

ACADEMY OF INTERNATIONAL BUSINESS

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NEWSLETTER

Third Quarter 1998

Vienna
AIB 1998

“Transformation of
Global firms and the
Global Economy”

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Hofstede to preview joint research

Geert Hofstede, reknowned international business scholar and author, will be making a special presentation at this year’s Annual Meeting in Vienna, Austria.

Hofstede is being honored by the AIB Fellows at the closing plenary session on the evening of Friday, October 9. He will speak for about half an hour on “Business Goals in Different Countries” — a major research project Hofstede initiated in 1995.

Although still in progress, the joint project has already turned out some “rather sensational” findings, Hofstede said.

The project covers the United States, Australia, France, Germany, Hong Kong, and the Netherlands. Research was facilitated by evening MBA students at six different universities.

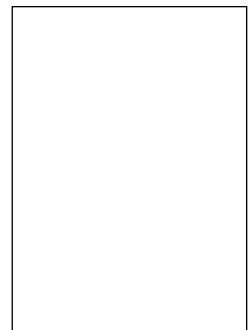
Hofstede’s said his presentation would be a unique preview of what will ultimately be a formal joint paper to be published upon the project’s completion.

The plenary will begin at 5:45 p.m. in Ballroom Section II of the

Vienna Hilton. Steve Kobrin is chair and Mary Brannen will serve as discussant.

Hofstede was the founder and first director of the Institute for Research on Intercultural Cooperation (IRIC), the Netherlands. In addition to serving as a senior fellow at IRIC, he is an emeritus professor of organizational anthropology at Maastricht University and an honorary professor at the University of Hong Kong.

Some of his books include “The Game of Budget Control” and “Culture’s Consequences,” the latter constantly being reprinted and available in both hardcover and paperback editions. He is consistently one of the most frequently listed authors in the Social Science Citation Index, once even surpassing Karl Marx.



Geert Hofstede

For the latest information on the 1998 Annual Meeting, including the most up-to-date version of the program, please visit our website at:

<http://www2.hawaii.edu/aib/events/1998/>

(or <http://cba.hawaii.edu/aib/events/1998/>)

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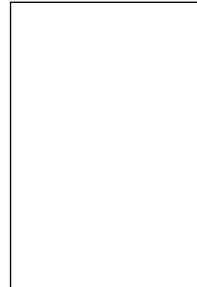
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Universidad Gabriela Mistral, Chile

JIBS

Tom Brewer, Editor
Georgetown University

會長的話

hui chang de hua

"Getting and Staying Connected"

The Asian cultures are especially well known for the importance they place on "relationships" and "connections" in both business and life. As a global organization of international business professors and institutions, it is important that AIB and its members adopt this cultural attribute and do all that we can to expand and enhance our relationships and connections with each other. Doing so opens up new and enhanced opportunities for research collaboration and further extensions of research done on a less global basis. It also provides enhanced opportunities for student and faculty exchange programs, collaborative degree

programs and executive education programs. It also helps each of our institutions bench mark what others are doing in terms of internationalization and other institutional activities. And perhaps most importantly, it provides each of us with additional and often different perspectives about business, academia, social/political events and trends, and life itself.

Attending the annual international and regional meetings of AIB is clearly one of the best ways to establish and maintain these types of relationships, yet less than a majority of members do so on a regular basis. While timing, travel distance and expense are typical and understandable attendance constraints, the value gained from attending is worth it and justifiable.

Another viable and less problematic option is making good use of the AIB-list server. It provides an fast and inexpensive way of getting input from other AIB members about course syllabi, cases and other pedagogical methods, research topics and techniques, and a host of other information (including good places to visit, stay, or dine in countries around the world...). Yet despite these advantages, only about two-thirds of AIB members currently subscribe to AIB-L. If you're not connected, you're missing out.

Another good "connecting option" is to make good use of the AIB Membership Directory to learn who is located where, interested in what, and how they can be contacted. However, any directory is only as accurate as the members maintain it with current information. So if you haven't recently checked the information it provides about you, please do so and notify the Executive Secretariat of any changes that need to be made about you!

As international business faculty, most of us stress the importance to students and business executives of establishing, maintaining and managing relationships from a business standpoint—and some of us from a "life learning" standpoint. Let's increase our own efforts to "walk the talk."

Jeffrey S. Arpan
AIB President

Innovations abound at Vienna meeting

The Vienna AIB conference has participants from many fields and many countries. This diversity presents a tremendous opportunity for us, and it is the greatest strength of our research community. The challenge has always been how to harness this diversity when

so much of our working life is separated into distinct functional areas with little cross communication. Many people in the AIB, especially past and current Presidents Don Lessard and Jeff Arpan, have encouraged efforts to fuse our multi-functional community into a more coherent whole.

We are introducing innovations to the conference this year to address this issue. Sessions are not defined by functional field. Indeed, great effort has been made to diversify the sessions across functions. Instead, each day begins with a plenary that offers a discussion of a theme that is related to most of the sessions that follow. The subsequent sessions are divided into 4 to 5 tracks that analyze a single question across 3 sessions.

