



# Literature Review Analysis for Family Businesses

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## ABSTRACT

Family businesses are crucial foundations of global economy because they both contribute to the GDP and employ a significant number of people. This paper examines the basic theories of family business research as a contribution. To support this study, a thorough evaluation of the literature using the Web of Science (WoS) database of family business research articles was done. The main theories and concepts of family business research are identified in the following bibliometric and scientometric study based on their applicability to researchers. One of the primary conclusions, based on 5,013 recognised documents, states that the Socioemotional Wealth theory has gained significant attention over the previous five years and has been the most widely discussed theory in the last ten years. The writers with the most citations are Chrisman, J. J., from the United States, and Kellermann, F. W., from Germany, who each have more than 70 publications with an average of 86.7 citations per publication. The United States contributes the most to family business research as a nation (27% of publications), and Europe as a continent (48% of publications). Although 18% of authors have published more than 50% of the articles, the majority of publications are written by a single author or with a co-author.

**KEYWORDS:** Family Business, Theories, Systematic Literature Review, socioemotional wealth theory

## INTRODUCTION

As employers or as engines of economic growth, family enterprises serve as a significant component of the global economy (Eddleston et al., 2019; Eddleston et al., 2020; Gagné et al., 2019; Massis et al., 2018). (Araya-Castillo et al., 2021; Bjuggren et al., 2011). These organisations predominate among small, medium-sized firms, and large corporations (Alonso Dos Santos et al., 2020). About 70 to 90 percent of the global GDP is produced by family enterprises, which subsequently contribute to wealth development, employment generation, and economic growth in the majority of the world's nations (Araya-Castillo et al., 2021). According to Pieper (2010), scholarly interest in family businesses dramatically rose starting in the 1980s.

There isn't a single widely acknowledged theory on the issue, thus researchers analyse family business features using a wide range of ideas and concepts (Alonso et al., 2019). Well-known concepts are differentiating family firms from non-family firms based on socioemotional wealth theory (Berrone et al., 2012; Gómez-Mejía et al., 2007), Social Capital theory (Arregle et al., 2007; Danes et al., 2009; Wu, 2007), Familiness theory (Chrisman et al., 2005; Habbershon et al., 2003; Pearson et al., 2008), or Sustainable Family Business Theory (Fitzgerald et al., 2010; Olson et al., 2003).

We must widen our viewpoints in order to look for new ways of "seeing" and theorising, even if it is a good practise to base our ideas on well-established literature. (2018; Payne, p. 173) By reviewing and assessing the relevant ideas and theories and their impacts on the study on family companies, it is hoped to contribute to the discussion on the applicability of various concepts. The structure of this essay is as follows. I began my explanation of the study process by laying out the criteria for selecting the literature for data analysis. The main results of the SLR were then given. Finally, based on a critical evaluation of the prior research, I suggested potential directions for future studies to further our understanding of family companies.

## METHODOLOGY

In this work, a systematic review of the literature (SLR) of contributions to family history research has been carried out. The SLR technique is regarded as a trustworthy tool and is recognised to reduce a variety of evaluation biases, especially when developing and evaluating new information (Ali & Usman, 2018; Palmarini et al., 2018). The four phases in the SLR guidelines, as presented by Denyer and Transfield (2009), are as follows:

Step 1: Identification of the research object(s)

Step 2: Setting of the research object (conceptual boundaries)

Step 3: Data collection based on criteria

Step 4: Validation of the research results

In terms of openness and traceability, the procedural approach excels (Hökkä et al., 2014; Töpfer, 2012).

### Identification of research target

This article's goals are to explain the current status of family business research and to lay out a plan for future study. The following review questions were developed using the contextinterventionmechanism-outcome (CIMO) logic (Denyer & Transfield, 2009):

- 1) What studies on family businesses have been published?
- 2) How do the ideas and concepts employed in family business research publications differ from one another?

### Setting of the research object (conceptual boundaries)

It is important to provide the search parameters, the database, the search phrase, and the publication era in order to find the pertinent publications (Woschank et al., 2020). The Web of Science Core Collection database serves as the search's foundation. Other databases, such as Scopus, also yield comparable results.

