

ACADEMY OF INTERNATIONAL BUSINESS MIDDLE EAST NORTH AFRICA CHAPTER

Annual Report May 2014

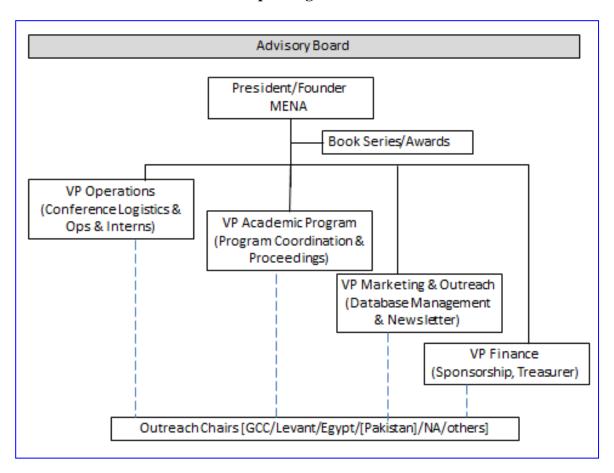
This report is combined with the inputs from the reports from the following committee members: Immanuel Azaad Moonesar, Tim Rogmans, Ian Michael, Jacinta D'Silva, Arif Zaman and Victor Huang.



Executive Committee Structure

Current and Incoming Officers (interim committee)

The AIB-MENA Chapter organisational structure is as follows:



President & Founder of AIB-MENA Chapter: Dr. Melodena Stephens Balakrishnan (Affiliation: Associate Professor, Faculty of Business, University of Wollongong in Dubai, Dubai, UAE).

VP Finance: Dr. Tim Rogmans (Affiliation: Assistant Professor, College of Business, Zayed University, Dubai, UAE) Sub-Committee: Prof. Sanjoy Bose, Dean Abu Dhabi School of Business.



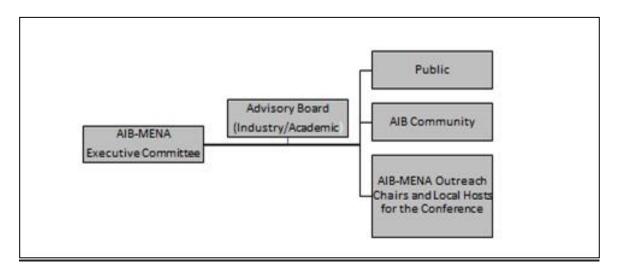
VP Operations: Dr. Ian Michael (Affiliation: Associate Professor, College of Business, Zayed University, Dubai, UAE.) Subcommittee Member: Dr. Noela Michael – Responsible for Interns, Affiliation – Herriot Watt University, Dubai.

VP Academic Program: Dr. Victor Huang; Affiliation: Assistant Professor, College of Business Zayed University, Abu Dhabi, UAE.

VP Marketing & Outreach: Mr. Immanuel Azaad Moonesar (Affiliation: Mohammed bin Rashid School of Government, Dubai, UAE & Doctoral Candidate at Walden University, USA). Subcommittee Member: Newsletter and Proceedings: Jacita D'Silva, Emirates Aviation School of Business, Dubai, UAE.

Current Outreach Chair for Pakistan: Professor. Arif Zaman (Affliation: Henley Business School)

After Eid 2014- July, AIB-MENA will be asking for nominations for Outreach Chairs.



Advisory Committee

Abdullah Ahmed Al Saleh, Undersecretary of the UAE Ministry of Economy

Frederic Sicre, Managing Director, The Abraaj Group

Professor Rob Whelan, Deputy-Provost, UAE University

Professor Ghassan Aouad, Vice President for Academic Affairs at the Gulf University for Science and Technology.

Professor Stephen J. Mezias, Academic Director, INSEAD, Abu Dhabi Campus.

Ms. Shurrog Al Banna, Noor Foundation, Dubai, UAE.

Future Action: AIB-MENA Executive committee plans to expand the advisory Board this year.



Major Events for 2013-2014

➤ AIBMENA presents AIBMENA Windtower Award (2013) to Sheikha Lubna Al Qassimi March, 2013 the day she took over her new Ministry – the Ministry of International Cooperation and Development.



Published on: March 30, 2013 Page: 24 Section: Business Size: 50 col. cm

Name of publication: Khaleej Times Country: United Arab Emirates Language: English Circulation: 105,000

Shaikha Lubna presented with AIB-Mena leadership award



Shaikha Lubna being presented the AIB-Mena 'Windtower Award for Inspirational Leadership' at her office in Abu Dhabi.