To encourage further communication across functions, paper presenters are asked to speak for only 10 minutes. The discussant, who has 15 minutes, plays the integrating role in the session by commenting on common themes and by drawing conclusions. It is our intention that the sessions should be eventful, filled with discussion and ending with a sense of progress and direction.

So often, the unusual happens, and sessions

sparkle with discussion and controversy. But all this energy does not accumulate, and the conference proceeds at its own pace, almost indifferent to the fervor of individual sessions.

To provide for reflection and accumulation, each day will end with a 15 minute Village Meeting, open to all attendees, during which 4 to 5 rapporteurs will report on their tracks. A rapporteur from each track relays in 2 or 3 minutes what were the central questions and debates during the day. We expect these meetings to be peppered with both humorous and serious moments and to seize, finally, on the opportunity to fuse and integrate our diverse functional fields into a single community that represents the frontier of international research.

— Bruce Kogut
AIB Vice President, 1998 Program

The AIB Newsletter is proud to share the latest news about its members in its "Members on the Move" and "Just Off the Press" section. Send your professional accomplishments, such as book publications, promotions, and honors received, to:

aib@busadm.cba.hawaii.edu

Or send typed items and photographs by mail to:

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Honolulu, Hawai'i 96822-2223
USA

As of January 1998, copy deadlines are February 1 (Qtr. 1), May 1 (Qtr. 2), Aug. 1 (Qtr. 3) and Nov. 1 (Qtr. 4). Only items received on or before the first working day after the deadline will be considered for publication. Fax us at (808) 956-3261 for information regarding our advertising and other promotional services.

Welcoming the new Executive Board

We would like to congratulate the new officers for 1999-2000 and thank all who participated and voted in the election. The impressive list of candidates made it difficult for members to choose between them. As a result, all candidates enjoyed a strong showing, and several races were very close. The voter response was considerably better than in past years.

President: José de la Torre

José de la Torre is Professor of International Business Strategy at the Anderson School at the University of California, Los Angeles, and Director of UCLA's Center for International Business Education and Research. Formerly, he was Professor of International Business and Chairman of the Strategy and Environment Area at INSEAD (the European Institute of Business Administration) in Fontainebleau, France, a member of the faculty at the Institute of International Business, Georgia State University, and a Research Associate at the Harvard Business School. He is the author of over 40 books and articles and more than 30 case studies in the field of international business and strategy.

Vice President – 1999 Program: Stefanie Lenway

Stefanie Lenway is a Professor of Strategic Management at the University of Minnesota's Carlson School of Management. She teaches courses on the International Business Environment and Corporate Strategy in the Carlson School's MBA and executive MBA programs. Prior to coming to Minnesota she taught for two years at Washington University's School of Business in St. Louis. Her research — focusing on the impact of the General Agreement on Tariffs and Trade on U.S. international trade policy and the relationship between trade protection and corporate strategy in specific sectors — has been published in the *Academy of Management Journal*, the *Journal of International Business Studies*, and the *Strategic Management Journal*.

Vice President – 2000 Program: S. Tamer Cavusgil

In addition to his teaching at Michigan State University, research and mentoring activities, S. Tamer Cavusgil serves as Executive Director of the Center for International Business Education and Research (CIBER), a National Resource Center. He also serves as Director of Ph.D. Programs in Marketing and International Business. He lectures frequently on executive development programs and has taught in more than a dozen nations around the world. His teaching and research over the past 20 years have focused on international business and marketing, specifically the internationalization of the firm, internationalization of business education, global marketing strategy, and promotion of export activity by the public sector.

Vice President for Administration: Dong-Sung Cho

Dong-Sung Cho is currently Professor of International Business and Strategy at Seoul National University. He spent two years at Boston Consulting Group before joining the faculty at SNU in 1978. He was a visiting professor at Harvard Business School, INSEAD in France, Hitotsubashi University, the University of Tokyo, the University of Sydney, University of Michigan, Helsinki School of Economics and Business Administration, and Duke University. He has published thirty-one books and over eighty articles. His papers appeared in *California Management Review*, *Competitiveness Review*, *International Journal of Advertising*, *Long Range Planning*, *Organization Science*, and others. He has held a number of administrative positions at Seoul National University.

Members on the Move

Nicolas Forsans has joined the Centre for International Business at the University of Leeds (CIBUL), UK, as Foundation for Management Education (FME) Research Fellow in International Business. Forsans has been working over the last three years on the NAFTA's impact on multinational firms' strategies at the Universite de Paris 1 Pantheon-Sorbonne in France.

Harry G. Harris, Visiting Professor at the University of California, Davis, traveled to Australia in June and gave a series of speeches and lectures in five major cities. Topics included globalization issues in Pacific Rim nations and the Asian financial crisis. The program was organized by the American Embassy in Canberra, Australia Business and the Australian Institute of International Affairs.

Jean-Francois Hennart, Professor of International Business at the University of Illinois at Urbana-Champaign, was awarded on June 12 an Honorary Doctorate in Business Administration by the University of Vaasa, Finland, in recognition of his contributions to research in international business. He will spend the Academic Year 1998-1999 at the University of Tilburg in the Netherlands. His e-mail address there (from September 15, 1998) will be j.f.hennart@kub.nl.