The following search phrases based on the keywords family business, family company, family-owned firm, as well as family-owned business and Web of Science Categories: "Business," "Business and Finance," and "Economics and Management" were used to find all publications on family business research:

(TI = (("family business"" OR "family firm?" OR "families business"" OR "families firm?" OR "family owned firm?" OR "family owned business"" OR AB = (("family business"" OR "family firm?" OR "families business"" OR "families firm?" OR "family owned firm?" OR "family owned business"" OR AK = (("family business"" OR "family firm?" OR "families business"" OR " OR KP= (("family firm" OR "family firm?" OR "families firm" OR "family owned firm?" OR "family owned business"")) Additionally, SU= ("Business" OR "Business, Finance" OR "Economics" OR "Management")

### Data collection based on criteria.

The following criteria provide the basis for the search - see Table 1:

*Table 1: Ciriteria for the Database search*

Keywords	WoS Categories	Language	Timeframe	Paper Type	Database
Family business	Business	English	no limit	no limit	WoS Core Collection
Family firm	Business and Finance	German			
Family owned firm	Economics				
Family owned business	Management				

The WoS database search yielded 5,013 hits using the parameters in Table 1; these results were used for additional analysis. The hits were used in further analysis and were both the "Citation Report" and the "Full Record and Cited References" were exported.

## Validation of research results

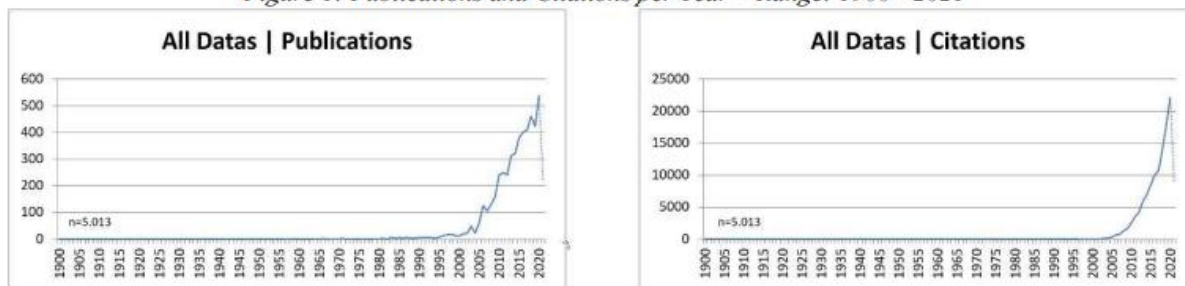
In order to conduct a content analysis of the publications, keywords from the title, abstract, and authors were looked up and highlighted (Table 1). The keywords indicated are present in all 5,013 results, making them all pertinent for further investigation.

## REVIEW FINDINGS

### Descriptive analysis

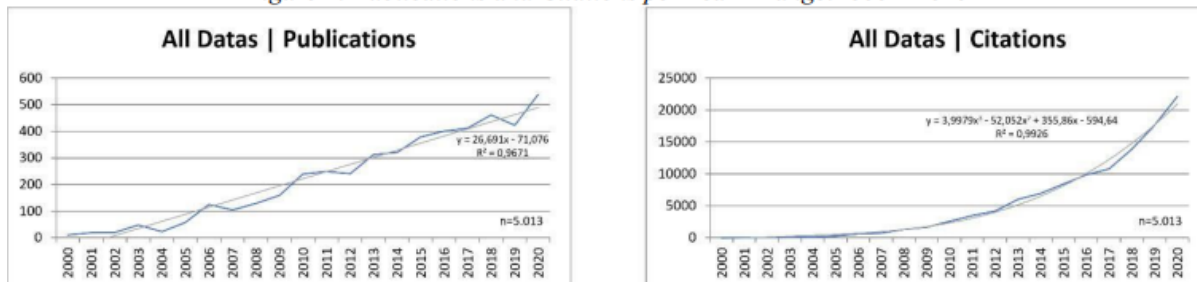
Family research on business, finance, economics, and management began in the 1980s, and since 2000, there has been a large rise in the number of papers published annually. This is demonstrated by a study of all known publications on family companies. According to the publications, the number of citations dramatically grew during the course of around five years, as seen in Figure 1.