Qasimi, UAE Minister of Development and International Coopera-tion, was presented with the AIB-Mena 'Windtower Award for Inspirational Leadership' at her office in Abu Dhabi recently. The award was conferred by The

Academy of International Business - Middle East and North Africa Chapter (AIB-Mena), in recogni-tion of Shaikha Lubna's ongoing support and encouragement for the volunteer-led academic organisation. AIB-Mena has been incubated by the University of Wollongong in Dubai (UOWD) since 2009.

In conferring the award, AIB-Mena specifically recognised her work as a champion of the region

ABU DHABI - Shaikha Lubna Al and of women in particular. Since its inception, AIB-Mena has been using women entrepreneurs to help initiate and organise its three ma-

jor regional conferences.

Dr Melodena S. Balakrishnan, president of the Academy of International Business Mena Chapter and Associate Professor at UOWD, said: "Shaikha Lubna gives us the courage to do things that require perseverance and to make a difference. AIB-Mena was lucky to have her support since she launched our first book. As educators, we are passionate about the region and want to educate the rest of the world about what fantastic opportunities

and talent that exist in this region." The award also coincided with

the publication of AIB-Mena's third volume of the case study book 'Actions and Insights Middle Fast North Africa - East Meets West'. A copy of the book was pre-sented to Shaikha Lubna at the ceremony. The book documents several interesting cases, including how Aramex grew from a startup to a global player in the logistics and express transportation service industry, and how Mohammed Saeed Harib (of Freej fame) began, and his aspirations for the company.

The delegation included case study book editors Dr Ian Michael and Mr Immanuel Azaad Moone-sar and UOWD president Elect, Professor Trevor Spedding.

AIBMENA launched Actions and Insights (vol. 3) by holding a a panel discussion and presenting the AIBMENA 2013 Ghaf Tree Award to Aramex PJSC. Fadi Ghandour, Founder and Vice Chairman, Aramex PJSC and one of the cases described in the book accepted the award on behalf of the company. Aramex was the first Arab company to list on the NASDAQ. Fadi remains a huge force in the Middle East Entrepreneurial uprising. Fadi was a Founding Investor in Maktoob.com which sold to Yahoo in 2009 for \$164 millions. Mohamed Farouk Hafeez: Executive Vice President for Human Resources & Training of Americana Group, the largest food conglomerate in the Middle East operating in 16 countries with 65,000 employees, accepted the award on behalf of Americana Egypt. This was also a case company.

The panel members besides the award winners were: Rania Rostom, he Chief Innovation & Communications Officer - GE Middle East, North Africa & Turkey and Asmaa Quorrich, the Director, Beverage Innovations – AMEA for PepsiCo. She joined PepsiCo. The event was hosted by the University of Wollongong in Dubai.

The event was presided by the HE Pablo Kang, the Australian Ambassador to the United Arab Emirates and Qatar. The link to his opening speech is below.











http://www.uae.embassy.gov.au/files/abud/13-12-11%20speech%20AIB%20MENA%20UOWD%20Ghaf%20tree%20ceremony.pdf

Khaleej Da Times

Published on: December 21, 2013 Page: 26 Section: Business Size: 52 col. cm

Name of publication: Khaleej Times Country: United Arab Emirates Language: English Circulation: 105.000

Aramex, Americana receive award

deliver on shareholder expectations and managing the ongoing a solution rather than be part of the problem, and the recognition of Americana's efforts through this president of the AIB-MENA Ghaf Tree Award, at an award ceremony hosted by the University of Wollongong in Dubai, or UOWD, in collaboration with the Middle East and North Africa Chapter of the Academy of International Business, or AIB-Mena, recently.

Fadi Ghandour, founder and deliver on shareholder expectations and managing the ongoing a solution rather than be part of the problem, and the recognition of Americana's efforts through this rome celerator for more community development initiatives."

We recognise local businesses that are agents of positive change; mit to the locations they are based in Aramex has adopted a model for social activism that more businesses cases, increase.

Arrica Chapter of the Academy of International Business, or AIB-Mena, recently.

Fadi Ghandour, founder and vice-chairman of Aramex, and Mohamad Farouk Hafees, executive vice-president for HR and management of the Americana Group, attended the award ceremony, which was presided over by Pablo Kang, Australian Ambassador to the UAE and Qatar.