Nagesh Kumar returned to New Delhi after serving for five years at the faculty of the United Nations University Institute for New Technologies to take up a Chair at the Research and Information System for the Non-aligned and Other Developing Countries. His new email address is nagesh@isid.delhi.nic.in.

William R. Pendergast has been named International Business Dean of the Year by the International Management Development

Association (IMDA). Pendergast is dean of the Fisher Graduate School of International Business at the Monterey Institute of International Studies in California. He received the award in June 1998 at the IMDA World Business Congress in Santo Domingo, Dominican Republic.

Jiten V. Ruparell has completed a Ph.D. in International Technology Transfer from Ohio State University and has been elected to the Board of Directors of the Technology Transfer Society — an international organization based in Chicago that has about five hundred members world wide.

Yahia H. Zoubir, Editor-in-Chief of the Thunderbird International Business Review (TIBR), has been appointed Academic Director of the Thunderbird French Geneva Center. His two-year appointment begins on August 27. Articles submitted for consideration to TIBR should still be addressed to the Thunderbird campus in Glendale, Arizona.

The International Business Programs at Baruch College will be enhanced by two additional faculty members: **Eugene Salorio** (Harvard DBA, formerly at Georgetown) and **Cliff Wymbs** (finishing his dissertation at Rutgers/Newark under John Dunning's supervision).

Just off the Press

George T. Haley (Director, Marketing and International Business Programs, University of New Haven) has just completed a book on the management of overseas Chinese firms with Chin-Tiong Tan (Singapore Management University) and Usha C. V. Haley (New Jersey Institute of Technology). The book, entitled *The New Asian Emperors: The Overseas Chinese, their Strategies and Competitive Advantages* (Butterworth-Heinemann, Oxford), explores systematically the private world of Chinese business through detailed interviews with CEOs. For further information, please contact kathryn.grant@repp.co.uk or jonathan.glasspool@rapa.com.sg

Klaus Meyer's study on *Direct Investment in Economies in Transition*, which was shortlisted by the AIB for the Richard Farmer Award in 1997, has now been published by Edward Elgar.

Lilach Nachum, Research fellow, ESRC Centre for business research, Cambridge University, UK, has written a book entitled, *The origin of the international competitiveness of firms: The impact of ownership and location in professional service industries*. The book will be published by Edward Elgar as part of the 'new horizons in international business' series.

Henry Wai-chung Yeung, Assistant Professor in the Department of Geography, National University of Singapore, has recently published *Transnational Corporations and Business Networks: Hong Kong Firms in the ASEAN Region* (London: Routledge, 1998). This book focuses on networks of business and personal relationships as a key means of transnational operations. For more information, e-mail Henry Yeung at geoywc@nus.edu.sg.

New Members

Ruth Aguilera-Vasques
 Hamed Al Hamed
 William P. Albrecht
 Brent B. Allred
 Ilan Alon
 Bjorn Ambos
 Yigit Andac
 Maria K.E. Andersson
 Ulf Andersson
 Gerhard Apfelthaler
 Gulden Asugman
 Pulle Austin
 H. Young Baek
 Bruce Barkus
 Zoe I. Barnsness
 Rajeev Batra
 Dorothea Baun
 Linda Beamer
 Josef H. Behofsics
 Erik Berglof
 Mousumi Bhattacharya
 Silke Borchert
 Marko Brunner
 Pablo M. Buitron
 Karen A. Burke
 Coruelia Busch
 Christina Butler
 Roland Calori
 Peter Carroll
 Ronald R. Cavanagh
 Joe Chau
 Homin Chen
 Shiou-Yu Chen
 Carmen C. Cheung
 Chang-Bum Choi
 Stephen Choo
 Anurag Choudhury
 Deborah A. Colton
 Angelica C. Cortes
 Beulah S. Coyne
 Jeremy Cripps
 Maria Crummet
 Erika Daines
 Mourad Dakhli
 Viktoria Dalko
 Howard Davies
 Sidney Davis
 Felisoni De Angelo
 James Dean
 Arun P. Dewasthali
 Wenyu Dou
 Tom Drape
 Herve Dunez
 David A. Durkee
 Jeff H. Dyer
 David D. Edgar

Steven Edmond
 Jody D. Evans
 Andre M. Everett
 Stephen Ewing
 Carlos Flavian
 Sandra K. Fleak
 Nicolas Forsans
 Mats Forsgren
 J. Rodney Francis
 Lewis A. Fraser Ii
 Luciano Fratocchi
 Manfred Fuchs
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 Peter J. Geib
 Axele Giroud
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 A.P. Gupta
 Thomas G. Gutteridge
 Bozhidar S. Gyoshev
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 Pyung Han
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 Paul S. Hempel
 Philippe Hermel
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 Holger Himmel
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 Ulf Holm
 Ingo Holzinger
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 Masakazu Imai
 Mazhar M. Islam
 Giles Jackson
 Jagat P. Jain
 Alain A. Jeunemaitre
 Stewart Johnson
 Geoffrey G. Jones
 Vicki L. Jones
 Saji K.B.
 Selvi Kandasami
 Michael Kane
 MARRHIAS KARMASIN
 Jeanne Kenison
 Tarun Khanna
 Hugo Jakob Kijne