Figure 1: Publications and Citations per Year – Range: 1900 - 2021



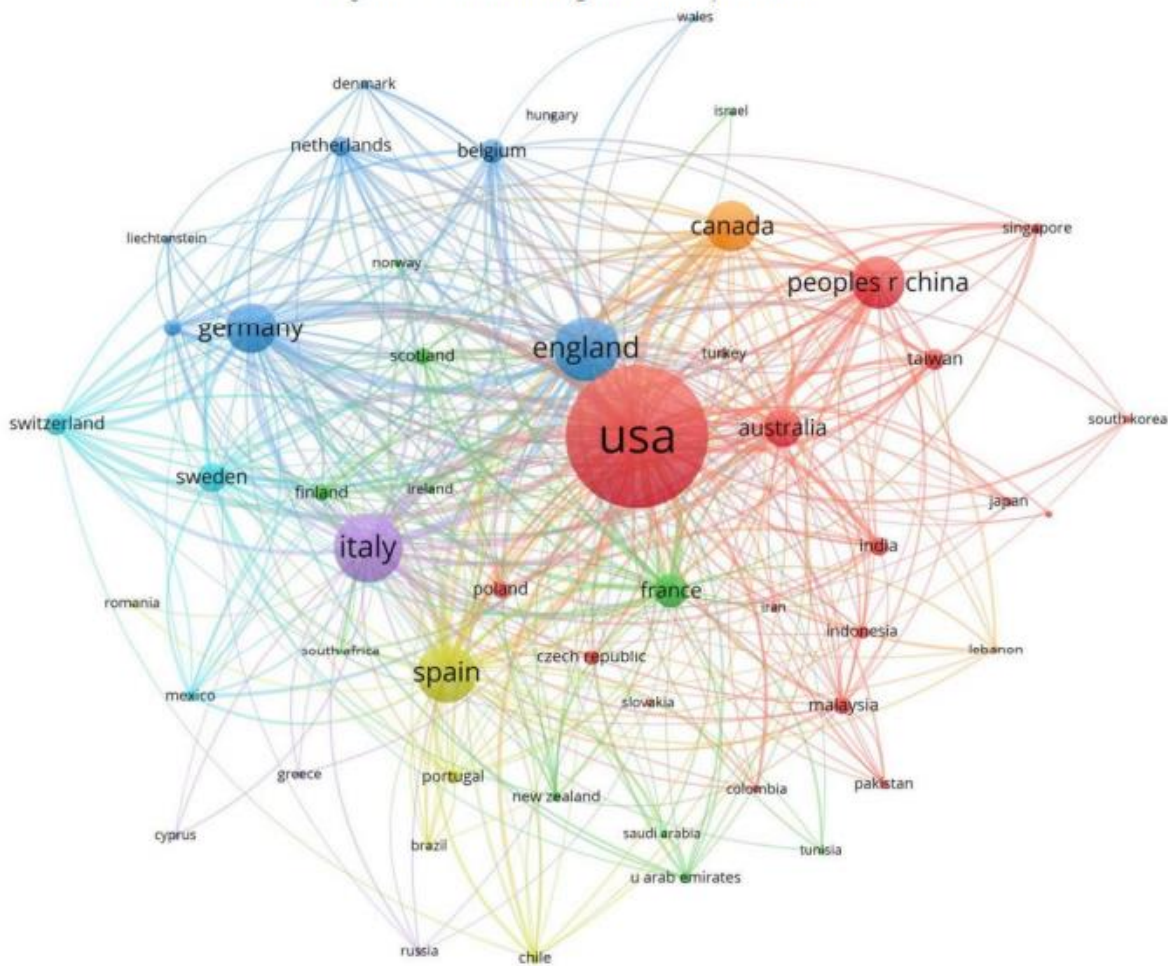
A thorough analysis of the years 2000–2020 reveals that publications grow linearly with  $\text{Pub}(\text{Year}) = 26.7(\text{Year}) - 71.1$  and a coefficient of determination of  $R^2 = 96.7\%$ , whereas third-degree polynomial growth is observed in citations, which grow as  $\text{Cit}(\text{Year}) = 4.0(\text{Year})^3 - 52.01(\text{Year})^2 + 355.9(\text{Year}) - 594.6$  and a coefficient of determination of  $R^2$ . The data was gathered on May 25, 2021, making it incomplete, hence 2021 was not taken into account.

Figure 2: Publications and Citations per Year - Range: 2000 – 2020



Researchers from the USA had the largest contribution to family business research with 27% (1,346) of the publications, followed by researchers from Italy with 11% (530) and England with 10% (496) of the publications, according to a study of the articles according to the place of origin. The OSViewer programme was used for the analysis. Full coverage was applied to publications from 1900 to 2021, and bibliographic analysis and cited references from the World of Science were included (see Figure 3).

