**TABLE 5**

**CATEGORIES IDENTIFIED FROM NETWORK CAUSA**

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| **Cases** | **Internal environment**  Entrepreneur Organization | | **External environment** |
| Bhatt e Altinay (2013) | - Entrepreneur experience in the current social enterprise or in previous companies.  - Personal ability to establish partnerships to conquer social capital. | - Employees training | - Partnerships - the entrepreneur can hardly scaling up your SI by himself.  - Social networks as a source of financial resources and complementary competence.  - Merger with other companies (social or commercial) as a way of increasing the performance.  - Involvement of the local community;  - Need of the existence of an institutional support by institutions and government agencies in order to create a conducive ecosystem to SI, as well as existing in developed economies (US and UK, for example).  - Increased participation of beneficiaries. This would reduce costs for the expansion of the offered social innovation or to complement innovations that are necessary. |
| Kolk e Lenfant (2015) | - Not addressed. | - professional and technical training of employees  - Achievement certifications in order to guarantee the origin and characteristics of the SI product/service in new markets. | - The need for an institutional environment created and maintained mainly by the government, conducive to business development, are SI or not.  - Establishment of partnerships in order to improve: the competitiveness of SI business in fragile institutional environments; the introduction of corporate governance practices; the quality of offered products; access to financing.  - Possibility of technical visits and exchange of experiences with other SI organizations. |
| Le Ber e Branzei (2010a) | - Not addressed. | - Experience and learning from the partnership relations established in the past as important elements in the development of new relationships in new markets.  - Adjustment of internal roles in relationships with other companies, according to needs. | - Establishing partnerships as a way to allow access to new technologies and other resources.  - Maintaining long-term partnerships as a way to reduce risk and increase the benefits for both parties. |
| Manning e Roessler (2014) | - Leader capacity to establish partnerships with other actors | Not addressed. | -The participation of external intermediaries (bridge organizations) facilitates the formation of individual projects and long-term alliances with other actors. |
| McMullen e Adobor (2011) | - Not addressed. | Not addressed. | - Bridge organizations can assist in developing partnerships between small SI organizations to large enterprises.  - The leader of a bridge organization inspires and motivates the parties involved in the pursuit of common objectives, both economic and social.  - The leader of a bridge organizations acts as a director of partnerships and the management of companies, especially in smaller.  - The bridge organization seeks to support organizations involved in the partnership relations. This support can be done through informal actions that guarantee proximity to the SI organizations. |
| Murphy, Perrot e Rivera-Santos (2012) | - Leader experience | - Experience of social enterprise to operate a SI on a small scale before the expansion stage. | - Importance of collective learning with partners in regard to strategic decisions and to environmental adversities.  - Employment contract with employees and residents suppliers in locations where there is expansion of pretension. |
| Perrini, Vurro e Contanzo (2010) | - Attempt to make it less dependent on the business model of its leader | - Before the scalability, it should be clearly understood critical determinant of success and how they are dependent on which part of the environment and are difficult to replicate.  - Minor adjustments in the structure may be necessary in order to make it suitable to the new environment.  - Coherent structure with the SI phase. | - Partnerships established with local actors scalability stage, focus on creating local social value and cost savings;  - Networks can help not only with resources, but can also guide the replication processes and change of scale through sharing of experiences. |
| Weerawardena e Mort (2013) | - Not addressed. | - Development of incremental and radical innovations focused on new markets  - Learning from multiple sources (including domestic) is an antecedent of innovation in social business.  - Employees training  - Focus on differentiation in order to maintain the leadership of the working area - maintenance on market/competitive advantage. | - Learning from various sources / networks.  - Partnerships as a source of resources and knowledge.  - Government support. |
| Westleyet al. (2014) | - Leader's ability to motivate people / actors / professionals.  - Visionary leader. | - Internal learning;  - Participatory organizational culture  - Product/Service quality | - Search for support beyond local actors to the systemic change objectives are maintained. |

Source: Elaborated by the authors