U.S. MIDWEST CHAPTER CONFERENCE

MARCH 17-19, 1999
CHICAGO, ILLINOIS

Dongkyoon Kim
Hyeong-Tae Kim
Brad A. Kleindl
Richard Koffler
Ans Kolk
Jerry M. Kopf
Timo P. Korkeamaki
Arthur A. Kostaras
Kenneth Kraft
Seung-Ho Kwon
Ping Lan
Lucia Larmarque
Gregory Larson
Daniel A. Laufer
Timo K. Lauinger
Ralph A. Leal
Hakan Ledin
Jane Lemaster
Stan X. Li
Wen-Kuei Liang
Antonio Ferreira Lima
Hann-Chang Lin
Jose Luis Lizcano Alvarez
Gianni Lorenzoni
Marcilio R. Machado
Gene J. Malvino
Rujirat Mandhachitara
Clarence Mann
Tatiana S. Manolova
Mourad Mansour
Katy J. Mason
Brett Matherne
Vinitia Mathews
Alfredo J Mauri
Andres Mazaira
Philip G. Mclaughlin
David T. Merrett
Rusty Mae Moore
Arjen Mulder
Peter Murmann
Randall S. Musick
Barbara B. Myloni
Juro Nakagawa
William G. Neal
Geoffrey C. Nicholson
Murray Noel
Lee Nordgren
Aleks Z. Nowak
Susumu Ogawa
Nesrin Okay
Miguel R. Olivas-Lujan
Ebru E. Oydag
Joseph T. Page Jr.
Kang H. Park
Valentin Pashtenko
Timothy Pett

Milo C. Pierce
Arun Pillutla
Alexander D. Porthyagin
Eric D. Ramstetter
Donohue D. Randall
Carmen Recio-Ferrer
Tim S. Reed
D. Lance Revenaugh
Sandra Reyes Garcia
Emma J. Riddle
Diederik Rietveldt
Elisabeth Robin
Patrick C. Ross
Jiten V. Ruparel
Benjamin Sackmary
Pasi Sajasalo
Koji K.S. Sato
Karen E. Schnietz
Peter M. Shaw
Xinping Shi
Bong Sup Shim
Su-Chuan Shish
Xiaofu Si
John T. Sims
Rudolf Sinkovics
Tasman A. Smith
Leonor L. Sopas
John E. Spillan
Donald Spiteri
Chung-Sok Suh
Jan Svejnar
Moises Tacle
David Tallant
Danchi Tan
Ana Teresa Tavares
Bob Terpstra
Vicki Htwe Thein
Douglas E. Thomas
Michael A Trick
Chhomroth Annique Un
Douglas A.F. Van Den Berghe
Gabriele E. Van Tassell
Rob R.J.M Van Tulder
Marc J. Ventresca
Jose M. Ventura
Davina Vora
Mary J. Waller
Robert Ware
Peter Werner
Verner Worm
Congsheng Wu
Yoichi Yamamura
Mario Zaino
Maurizio M. Zollo

The annual meeting of the AIB U.S. Midwest Region will be held as a part of the Midwest Business Administration Association annual meetings in Chicago during March 17-19, 1999.

You are invited to submit papers and/or panel proposals that deal with any international business topic. Papers that cross traditional functional boundaries, span several borders, and deal with the broad conference theme, "A Century of Progress and Change," are especially welcome. A Proceedings issue is published and distributed at the conference. There is also a 'Distinguished Paper Award.'

Submission rules:

1. Three copies of the completed paper must be received by **October 1, 1998**.
2. Completed papers are not to exceed twenty double-spaced type-written pages including figures, tables and references.
3. A title page with a complete list of authors, addresses and phone numbers (and e-mail addresses if available) should be included as a cover sheet. The first page of text should include the title of the paper but not the authors' names or affiliations. Paper submissions to the conference are blind refereed. Papers should follow the style guidelines of Journal of International Business Studies.
4. Panel proposals must be complete and detailed as to a) the topic of the session, 2) who will present, and 3) what material will be presented.
5. Submissions must be original and must not have been previously published or previously presented at another conference.
6. All submissions should be sent to:

Preet S. Aulakh
Department of Marketing and Supply Chain Management
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N358 Business Complex
Michigan State University
East Lansing, MI 48824, U.S.A.
Phone: (517) 353-6381
Fax: (517) 432-1112
E-Mail: aulakh@pilot.msu.edu

UK CHAPTER CONFERENCE

APRIL 16–17, 1999
STIRLING, SCOTLAND

The UK Chapter 26th Annual Conference is titled
“International Business and Its European Dimensions.”

Researchers in all areas of International Business and related disciplines are encouraged to submit papers for the 26th Annual Conference of the AIB UK, and papers within the conference theme are particularly welcome.