Figure 3: Documents published by Countries



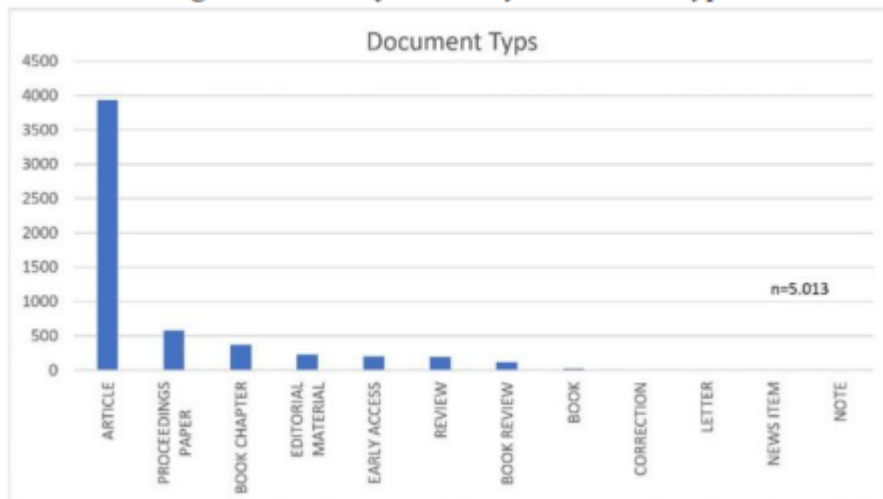
Source: Data from WoS (2021), produced with VOSviewer

Based on the quantity of collaborative publications, the connecting lines' strength illustrates how well one country cooperates with the others. The provenance of the writers listed in the articles is the foundation for the analysis. Since many publications were released by many authors, they are mentioned multiple times. Europe is the most productive continent with 48% of publications, followed by North America with 26% and Asia with 19% once the individual nations are combined into continents.

Table 2: Documents published by Regions

Continent	Documents	%
Europe	3,246	48%
North America	1,756	26%
Asia	1,275	19%
South America	113	2%
Africa	47	1%

The 5,013 documents that were found and grouped according to document type reveal that 78% of publications are articles, 11% are proceedings papers, and 7% are book chapters.

*Figure 4: Classification by Document Type*

Following, a statement about each author and their output was made after a bibliographic analysis of 5,013 documents in total.

The results of the bibliographic study show that De Massis, Alfredo (England) is the most productive author in the field of family business research, followed by Kellermans, Franz Willi (Germany), with 72 publications, and Chrisman, James J. (the USA), in third position, with 71 publications.

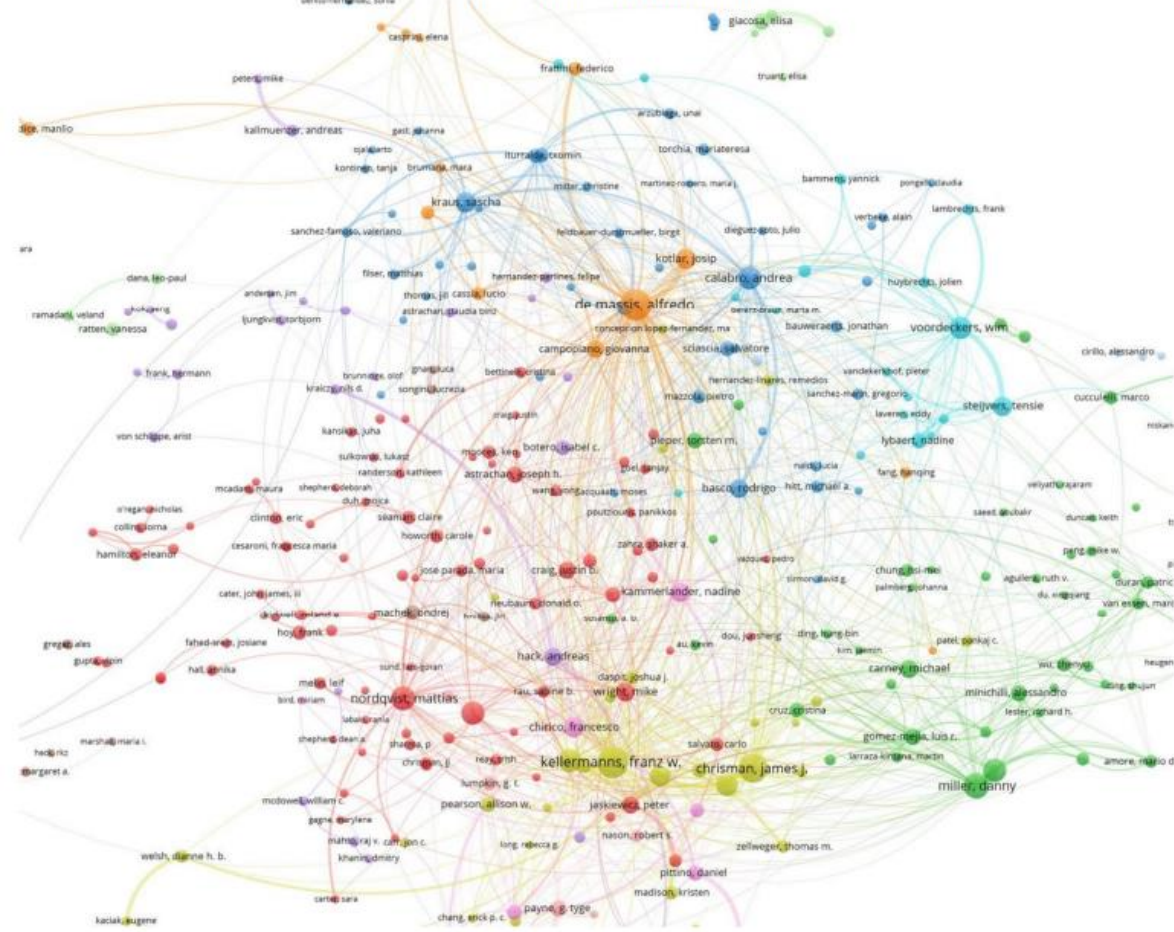
*Table 3: Most Productive Authors on Family Business Research*