Inspired by the indigenous desert tree growing in hostile conditions, the AIB-Mena Ghaf Tree Award recognises companies that actively foster collaborations and support sustainable regional development, while continuing to



➤ AIBMENA presents AIBMENA Wind-tower Award (2014) to Ratan Tata, Chairman Tata Trusts, for taking the Tata brand Global as Chairman of Tata Sons (1991-2012) on 19 December, 2013 in Mumbai, India. This expenses were managed by the University of Wollongong in Dubai.







AIBMENA hosts Professor Thomas Hult and Dr. Tunga Kiyak to a visit to Dubai between 17 January and 22 January with the Dubai Conventions Bureau. Walid Marhoon, Senior Executive, Congress Development, DCB, DTCM was our host. Over the period they met with several members of the committee including UOWD management.









➤ AIBMENA holds a joint annual conference with AIB India in Udaipur, India between February 9-11, 2014. We had 22 official participants. The India Conference Chair, raised the funds for the event which ran at a loss. We used differential pricing. Indian participants paid AED 63. Others paid normal AIBMENA rates (which was only 3 people who also took membership).



➤ AIBMENA/ Emerald Teaching Cases Workshop organized for American University of Sharjah and the Mohammed Bin Rashid Business School of Government on 15 April, 2014. Had about 15 participants. This was an initiative taken by Immanuel Moonesar for outreach.

AIB-MENA Summary of Membership: Total 65

Country	Univers ities/ Organiz ation	Prior member (2010)	New members (2010)	Members as of 2011	Members as of 2012- 13	Members as of 2013- 14
Algeria	0	0	0	0	0	0
Bahrain	0	0	0	0	1	0
Djibouti	0	0	0	0	0	0
Egypt	1/1	2	2	2	4	4
Iran	1	1	0	0	0	0
Iraq	1	1	0	0	0	0
Jordan	0	0	0	0	0	0
Kuwait	3	3	0	2	4	4
KSA	4/1	8	0	5	6	8
Lebanon	1	2	1	2	5	5
Libya	0	0	0	0	1	0
Morocco	0	0	0	0	1	0
Oman	1	0	1	3	0	0
Qatar	1	0	2	3	4	6
Syria	0	0	0	0	0	0
Tunisia	0	0	0	1	0	0
UAE	6/1	7	4	24	27	20
Yemen	0	0	0	0	0	0
Pakistan					12	0
Total	19/3	24	10	42	65	47

Source: http://aib.msu.edu/statistics.asp

The membership of the AIB-MENA Chapter as of 26 May 2013 stood at 65. An analysis:

-	26 members
	34 members
	42 members
	65 members
	47 members

We had a dip in membership so the committee thinks this is a great time to hold our annual conference back in Dubai. Cairo and India did not allow us the control and focus on MENA. The 5th Annual conference call for AIBMENA has been sent out.



Summary of Financial Status

Academy of Inte	2014 May	
		AED
Balance forward	AIB MENA Conference 2010/2012 /2013	87,373.00
Income Received	From Delegates	8,537.50
Expenses	Paid to	
	AIBMENA Ghaf Tree and Wind tower Awards	Approx. 3500.00
	(3 awards)	(775x3; 1 special size)
	Membership (3 participants)	1,104.00
	Advisory Board Meeting	903.10
Total Expenses		5,507.10
Net Balance		90,403.40

Since we did not add to the budget we have decided to freeze the AIBMENA Actions and Insights book for this year. However, AIB-MENA contributes to show financial prudence and we now running on our forth year of profit.



Summary of Meetings Held This Year

21 April, 2014: Email meeting on posiible dates for 2015 Committee decides January 13-15, 2014

27 Feb, 2014 Meeting Minutes sent on 04 March, 2014

1. Attendees

Committee Members (including sub-)

- a. Melodena Balakrishnan
- b. Ian Michael
- c. Immanuel Moonesar
- d. Noela Michael
- e. Jacinta D'Silva