The Academy is particularly interested in developing strands within this broad theme which embrace interdisciplinary perspectives, covering the analyses of economic, social and political dimensions of contemporary Europe and its future. All papers will be double blind refereed. Competitive papers will be published in the conference proceedings, with ISBN number. A selection of papers on the conference theme will be edited and published in the Macmillan - AIB Series in International Business.

Format: Four paper copies and a disk of the full text in Word for Windows 6. The documents must be submitted in the Macmillan house style format (see website for full guidelines). Faxed submissions will not be accepted.

Deadline for submission: **10 January 1999**

All papers should be submitted to:

Professor Michael Hughes.
Department of Management & Organization
Faculty of Management
University of Stirling
Stirling, FK9 4LA

E-mail: AIB26@stir.ac.uk
Web page: [Http://www.stir.ac.uk/manorg](http://www.stir.ac.uk/manorg)

AIB-L Mailing List

The AIB maintains the e-mail mailing list AIB-L to expand our online offerings and provide greater connectivity between AIB members. AIB-L traffic is moderate (approximately 15 to 20 messages per week), consisting of AIB notices, conference and position announcements, and requests for research information and advice. AIB-L has already helped several scholars find collaborators and locate resources. Approximately, 1400 members subscribe to the list

AIB-L QUICK REFERENCE

Send all commands in the body of an e-mail message to listproc@hawaii.edu. All commands must be sent from the e-mail account that will receive AIB-L postings.

To subscribe:

SUBSCRIBE AIB-L FIRST LAST

Replace FIRST and LAST with your first and last name. For example:

SUBSCRIBE AIB-L JENNY SHIMIZU

This will help us find your account if you have any questions or problems.

To unsubscribe:

UNSUBSCRIBE AIB-L

Note that you do not include your name when issuing this command. You must send the message from the e-mail address that is subscribed to the list.

To postpone:

SET AIB-L MAIL POSTPONE

This will temporarily stop AIB-L mailings, useful if you go on vacation.

To resume:

SET AIB-L MAIL ACK

This reactivates your subscription after it's been postponed.

To switch to digest mode:

SET AIB-L MAIL DIGEST

This sends you weekly compilations of messages sent to AIB-L.

To return to individual distribution:

SET AIB-L MAIL ACK

This allows you to switch back to receiving postings as individual messages.

For more help:

HELP

If it says you're not subscribed:

If you get an error message even though you've been receiving mail from AIB-L, chances are your e-mail address has changed or varies for some reason. Send an e-mail message containing the error message and any information about old e-mail accounts you can remember to rozawa@busadm.cba.hawaii.edu.

Vienna

QUICK REFERENCE & CONTACT INFORMATION

Local Currency: The local currency is Austrian Schilling (ATS).

Exchange Rate: ATS12.55 per US\$1 as of August 15, 1998.

Banks and Money Exchange: Opening hours are: 8 a.m. to 12.30 p.m. and 1.30 p.m. to 3 p.m. On Thursdays banks are open until 4.30 p.m. On Saturdays and Sundays all banks are closed. Changeomats for foreign currencies are located at St. Stephen's square, in the Kärntner Straße and in the hotel Hilton is a money exchange bureau

(open daily from 10 a.m. to 6 p.m.). All major credit cards (Visa, Euro/Mastercard, American Express, Diners Club) are accepted in Vienna.

Post Office: Opening hours are: 8 a.m. to 12 p.m. and 2 p.m. to 6 p.m. from Monday to Friday.

Shopping: Most shops are open between 9 a.m. and 6.30 p.m. on weekdays and from 9 a.m. to 5 p.m. on Saturdays. All shops are closed on Sundays and public holidays.

Electricity: 220 V, 50Hz

Vienna Information on the Web:

<http://www.viennaonline.at/>

<http://austria-info.at>

<http://www.anto.com/>

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Host School

Local Co-Chairs:
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Wirtschaftsuniversität Wien
Institute of International Marketing &
Management
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Fax: +43-1-31336-793
E-Mail: bodo.schelegelmilch@wu-wien.ac.at
arnold.schuh@wu-wien.ac.at

HONG KONG BAPTIST UNIVERSITY

Thunderbird
The American Graduate School of International Management

Latin American Studies

The Department of International Studies at Thunderbird invites applications for a senior, tenure track position in Latin American Studies at the rank of Full Professor beginning in Fall, 1999. Thunderbird offers a single professional degree, the Master of International Management, and most graduates go to work for international corporations. Preference will be given to applicants specializing in the Southern Cone and/or Andean regions.

Qualifications: The position requires excellence in both teaching and research/publication. Preference will be given to the candidate with active research agendas that focus upon topics and issues relevant to the interests and concerns of the professional manager of international operations in the business, government, and/or not-for-profit sectors. The Thunderbird program is interdisciplinary and a working, applied knowledge of Latin American language(s), history, culture, politics, economics, and business practices is essential.

The School: Thunderbird, based in the metropolitan Phoenix area (with operations in more than 20 countries in the world), is a leader in the teaching of global business management to graduate students and executives. Accredited by the AACSB, Thunderbird ranks as U.S. News and World Report's number one international business graduate school.

Letter of application and full curriculum vitae are due at the address below by October 15, 1998.