<u>Rank</u>	<u>Name</u>	<u>Publications</u>	<u>Rank</u>	<u>Name</u>	<u>Publications</u>
1	De Massis A	75	11	Voordeckers W	37
2	Kellermanns FW	72	12	Memillie E	32
3	Chrisman JJ	71	13	Chirico F	30
4	Miller D	52	14	Wright M	30
5	Sharma P	52	15	Kotlar J	29
6	Chua JH	46	16	Kraus S	29
7	Le Berton-Miller I	42	17	Danes SM	27
8	Nordqvist M	42	18	Kammerlander N	27
9	Eddleston KA	41	19	Steijvers T	27
10	Calabro A	37	20	Basco R	26

Only 7 writers from the top 10 in terms of productivity can be found in the top 10 in terms of their influence when looking at the influence of individual authors on family business research based on citations instead of their productivity. Gomez-Majia, Luis (USA), Anderson, Ronald (USA), and Reeb, David M. have been inserted at positions 5, 7, and 8, respectively (Singapore).



Figure 5: Productivity by Authors



Source: Data from WoS (2021), produced with VOSviewer

Table 4: Most influential Authors on Family Business research

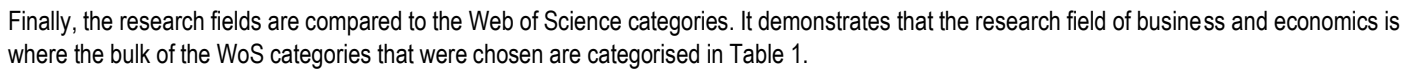
Rank	Name	Documents	Citations	H-Index	Total	
					Papers	Citations
1	Chrisman JJ	71	7097	46	110	8954
2	Kellermanns FW	72	5324	44	110	6561
3	Miller D	52	5002	72	147	22521
4	Chua, JH	46	5045	32	67	5529
5	Gomez-Mejia, LR	30	4898	49	117	13485
6	Le Breton-Miller I	42	4754	25	42	4856
7	Anderson RC	7	3937	11	19	4780
8	Reeb, DM	7	3937	20	32	5926
9	De Massis, A	76	3294	35	101	3859
10	Eddleston, KA	46	2965	33	75	4352

Source: Data from WoS (2021)

In all, 5,013 publications—either as the single author or coauthor with other writers—were published by 7,246 authors. Figure 6 depicts the authors' effect as the size of the circle and their relative relationships.



Figure 7: Publications by Scientific Journals



**WoS Categories**

Category	Count (approx.)
BUSINESS	3000
MANAGEMENT	2500
ECONOMICS	700
BUSINESS FINANCE	600
HISTORY OF SOCIAL SCIENCES	150
ETHICS	100
PSYCHOLOGY APPLIED	100
FAMILY STUDIES	50

*n*=5,013

**Research Areas**

Research Area	Count (approx.)
BUSINESS ECONOMICS	5000
SOCIAL SCIENCES OTHER TOPICS	300
PSYCHOLOGY	100
FAMILY STUDIES	50
DEVELOPMENT STUDIES	50
OPERATIONS RESEARCH MANAGEMENT SCIENCE	50

*n*=5,013

How do family business research publications differ in terms of the theories and concepts used? is the second review question. The phrases "Theory," "Model," "Perspective," "View," and "Capital" were looked up in the fields "Title," "Author Keywords," and "Hits" - see Table 6. It was possible to categorise this result into 41 different hypotheses and notions, which will be further examined.

