

## What can Latin-American entrepreneurs learn from Catalan gazelles?

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### Purpose

The purpose of this paper is to systematize the strategic capabilities of seven surviving industrial Catalan companies which were going through explosive growth in 1999.

### Design/methodology

We use the comparative case studies method to draw on the common features among the seven in-debt cases we built. We are well aware that the method of comparative case studies does not provide a sufficient base for bold generalizations. However, the qualitative approach adopted here allows for the first in-depth look at the strategies that bring surviving entrepreneurs from explosive growth to a more balanced growth path.

### Findings

We identify four organizational capabilities as key to the survival of these businesses ten years later: first, ability to prioritize product and market development, including internationalization, over operations; second, ability to reorganize internally and delegate in a timely manner; third, ability to manage innovation and support creativity linked to productivity; and finally, ability to manage economic and financial resources.

### Social implications

Implications for the culturally proximate and less-studied Latin-American gazelles are presented.

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**Keywords:** [Gazelles](#), [High-growth firms](#), [Strategic capabilities](#), [Entrepreneurship](#), [Catalonia](#), [Latin America](#), [Entrepreneurialism](#), [Central America](#), [South America](#), [gacelas](#), [firmas de alto crecimiento](#), [capacidades estratégicas](#), [emprendimiento](#), [Latinoamérica](#)

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