

Annex H. Moderation analysis

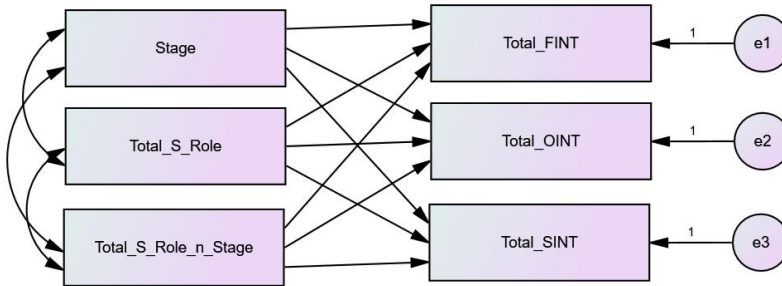


Fig. 1. Service role influence on Internationalization moderated by Development stage of SMEs: statistical diagram

Table 1. Service role influence on International financial performance, moderated by SMES development stage: model summary

R	R-sq	MSE	F	df1	df2	p
0.3377	0.1140	36.0830	4.2475	3.0000	99.0000	0.0072

Table 2. Service role influence on International financial performance, moderated by SMES development stage: coefficients

	coeff	SE	t	p	LLCI	ULCI
constant	13.3486	3.3041	4.0400	.0001	6.7925	19.9048
T_S_Role	0.1168	0.1607	0.7269	0.4690	-0.2020	0.4356
Stage	-16.8732	6.8269	-2.4716	0.0152	-30.4193	-3.3270
Int_1	0.8615	0.3282	2.6249	0.0100	0.2103	1.5127

a. Int_1 : T_S_Role x Stage; b. Dependent Variable: FINT

Table 3. Service role influence on International financial performance, moderated by SMES development stage: R2 change

	R2-chng	F	df1	df2	p
X*W	0.0617	6.8901	1.0000	99.0000	0.0100

Table 4. Service role influence on International operational performance, moderated by SMES development stage: model summary

R	R-sq	MSE	F	df1	df2	p
0.2884	0.0832	60.6041	2.9937	3.0000	99.0000	0.0345

Table 5. Service role influence on International operational performance, moderated by SMES development stage: coefficients

	coeff	SE	t	p	LLCI	ULCI
constant	14.6648	4.2821	3.4247	0.0009	6.1681	23.1615
T_S_Role	0.1978	0.2082	0.9499	0.3445	-0.2154	0.611
Stage	-15.0819	8.8476	-1.7046	0.0914	-32.6376	2.4737
Int_1	0.8003	0.4253	1.8814	0.0628	-0.0437	1.6442

a. *Int_1* : *T_S_Role* x *Stage*; b. *Dependent Variable: OINT*

Table 6. Service role influence on International operational performance, moderated by SMES development stage: R2 change

	R2-chng	F	df1	df2	p
X*W	0.0328	3.5399	1.0000	99.0000	0.0628

Table 7. Service role influence on Perceived success of international performance, moderated by SMES development stage: model summary

R	R-sq	MSE	F	df1	df2	p
0.2352	0.0553	6.1351	1.9318	3.0000	99.0000	0.1294

Table 8. Service role influence on Perceived success of international performance, moderated by SMES development stage: coefficients

	coeff	SE	t	p	LLCI	ULCI
constant	4.9715	1.3624	3.6489	0.0004	2.2681	7.6749
T_S_Role	0.0366	0.0663	0.5526	0.5818	-0.0948	0.1681
Stage	-4.7575	2.8151	-1.6900	0.0942	-10.3431	0.8282
Int_1	0.2377	0.1353	1.7565	0.0821	-0.0308	0.5062

a. *Int_1* : *T_S_Role* x *Stage*; b. *Dependent Variable: SINT*

Table 9. Service role influence on Perceived success of international performance, moderated by SMES development stage: R² change