Chair, Latin American Studies Search Committee
International Studies Department
Thunderbird, The American Graduate School
of International Management
15249 North 59th Avenue
Glendale, AZ 85306-6011 USA

EEO/M/F/D/V

SIMON FRASER UNIVERSITY

Faculty Position in International Business

The Faculty of Business Administration at Simon Fraser University invites applications for a tenure-track appointment in international business. A Ph.D. in hand or near completion is required. Rank: Assistant or Associate. Successful candidates will have strong research and teaching abilities with an established research program in international business and an interest in teaching at both the undergraduate and graduate levels. Start date: September, 1999 or at a mutually agreed upon time.

In accordance with Canadian Immigration requirements, this announcement is directed, in the first instance, to Canadian citizens and Permanent Residents. Simon Fraser University is committed to the principle of equity in employment and offers equal employment opportunities to qualified applicants. All positions are subject to budgetary approval.

Send curriculum vitae and the names of three referees to: Dr. Lawrence T. Pinfield, Chair, Appointments Committee, Faculty of Business Administration, Simon Fraser University, 8888 University Drive, Burnaby, British Columbia V5A 1S6 CANADA.

The search will close on November 30, 1998 or when the position has been filled.

**UNIVERSITY OF PENNSYLVANIA
POSITION ANNOUNCEMENT
MULTINATIONAL MANAGEMENT**

The Department of Management of the Wharton School is recruiting for a tenure track position in Multinational Management. Although we have a preference for entry-level candidates, we would be willing to consider applications at all levels.

Multinational Management is a research area. Other areas include: Strategy, Organizational Behavior, Human Resources Management and Entrepreneurship. Applicants should be solidly grounded in one of these areas, or in a relevant social science discipline, and demonstrate strong international interests.

The Wharton School and the Department of Management are fully committed to globalization. The student body is very international and an innovative and exciting program is in place which will globalize the curriculum, students, and faculty. As Multinational Management is an integral part of the Department, faculty have a unique opportunity to pursue international and functional management interests in research and teaching.

Successful candidates will be able to demonstrate outstanding research potential as well as a strong interest and competence in teaching. Applicants for other than entry level positions should have a solid record of publication in first rate academic journals.

The University of Pennsylvania is an equal opportunity employer and takes its obligation in that area very seriously. **Please indicate in your cover letter which areas you wish to be considered.**

Send application materials—cover letter, cv, 3 letters of recommendation, sample publications and abstracts—**preferably** via E-mail with attachment (Word or WordPerfect preferred) to:

recruiting@management.wharton.upenn.edu

OR by mail to:

Chair, Department of Management
The Wharton School
University of Pennsylvania
2028 Steinberg-Dietrich Hall
Philadelphia, PA 19104-6370

Applicants should send materials by November 1, 1998.

AA/EEO Employer

Thunderbird
The American Graduate School of International Management

Chair, Department of International Studies

The Department of International Studies is seeking a Department Chair.

Qualifications: Earned Ph.D. in international studies or related field. Record of excellence in teaching and scholarly activity to warrant appointment as a full professor.

Demonstrated ability to lead, nurture and work well with a faculty of diverse backgrounds and disciplines to build a dynamic international studies department oriented to the needs of the business community. Candidate must value the impact of new information and communications technologies, the increased interface of peoples with diverse backgrounds and cultures, and the growth in regional alliances. Academic management and experience in managing and implementing educational changes desirable. Interest in an interdisciplinary (international studies, international business and modern languages) curriculum, overseas programs and executive education. Proficiency in a second language desirable.

The School: Thunderbird, based in the metropolitan Phoenix area (with operations in more than 20 countries in the world), is a leader in the teaching of global business management to graduate students and executives. Accredited by the AACSB, Thunderbird ranks as U.S. News and World Report's number one international business graduate school.

Letter of application and full curriculum vitae are due at the address below by October 15, 1998.

Chair, Department Chair Search Committee
International Studies Department
Thunderbird, The American Graduate School
of International Management
15249 North 59th Avenue
Glendale, AZ 85306-6011 USA

EEO/M/F/D/V

Thunderbird
The American Graduate School of International Management

Cross/Cultural/Intercultural Specialists

The Department of International Studies is seeking two academic professionals for tenure-track faculty positions to teach, conduct research and serve the institution's stakeholders, focusing on cross-cultural interactions in a global business context. One position is at the professor level, and one is at the assistant professor level beginning in fall, 1999.

Qualifications: Earned Ph.D. in the behavioral sciences (psychology, social psychology, intercultural communications, organization behavior and related disciplines). Demonstrated record of teaching excellence at the graduate level. Capacity and commitment to create and publish scholarly research with an applied international business focus. Ability to collaborate with colleagues in similar and related academic disciplines. Interest in participation in executive education programs as the need arises. Overseas living/working experience and a second language highly desirable.

The School: Thunderbird, based in the metropolitan Phoenix area (with operations in more than 20 countries in the world), is a leader in the teaching of global business management to graduate students and executives. Accredited by the AACSB, Thunderbird ranks as U.S. News and World Report's number one international business graduate school.