Volunteers

- f. Sanjoy Bose
- g. Lionel Thibaud
- 2. Report for 2013
- a. It was noted that the report is due by the end on March 2014. The elements to be included are the press release, numbers on members, developments, report from each committee member including sub-members, structure.
- b. Action Point: Each Member is to submit the 2013 outcomes and plans for 2014 for their respective roles (a few sentences).
- 3. Debrief of 2014 India conference
- a. There were 17 number of conference attendees
- b. There were four international participants
- c. Action Point 1: Refund two participants for not attending due to some urgent circumstances.
- d. Action Point 2: Get a copy of the conference proceedings to put online.
- 4. 2017 conference bid including task committee
- a. Topics to consider for this conference would include (but not limited to): Islamic finance, National Branding, logistics, trade, diplomacy, marketing, education, health management, investment, entrepreneurship, Dubai/UAE Model-best practices, tourism & hospitality, security/surveillance, immigration/migration.
- b. Sponsorships that are writing is 75,000 AED from Zayed University and 75,000 AED from DTCM.
- c. The goal of the AIB-MENA committee is to raise the funds to cover the gala dinner.
- d. Action Point: To meet to organize the task force committee, with defined roles and responsibilities

2015 conference

- a. As the Topics were identified earlier, it would be a good test these topics in this conference, therefore the topics to consider for the 2015 conference would include (but not limited to): Islamic finance, National Branding, logistics, trade, Dubai/UAE Model-best practices, diplomacy, entrepreneurship, marketing, education, health management, investment, tourism & hospitality, security/surveillance, immigration/migration.
- b. The theme for the 2015 conference is entitled: "Building bridgesfrom theory to practice"
- c. The next conference dates are 16-17-18 January 2015.
- d. The conference will be held in the Emirate of Dubai. The venue is yet to be decided upon.
- e. Action Point: The conference chair is to prepare the call for papers and track chairs listing as soon as possible.
- 6. Other business
- a. The next Case Writing book will focus on Dubai

b. Next meeting: To be determined

24 March, 2014: email meeting on call and content for call

Dear Victor Tim, Ian and Immanuel,

Just a quick update before I leave for a break. I'll be away for two weeks next week but <u>I</u> want to get the call out.

I think we should go ahead and announce the dates - just need your inputs on a final confirmation of topics. If we are still unsure of the topics I suggest we go ahead and put the call with dates, Venue (DUBAI) and theme. Immanuel will you help with formatting so it looks like previous calls. We need to send it as a pdf version and embed the call in a hidden table to prevent it getting reformatted when it goes through the LISTSERV. We can send to AOM and AIB LIST SERV and our own internal database.

We should have case submission, posters (for industry) and student sessions.

Please look at the key themes I've outlined (very different from the past) happy for you all to debate and send your comment to Victor (please note his email address has changed!!!) Victor make a call on themes and announce the call by this weekend as a lot of papers will be available after the AIB and AOM rejections. Faye has volunteered for the Tourism track but we don't have one highlighted as such. I've tried to keep it still IB focussed so we don't lose our core audience.

Secondly I met with one PCO and we can't use them as they work on the fee basis - for the other MCI I will fix plan and visit after I return on April 12.



Any ideas on sponsorships?

We will put supporting Universities in the second call. We will finalise the venue later too. The following are the suggestions on the tracks for the 2015 conference:

- (1) International Government Policy affecting National Competitiveness
- (2) Building Cities of the Future: Sustainability, security, social fabric with influx of migration/tourism, e-governance, medical, transportation
- (3) Creating Ecosystems of Born Global: Institutional theory, MNC, Networking, Stakeholder Theory etc...
- (4) Creating International Brands: MNS, COO, COB,
- (5) Trends in Money and Capital Management can look at Islamic Banking and Financing, all other conventional topic, Risk management, e-commerce.

19 January to 20 January 2014, 2014

Meeting with Tunga and Tomas. Committee members came for different events and time for the meetings. Members who met with AIB Executive: Melodena, Immanuel, Ian, Tim, Victor

7 November, 2013: With Advisor Fred Sicre

Points of discussion. Immanuel please minute as official meetings.

- 1. Overview of AIBMeNA..melodena 5 min
- 2. Financial Tim to speak in challenges and plans 5 min
- 3. Outreach Florian to speak on GCC outreach opportunity and Challenges 5 min
- 4. State of research victor to speak on 2 journal special issues, Cairo and India (next conference) 5 min
- 5. Immanuel to speak on governance structure 5 min
- 6. Future...Melodena to wrap up if needed.

I think we will keep it open to discussion so if you prepare for 5 minutes we will assume a 10-15 minute discussion. Tim please ask Fred for sponsorship at the end.

Hopefully you all kept copies of the reports we read out at turkey. It will be on the AIB chapter website / Immanuel can u circulate again

8 August, 2013

Hello.