	R ² -chng	F	df1	df2	p
X*W	0.0294	3.0852	1.0000	99.0000	0.0821

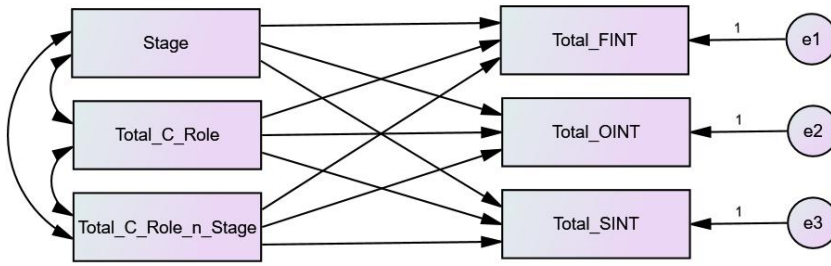


Fig. 2. Control role influence on Internationalization moderated by Development stage of SMEs: statistical diagram

Table 10. Control role influence on International financial performance, moderated by SMES development stage: model summary

R	R-sq	MSE	F	df1	df2	p
0.2122	0.045	38.8931	1.5563	3.0000	99.0000	0.2048

Table 11. Control role influence on International financial performance, moderated by SMES development stage: coefficients

	coeff	SE	t	p	LLCI	ULCI
constant	11.0451	3.9134	2.8224	0.0058	3.2801	18.8101
T_C_Role	0.1962	0.1622	1.21	0.2291	-0.1255	0.518
Stage	-4.1206	7.1359	-0.5774	0.565	-18.2797	10.0386
Int_1	0.2250	0.3028	0.743	0.4592	-0.3758	0.8257

a. Int_1 : T_C_Role x Stage; b. Dependent Variable: FINT

Table 12. Control role influence on International financial performance, moderated by SMES development stage: R2 change

	R2-chng	F	df1	df2	p
X*W	0.0053	0.5521	1.0000	99.0000	0.4592

Table 13. Control role influence on International operational performance, moderated by SMES development stage: model summary

R	R-sq	MSE	F	df1	df2	p
0.1723	0.0297	64.1401	1.0094	3.0000	99.0000	0.3920

Table 14. Control role influence on International operational performance, moderated by SMES development stage: coefficients

	coeff	SE	t	p	LLCI	ULCI
constant	13.4306	5.0255	2.6725	0.0088	3.4589	23.4023
T_C_Role	0.2197	0.2083	1.055	0.294	-0.1935	0.6329
Stage	-1.3129	9.1638	-0.1433	0.8864	-19.4958	16.8701
Int_1	0.1284	0.3888	0.3303	0.7419	-0.6431	0.8999

a. *Int_1* : *T_C_Role* x *Stage*; b. *Dependent Variable*: OINT

Table 15. Control role influence on International operational performance, moderated by SMES development stage: R² change

	R2-chng	F	df1	df2	p
X*W	0.0011	0.1091	1.0000	99.0000	0.7419

Table 16. Control role influence on Perceived success of international performance, moderated by SMES development stage: model summary

R	R-sq	MSE	F	df1	df2	p
0.1466	0.0215	6.3547	0.7245	3.0000	99.0000	0.5397

Table 17. Control role influence on Perceived success of international performance, moderated by SMES development stage: coefficients

	coeff	SE	t	p	LLCI	ULCI
constant	4.3846	1.5818	2.7718	0.0067	1.2459	7.5233
T_C_Role	0.0558	0.0656	0.8513	0.3966	-0.0743	0.1859
Stage	-1.3018	2.8844	-0.4513	0.6527	-7.0252	4.4215
Int_1	0.0650	0.1224	0.5309	0.5967	-0.1779	0.3078

a. *Int_1* : *T_C_Role* x *Stage*; b. *Dependent Variable*: SINT

Table 18. Control role influence on Perceived success of international performance, moderated by SMES development stage: R² change

	R2-chng	F	df1	df2	p
X*W	0.0028	0.2818	1.0000	99.0000	0.5967