Keywords	Hits
Theory	929
Model	555
Perspective	445
View	593
Capital	375
Total	2897

IJRAR22D2368	International Journal of Research and Analytical Reviews (IJRAR) <a href="http://www.ijrar.org">www.ijrar.org</a>	767
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Table 7: Identification of theories and concepts used in Family Business research

Agency Theory	Family Resource Management	Socioemotional Wealth theory
Behavioural Agency Theory	Family Systems Theory	Stagnation Theory
Boundary Theory	Game Theory	Stakeholder Theory
Bulleye Model	Human Capital	Stewardship Theory
Capabilities View	Image Transfer Theory	Survivability Capital
Conservation of Resources	Institutional Theory	Sustainable Family Business Theory
Contingency Theory	Knowledge-Based View	Sustainable family Business Theory II
Contractual Governance Theory	Organizational Identity	Systems Theory of Behaviour
Corporate Social Responsibility Theory	Prospect Theory	Team Theory
Economics Theory	Resource Dependency Theory	Theory of corporate governance
Entrenchment Theory	Resource-Based View	Theory of Hubris
Familiness	Role Theory	Theory of Planned Behaviour
Family Embedded Theory	Social Capital	Upper Echelons Theory
Family Influence Scale	Social Network Theory	

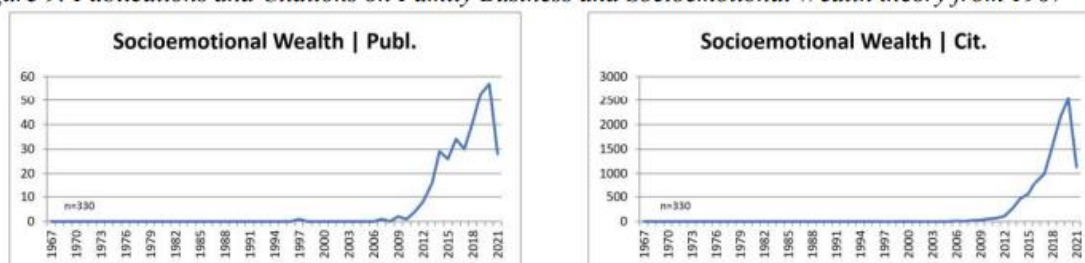
1,649 publications can be classified as theories or ideas if they contain specific references to the theory or model in the title, author keywords, or abstract. The most commonly referenced theories or concepts are "Socioemotional Wealth theory" (20%; 330 hits), "Agency-Theory" (18%; 290 hits), and "Social Capital" (10%; 330 hits) (167 hits). These thoughts and ideas collectively make up 48% of all publications.

Rank	Theory / Model	Documents	%
1	Socioemotional Wealth theory	330	20
2	Agency Theory	290	18
3	Social Capital	167	10
4	Family Influence scale	106	6
5	Familiness	101	6
6	Resource Based View	100	6
7	Stewardship Theory	90	5
8	Human Capital	88	5
9	Institutional Theory	51	3
10	Contingency Theory	49	3

The Socioemotional Wealth theory approach is examined as a typical case in order to delve into greater detail. The top 10 ideas and concepts are included in a table with the exemplary findings; refer to Table 10 for further information.

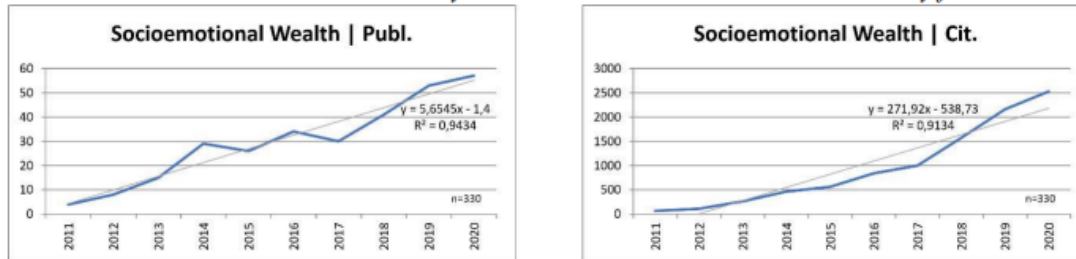
Family business research essentially began in the 1980s (Pieper, 2010), and it has significantly increased since the start of the 21st century - see Figure 1. Since 2009, the Socioemotional Wealth hypothesis, which was first presented in 2007 (Gómez-Meja et al., 2007), has attracted a lot of attention; see Figure 9.