Letter of application and full curriculum vitae are due at the address below by November 15, 1998.

Chair, Cross-Cultural Search Committee
International Studies Department
Thunderbird, The American Graduate School
of International Management
15249 North 59th Avenue
Glendale, AZ 85306-6011 USA

EEO/M/F/D/V

CHINESE UNIVERSITY OF HONG KONG

**ASSISTANT PROFESSOR
INTERNATIONAL AGRIBUSINESS MANAGEMENT
DEPARTMENT OF AGRICULTURAL AND
CONSUMER ECONOMICS
UNIVERSITY OF ILLINOIS AT URBANA-CHAMPAIGN**

Depending on preference and qualifications of the incumbent, up to a 25% joint appointment with Department of Business Administration may be appropriate. Appointment: 9-month tenure-track teaching/research position available for Fall 1999.

Qualifications: Ph.D. in management, agricultural economics, business administration, economics, or related field.

Responsibilities include: 1) developing a nationally recognized research program in the field; 2) contributing to the Food and Agribusiness Management program—a teaching, outreach and research collaboration between the Departments of Business Administration and Agricultural and Consumer Economics; 3) teaching usually two courses per year at the undergraduate and/or graduate levels.

Letters of application (including a vita, publication list, graduate transcripts and the names, addresses and phone numbers of three to five references) should be sent to:

Robert J. Hauser
University of Illinois
Department of Agricultural and
Consumer Economics
332 Mumford Hall
1301 W. Gregory Drive
Urbana, IL 61801

To receive full consideration, completed applications should be submitted no later than November 10, 1998.

The University of Illinois is an Equal Opportunity Employer.

C A L L F O R P A P E R S

**International Conference on
French Direct Investment in the U.S.:
Policy and Lessons**

MAY 21, 1999 (TENT.)
ATLANTA, GEORGIA

Organized by the Georgia Tech Center for International Business Education and Research in collaboration with the French American Chamber of Commerce, French Trade Advisors Group, and various US and French government entities.

France is one of the top five direct investors in the United States yet the level of knowledge of French FDI in the US remains surprisingly inadequate. This international conference is addressed both to researchers and decision makers. Papers will be published in a proceedings and disseminated broadly. The Conference seeks to fill a relative knowledge gap by focusing on the following areas, among others:

- French FDI in the US: rationales, trends, and patterns — past and future
- French FDI in the US and global competitiveness
- Case studies in select industry sectors
- Management style, organizational structure and corporate strategy of French operations in the US
- Strategic alliances and co-partnerships
- Comparisons with other major OECD countries' investment approaches in the US
- The special place of French industrial policy in FDI
- The role of French MNEs in FDI

Proposals and questions should be directed to Prof. J.R. McIntyre, Director, GT CIBER, DuPree College of Management, Georgia Tech, Atlanta, GA, USA, 30332-0520, phone (404) 894-1463, fax (404) 894-6625, e-mail ciber@mgt.gatech.edu.

BALAS

Globalization, Economic Reforms and Development in Asia Pacific Region

An international meeting on the above subject will be held at Sydney, Australia on July 8-11, 1999. It is sponsored by State University of New York at Binghamton and University of Western Sydney, Macarthur. Topics related to Asian Crisis, Shift in Global Manufacturing, Investment and Trade, Ethics, Governance and Accountability, International Trade Reform, Labor Market Reforms, Strategies for Growth, Environmental Repercussions, Role of Financial and Development Institutions, Regional Impacts, Conflicts and Arms Spending, etc. will be covered. Persons interested to participate are requested to send (1) complete address; (2) one page abstract of the paper; (3) (U.S.) \$100 registration fee payable to University of Western Sydney - Macarthur.

Manas Chatterji
School of Management
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Fax: 61 (046) 266 683
P.Gangopadhyay@uws.edu.au

Advertising in the AIB Newsletter

The AIB accepts advertising for quarter, half, or full-page announcements. Ads must be submitted camera-ready or on disk. Contact the AIB Secretariat by fax (808-956-3261) to receive a price list and further information. Copy-deadlines are Feb. 1 (Qtr. 1), May 1 (Qtr. 2), Aug. 1 (Qtr. 3) and Nov. 1 (Qtr. 4).

Dimensions:

Full-page	19.05 x 23.035 cm	7.5 in. x 9.069 in.
Half-page (vertical)	9.275 x 23.035 cm	3.651 in. x 9.069 in.
Half-page (horizontal)	19.05 x 11.4 cm	7.5 in. x 4.5 in.
Quarter-page	9.275 x 11.4 cm	3.651 in. x 4.5 in.

Hard-Copy Submissions:

Please make sure a laser-printed, high-resolution (600dpi+) black-and-white hardcopy arrives at our office by mail before the ad deadline. Also, if available, send on a separate sheet a larger copy of your logo as well as any other graphic elements that are included in the ad. As a backup, fax a copy of the ad to 808-956-3261. Send the text of the ad in an e-mail message as plain DOS or ASCII text to aib@busadm.cba.hawaii.edu.