I hope you are all doing well and enjoying your holidays (if you managed to squeeze some in). This is just a reminder that the cases are due by August 25 with case release (this allows one review and revision before submission). The format the cases need to be written in is enclosed in the style guide attached above. The case release from the company is also enclosed above (needs to be on a company letterhead - Please scan and send to me and you can keep the original in your files). You also need to give me the Emerald release form (also enclosed). I need to submit everything to the publisher by 7 September (No extension of deadline if we are to meet the production deadline and get the books on time for February). As Editors I will be assigning the cases to each of you back for review. We need to make sure they fit the style guide, context, teaching objectives and questions are relevant to the case.



Please keep the teaching notes separately. Send it as a word document.

I have worked on the call and will be sending that out in a few days now that Eid is declared and our ME colleagues will soon be back at work. Regards,

Melodena

(THIS BOOK WAS NOT RELEASED)

REPORTS

Finance Report

The finances of AIB MENA continue to be managed prudently. In each of its four years of operation, the organization has shown a financial surplus, which remains in the organization in order to support future activities. Expenses of running the organization are kept at a minimum and all work is done by volunteers. Committee members continue to seek sponsorship from organizations in the Middle East, either in the form of financial contributions or through the provision of support for important events, such as the annual conference. Since there has been no major revenue generating activity during the past year, it has been decided not to publish an additional volume of the Actions and Insights casebook during this period – Tim Rogmans

Operations Report

Thank you Melodena for the update. It was very comprehensive and covered all aspects and activities in 2013-2014.

I don't have much to add, happy to know that we are self-sufficient with funding, and we have around Dhs.90K in our bank balance. I was not able to attend the AIB-MENA/India Chapter Jan 2014 conference, due to a new policy implemented by the new ZU management ("No Fly Period") Week 1 of the semester, so I cannot make any comments on it. Only that I was a bit shocked to hear about such a small turn out.

As Melodena mentioned, Tomas Hult and Tunga Kiyak seemed impressed with the city of Dubai, and all arrangements that DTCM made for them. I met them at one dinner hosted by the Mariott Hotel. For the future, I think we should get very pro-active in getting more support for AIB-MENA in the region, and get more participants at our AIB-MENA 2015 conference in Dubai. – Ian Michael

Database & Outreach

- Internship and mentorship program consisted of 3 students from the University of Wollongong in Dubai.
- Annual Conference 2014: Memberships and listings and registrations.
- Increase database email distribution to cover specific international businesses across the UAE.
- Coordinate Case study writing workshop of 15 participants.
 - Immanuel Azaad Moonesar



I have contributed in organizing the Cairo and India Conference held recently, however, it would be great if I would be physically present in the Conference. I have been dedicatedly working on the newsletter which will be published very soon. In my role, I have also supported the marketing team in providing information regarding the existing and new members. I have also been speaking about the Conference 2015 to the research committee of HCT, hoping to get some support from them.

My intended Objectives:

- To be a dedicated member of AIBMENA and support all the activities and Conferences held by AIBMENA 2015 and AIB 2017
- To design and regularly update the Newsletter AIBMENA
- To participate in the regular meetings conducted by AIBMENA chapter

List any other items you deem important mentioning for the next upcoming year for the AIB-MENA Chapter (e.g. an initiative, new idea).

- AIB-MENA team has been functioning very well and coordinating with different chapters. We have done a great job by collaborating with the Cairo team in organizing the Conference 2013 in Cairo, Egypt as well with India 2014. We will be working on organizing the Conference in Dubai. It will be great to focus not only on academia but also with real business developing in the country.
 - Jacinta D'Silva

Pakistan Outreach

AIB continues to grow its membership in Pakistan and members have been encouraged to attend recent AIB-MENA, AIB Annual and AIB-UK meetings. Articles have been published in leading national newspapers (for instance:

http://e.thenews.com.pk/newsmag/mag/detail_article.asp?id=4488&magId=10) highlighting the importance of IB for Pakistan, resources for its development and active involvement in AIB. A concerted effort is being made to build on the numbers attending the forthcoming AIB-MENA in UAE following the record numbers for any AIB meeting from Pakistan that attended the earlier conference in Dubai in 2012

- Arif Zaman

AIB-MENA Publications & Press Releases for May 2013 to May 2014

Source: http://aib.uowdubai.ac.ae/details.php?sec=6

- 1. http://www.americana-group.net/MEDIA/Press-Releases/AMERICANA-GROUP-WINS-THE-AIB-MENA-GHAF-TREE-AWARD.aspx
- 2. http://www.zawya.com/story/Aramex_and_Americana_Group_receive_AIBMENA_Award_for_community_development-ZAWYA20131219111326/
- 3. http://www.emeraldgrouppublishing.com/research/awards/2013 aib mena case.htm
- 4. http://issuu.com/uowd/docs/connect_alumni_issue_9/5