Figure 9: Publications and Citations on Family Business and Socioemotional Wealth theory from 1967 - 2020



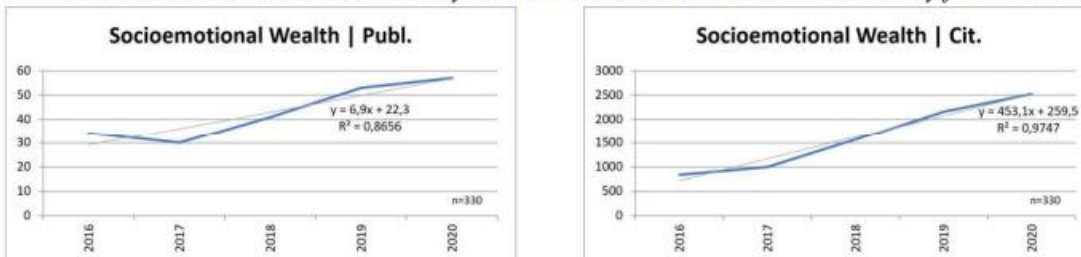
The results of a more in-depth analysis of the last ten years (2011–2020) reveal that publications in the context of the Socioemotional Wealth theory follow a linear growth of  $\text{Pub}(\text{Year}) = 5.7(\text{Year}) - 1.4$  with a coefficient of determination of  $R^2 = 94.34\%$  and citations follow a linear growth of  $\text{Pub}(\text{Year}) = 271.9(\text{Year}) - 538.7$  with a coefficient of determination of  $R^2 = 91.3\%$ . Since the data was just gathered in May of 2021, it was decided not to include the year 2021 - see Figure 10.

Figure 10: Publications and Citations on Family Business and Socioemotional Wealth theory from 2011 - 2020



Further reducing the study's time frame from 10 to 5 years (2016–2020), it becomes clear that publications in the Socioemotional Wealth theory follow a linear growth of  $\text{Pub}(\text{Year}) = 6.9(\text{Year}) + 22.3$  with a coefficient of determination of  $R^2 = 86.56\%$  and citations follow a linear growth of  $\text{Pub}(\text{Year}) = 453.1(\text{Year}) - 259.5$  with a coefficient of determination of  $R^2 = 97.47\%$  (see Figure 11).

Figure 11: Publications and Citations on Family Business and Socioemotional Wealth theory from 2016 - 2020



The slope of the regression lines of publications and citations have both grown throughout the two time periods, suggesting an increase in research interest in the Socioemotional Wealth hypothesis (cf. Table 9).

Table 9: Result of a linear Regression of the Publications and Citations on FF and SEW

Timeframe	Publications		Citations	
	t	R <sup>2</sup>	t	R <sup>2</sup>
2011-2020	5.7	94.3%	272	91.3%
2016-2020	6.9	86.6%	453	97.5%
Change	+ 22%		+ 67%	

The outcomes for the remaining ideas and concepts, using the same methodology as in the prior study, are as follows, as given in Table 10:

Table 10: Most prominent Theories or Concepts used in Famil firm research - Publications

Rank	Theory / Model	Publications					Citations				
		2011 - 2020		2016 - 2020		Change	2011 - 2020		2016 - 2020		Change
		t	R <sup>2</sup> [%]	t	R <sup>2</sup> [%]		t	R <sup>2</sup> [%]	t	R <sup>2</sup> [%]	
1	Socioemotional Wealth	5.7	94.3	6.9	86.6	22	271.9	91.3	453.1	97.5	67
2	Agency Theory	2.0	55.7	0.9	8.3	-56	163.1	95.1	245.2	95.6	50
3	Social Capital	0.8	30.3	2.9	96.9	283	75.7	84.4	142.4	87.0	88
4	Family Influence scale	1.2	59.6	2.9	75.6	149	70.0	95.0	106.1	96.3	52
5	Familiness	0.8	53.8	1.1	34.8	30	31.4	83.4	61.8	95.7	97
6	Resource Based View	0.8	64.6	0.7	14.8	-18	46.8	93.3	76.1	96.7	63
7	Stewardship Theory	0.7	40.0	-0.6	10.8	-184	55.2	95.6	84.0	98.5	52
8	Human Capital	0.2	2.1	0.2	0.5	18	47.2	87.5	85.2	92.0	80
9	Institutional Theory	0.7	52.7	0.4	8.5	-40	22.3	84.6	43.1	93.5	93
10	Contingency Theory	0.6	42.3	0.9	25.3	55	39.6	93.0	62.2	91.7	57