Electronic Submissions:

Our newsletter is assembled using Adobe PageMaker version 6.5 on the Macintosh. Please send your PageMaker 6.5 file with any graphic files (TIFFs) and special fonts. Alternatively, the text file, graphic files, and special fonts can be sent so that we can create your ad. As with the hardcopy option, please fax a copy of the ad to 808-956-3261, and e-mail the text to aib@busadm.cba.hawaii.edu.



AIB INSTITUTIONAL MEMBERSHIP APPLICATION

ACADEMY OF INTERNATIONAL BUSINESS

Terms of Membership: For an annual fee of US\$1,000, a school may designate two faculty members to receive AIB membership and two to receive registration at the AIB annual meeting. Additionally, a Ph.D. candidate may be nominated to receive membership and registration at the meeting provided he or she commits to attend the Doctoral Consortium. Each participating institution will be recognized once a year in both the AIB Newsletter and the annual meeting program.

Institution's Contact Information

Please print clearly or type and remit payment with form.

First Name	Initial	Family Name	
Position/Title		Organization	
Street Address			
City	State	Country	Postal Code
Telephone		Fax	
e-mail			

Make cheques payable to the **Academy of International Business**. Applicants outside the U.S. are requested to pay by credit card or to remit funds by means of international money order denominated in U.S. dollars or by check drawn upon a U.S. bank. Foreign cheques must have micro-encoded banking information, including the ABA routing number at the bottom of the cheque, a U.S. bank address and have the U.S. dollar amount imprinted on them. (Federal Employer ID #23-7442958).

You must return this form (or a copy) with your payment to assure proper recording.

AMOUNT PAID: \$ _____ (Dues for _____ years.)

METHOD OF PAYMENT:

- Cheque (No.: _____ Date: _____)
- Credit Card (Circle: MasterCard / VISA / AMEX/ Diners / Discover)

Credit Card Number _____

Expiration Date: _____ / _____ (Month/Year) _____

Signature (if credit card payment) _____

MAIL TO:

Academy of International Business
University of Hawai'i at Manoa - CBA
2404 Maile Way (C-306)
Honolulu, HI 96822-2223 USA

FAX TO:

1-(808) 956-3261

Names of Nominees

Please write the names of individuals at your institution who will receive these benefits below and attach a copy of the individual membership form on the next page for each person nominated. Check off the box for "Institutional Nominee" on the form.

Our institution nominates the following two individuals to receive AIB membership for one year.

First Name	Initial	Family Name	
Position/Title		Fax Number	
e-mail			
First Name	Initial	Family Name	
Position/Title		Fax Number	
e-mail			

Our institution nominates the following two individuals to attend the AIB Annual Meeting in Vienna, October 7-11, 1998.

First Name	Initial	Family Name	
Position/Title		Fax Number	
e-mail			
First Name	Initial	Family Name	
Position/Title		Fax Number	
e-mail			

Our institution nominates the following Ph.D. student from our institution to receive AIB membership for one year and attend the annual meeting in Vienna.

First Name	Initial	Family Name	
Year in Program		Fax Number	
e-mail			



AIB MEMBERSHIP APPLICATION

ACADEMY OF INTERNATIONAL BUSINESS

Action(s): New Membership Renewal Address Correction

Type of Membership: Regular-\$68 Student -\$45 Low Income -\$45* Institutional Nominee-\$0

Current member sponsoring dues for new member

Your Name and ID Number (If Applicable)

Please print clearly or type and remit payment with form.

Family Name		First Name		Initial	
Street Address					
City		State		Country	
Postal Code					
Telephone			Fax		
e-mail					
Position/Title			Organization		
Highest Degree			Alma Mater		
Disciplines		Research Interests			
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

See membership directory or website at <http://www2.hawaii.edu/aib/aibinfo/structur/resint.htm> for code list.

Make cheques payable to the **Academy of International Business**. Overpayments will be processed as gifts to the AIB Foundation and/or the Adopt-A-Library program and acknowledged in the AIB Newsletter. Applicants outside the U.S. are requested to pay by credit card or to remit funds by means of international money order denominated in U.S. dollars or by check drawn upon a U.S. bank. Foreign cheques must have micro-encoded banking information, including the ABA routing number at the bottom of the cheque, a U.S. bank address and have the U.S. dollar amount imprinted on them. (Federal Employer ID #23-7442958).

FOR OFFICE USE:
AMOUNT: _____
NAME: _____
DEP.#: _____
CHECK#: _____
DATE: _____
AREA: _____
REGION: _____

AMOUNT PAID: \$ _____ (Dues for _____ years.)

METHOD OF PAYMENT:

- Cheque (No.: _____ Date: _____)
- Credit Card (Circle One: MasterCard / VISA / AMEX/ Diners / Discover)

You must return this form (or a copy) with your payment to assure proper recording.

MAIL TO:

Academy of International Business
University of Hawai'i at Manoa - CBA
2404 Maile Way (C-306)
Honolulu, HI 96822-2223 USA

FAX TO: (808) 956-3261

Credit Card Number

Expiration Date: ____ / ____ (Month/Year)_____

Signature (if credit card payment)

* Low income memberships are offered to individuals with gross annual incomes below US\$25,000.