filling the resource gaps of ethnic communities, or just a complementary feature of their business activity. Preliminary results emphasize that cross border ties do not merely reflect the cultural or social features of ethnic communities, but constitute a distinctive, founding component of many migrant businesses when enter the market, irrespective of the origin of the entrepreneur.