It should be emphasised that citation activity is steadily rising for all theories and notions. The variations in publishing rate, nevertheless, are inconsistent. Researchers are not interested in Agency Theory, Resources Based View, Stewardship Theory, or Institutional Theory, but Socioemotional Wealth Theory, Social Capital, Family Influence Scale, Familiarity, Human Capital, and Contingency Theory have recently attracted interest.

*Table 11: Theories or concepts in the greatest rate of increase in family business research - Publications.*

Rank	Theory / Model	2011 t	2020 R <sup>2</sup>	2016 - 2020 t	R <sup>2</sup>	Change
1	Sustainable Family Business Theory	0.04	1.4%	0.3	45%	724%
2	Stakeholder Theory	0.13	7.2%	0.9	47.1%	575%
3	Organizational Identity Model	0.11	6.8%	0.5	36.7%	358%
4	Social Capital	0.76	30.3%	2.9	96.9%	283%
5	Family Embedded Theory	0.35	33.5%	1.1	58.2%	213%

According to Table 11, the Sustainable Family Business Theory predicts the biggest rise of 724%. Future research is likely to focus even more on Sustainable Family Business Theory, Stakeholder Theory, Organizational Identity Model, Social Capital, and Family Embedded Theory. But it is impossible to ignore the Socioemotional Wealth theory's hegemony.

## DISCUSSIONS AND CONCLUSIONS

This essay is based on a thorough review of the family business research literature, which was then subjected to bibliometric and scientometric analysis. The study is only conducted using the information from Web of Science's Core Collection database. Basically, the ideas and concepts employed as well as the pertinent articles were determined by the title, author keywords, and abstract. The complete texts were not examined. This restriction might cause the results to be biased. A subsequent study should be expanded in accordance to incorporate complete publications. Another drawback is the emphasis on clearly stating the theory or concepts that were employed for analysis in the title, author keywords, and abstract. As a result, implicitly applied theory and notions went unnoticed; yet, they should still be taken into account in future research.

The study aims to provide a summary of family business research papers and to highlight the field's growth over the previous ten years. Additionally, it seeks to provide a preliminary assessment of future development. The Socioemotional Wealth theory by Gómez-Meja (Gómez-Meja et al., 2007) is the most significant theory in family business research over the past ten years in terms of both publications and citations. It accounted for 20% (330 documents) of the 1,649 final identified documents with an explicit mention of a theory or model. Additionally, significant theories and concepts include the Agency Theory (Cordeiro et al., 2020; Schulze et al., 2001; Young et al., 2008); the Social Capital (Arregle et al., 2007; Pucci et al., 2020); the Family Influence Scale F-PEC (Habbershon et al., 2003; Stanley et al., 2019); the Familiness (Basco et al., 2019)

The prominence of the Socioemotional Wealth hypothesis has grown further during the last five to ten years, according to an analysis of publication and citation rates. Focusing on the years 2011 through 2020, there were 5.7 publications released annually on average that made explicit mention of the socioemotional wealth hypothesis. The publishing rate grew to 6.9 publications annually between 2016 and 2020 (+22%). The rate of publications on Sustainable Family Business Theory has significantly increased as well. The publishing rate rose by 724%, indicating that this strategy has found favour with academics and that additional works based on this idea may be anticipated in the future.

It becomes clear by looking at the writers that more than half of the publications were either written by one person alone or with a co-author. 18.1% of the 7,246 writers out of the total number of publications have been published. With 71 articles and 7,097 citations, Chrisman James J., of Mississippi State University, is the most well-known author in the field of family business research. Chrisman has a total of 110 articles, 8,954 citations, and a 46 H-index.

Authors from the USA account for the vast majority of articles (27.3%), followed by those from Italy (10.6%), England (10.1%), Spain (8.8%), and P.R. China (7.7%). Combining the continents into nations reveals that, with 48% of the articles, Europe is the most productive continent.

Another conclusion is that, on average, 31.2 citations per document were made in 10 journals, where 59.3% of the articles in the subject of family business research were published. Family Business Review is the most important journal, with 345 publications and 18,008 citations. The US American Journals has an H-index of 105 and is classified Q1 by Scimago.

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