



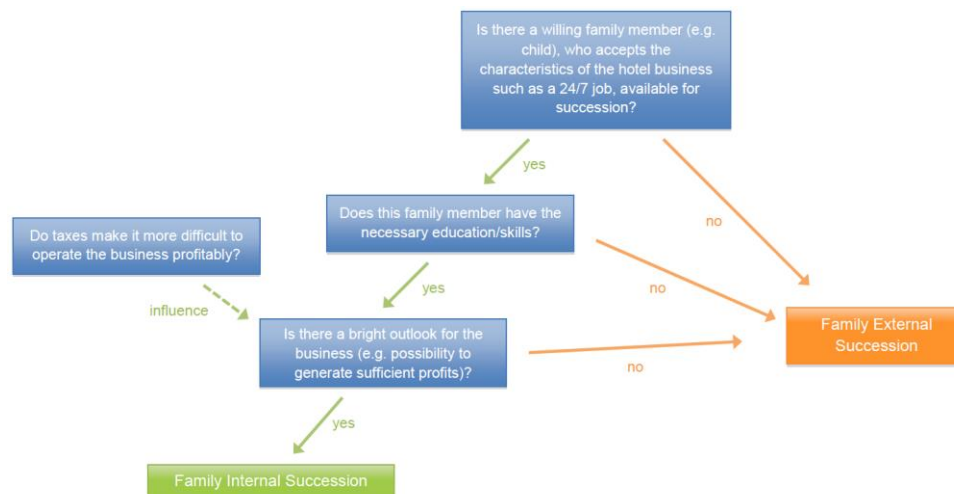
summary master thesis

Topic: Family internal vs. external succession – a comparison
Research Question: Under what conditions is a family external succession of hospitality businesses more appropriate than an internal one?
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1 problem definition

- The absence of a willing offspring is increasingly the case in tourism businesses in the Alpine region (Wiesinger, 2014). Furthermore, even if there would be a qualified heir, family external succession can in some cases be more appropriate (Sharma et al., 2003).

2 results



Source: Author's own illustration

3 recommendations for family businesses

- makes no sense that children take over a business just to keep it in the family
- there must take place a change in the mindsets of persons facing external transfers
- external succession should not be seen as something negative
can be a good option to continue a traditional business

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