- 5. http://www.uae.embassy.gov.au/files/abud/13-12-11%20speech%20AIB%20MENA%20UOWD%20Ghaf%20tree%20ceremony.pdf
- 6. http://www.isu.edu.tw/interface/shownews.php?id=76161&dept_mno=85001
- 7. https://www.menafn.com/1093748211/Indian-industrialist-Ratan-Tata-presented-with-AIBMENA-Leadership-Award
- 8. http://www.rozblog.net/news/indian-industrialist-ratan-tata-presented-with-aibmena-leadership-award
- 9. http://irep.iium.edu.my/28680/6/Proceedings.pdf
- 10. http://iimu.ac.in/faculty-aamp-research/conferences.html
- 11. <a href="http://www.khaleejtimes.com/kt-article-display-1.asp?xfile=/data/uaebusiness/2013/December/uaebusiness_December345.xml§ion=uaebusiness_data/ua
- 12. <a href="http://www.khaleejtimes.com/kt-article-display-1.asp?xfile=/data/education/2012/January/education_January10.xml§ion=education=education=education=education=education=education=education=education=education=education=education=education=e
- 13. http://ip-97-74-197-23.ip.secureserver.net/1093748211/Indian-industrialist-Ratan-Tata-presented-with-AIB-MENA-Leadership-Award
- 14. http://www.gulfinthemedia.com/index.php?m=economics&id=677684&lim=60&lang=en&tblpost=2013_12
- 15. http://www.highbeam.com/doc/1G1-353675854.html
- 16. <a href="http://www.khaleejtimes.com/kt-article-display-1.asp?xfile=/data/uaebusiness/2013/December/uaebusiness_December264.xml§ion=uaebusiness_data/ua
- 17. http://newsle.com/article/0/110213074/
- 18. http://www.americana-group.net/portal/PDF/investor_relations/annual_report_2013.pdf
- 19. http://www.emeraldgrouppublishing.com/research/awards/case_awards.htm?PHPSESSID=4uhfovjra7ed999qv4jriatkn1
- 20. http://www.yum.com/newsroom/news-people/yum-menapak-fz.asp#.U4y0PfmSx8E
- 21. http://www.medicaltourismcongress.com/speakers/prof-ian-michael/
- 22. http://www.scribd.com/doc/200395436/Conferences
- 23. http://www.uowdubai.ac.ae/events/aib-%E2%80%93-mena-ghaf-tree-awards-and-book-launch
- 24. http://www.iamconsulting.biz/about/default.html
- 25. https://twitter.com/UOWDpresident
- 26. http://www.aucegypt.edu/Business/about/Pages/Conferences-and-Events.aspx
- 27. http://www.uowdubai.ac.ae/news/ratan-tata-receives-aib-mena-leadership-award
- 28. http://www.digplanet.com/wiki/KFC
- 29. http://www.uowdubai.ac.ae/media/uowd-in-the-news-2013
- 30. http://www.uowdubai.ac.ae/20-years-of-success/events
- 31. http://www.google.ae/books?hl=en&lr=&id=8CLmuucAqogC&oi=fnd&pg=PP1&dq=AIB-
 - $\underline{MENA+Case+Studies+Book+\%27Actions+and+Insights+Middle+East+and+North+Africa+-}$
 - +East+Meets+West%27&ots=HRVSFsEH7m&sig=KLzkxq8SDNLUSCbAuTs1ZPF9Vok&redir_esc=y#v=onepage&q=AIB-

<u>MENA%20Case%20Studies%20Book%20'Actions%20and%20Insights%20Middle%20East%20and%20North%20Africa%20-%20East%20Meets%20West'&f=false</u>
32. http://www.amazon.com/East-Meets-West-Actions-Insights/dp/1781904138

Other Issues or Concerns

Detail other issues which you think will/should be of interest to the AIB executive board and/or other chapter officers.

- 1. We to strengthen outreach. A key focus will be finding active committee members.
- 2. Sensitivity of topics: There are some topics which will not be allowed to be discussed in some countries and should be avoided in conference paper submissions and discussions.
- 3. We need an official letter saying we are hosting the AIB Annual Conference to manage fund raising and other activities. This takes time.

---The End---