

ACADEMY OF INTERNATIONAL BUSINESS

Vol. 4, No. 4

NEWSLETTER

Fourth Quarter 1998

Vienna
AIB 1998

See pages 1 & 8 to 11 for the highlights of this year's meeting.

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Fabulous AIB Meeting in Vienna

As one of the most elegant AIB meeting sites to date, the 1998 annual meeting in Vienna exceeded the highest expectations of the over 600 participants. Wirtschaftsuniversität (WU-Wien) was a wonderful host and Vienna was the perfect venue with history, shopping and cultural events around every corner. Despite the many potential distractions, the thoughtfully planned meetings were well-attended and full of memorable moments for all participants. Everyone was grateful to Program Chair Bruce Kogut for organizing an unique and

The dance at the historical Rathouse exceeded everyone's expectations.

continued on page 8

See you in Charleston in 1999!

Note that the 1999 Annual Meeting in Charleston, South Carolina is scheduled for **November 20-23**, the weekend before Thanksgiving. Consequently, we are urging participants to make their hotel reservations and flights early so as not to be left without any. See **pages 14 & 15** for details on the hotels in Charleston and information on how to book your air tickets without having to pay for them until a month before the meeting.

Entrance to Charleston Place, the 1999 meeting venue.

The 1999 Call for Papers is on pages 12 & 13.

For the most up-to-date AIB information, please visit our website at:

<http://www.hawaii.edu/aib/>

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

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JIBS

Tom Brewer, Editor
 Georgetown University

Message from the Heart...



As my term of office comes to an end this December, I want to take this opportunity to gratefully acknowledge and thank my co-conspirators who served with me over the past two years on the AIB Executive Board, as well as many other individuals.

Mike Kotabe got us off to great start in 1997 with the wet and wild annual meeting in Monterrey, Mexico and helping us establish linkages with CLADEA and institutions in Latin America. Bruce Kogut did an equally superb job this past October of putting together a magnificent program in Vienna, culminating in a cultural event (Viennese ball) that will remain forever even in the memory of even absent minded professors. Susan Trussler did a wonderful job of strengthening and enhancing relationships among AIB chapters and with the Executive Board, and in making sure that the Board didn't bankrupt the Executive Secretariat, or vice versa. Don Lessard kept all of us on track with the directions set by the previous Board, helped manage successfully the transition of JIBS, and always provided thoughtful and brilliant insights and advice to his much-in-need presidential successor. And Jim Wills and Laurel King continued their historic "behind the scenes" running of the Academy, continually negotiating better arrangements and doing all the thankless, detailed work that makes the rest of the board appear far better and wiser than we would otherwise.

I would also like to thank the administration, faculty and staff of ITESM and Wirtschaftsuniversitat Wien for doing such a wonderful and deeply appreciated job of hosting our annual meetings in Monterrey and Vienna, and the organizations they were able to convince to provide financial support. Similar and equally important thanks go to their counterparts that host and sponsor AIB's chapter meetings. Without such support, AIB would questionably exist.

Finally, I wish to thank all members of the AIB for their support and involvement in the Academy during the past two years. As a result of many individual and collective efforts, we've added many new members, lots of young blood and vibrant energy, and a stronger and deeper sense of connectedness to each other and to other organizations and institutions. We're also far more engaged in research about truly important issues affecting the world in which we live. Without such membership support and commitment, these results simply would not have happened. AIB now heads into the coming millennium with a stature and structure commensurate with its mission.

Our best wishes now go forward to the new Executive Board for a successful, memorable and meaningful entry into the next millennium.

Jeffrey S. Arpan
 AIB President

Why Institutional Membership?

If your school has an international business focus, the best way to communicate this to your faculty and the rest of the world is to become an institutional member in the AIB. With institutional membership, you can nominate two junior faculty to receive AIB membership and send two persons to our annual meeting with complimentary registration. Getting faculty to become involved in the AIB is a great way to internationalize your curriculum and research interests. As an added bonus, you can choose one promising doctoral student to receive a student membership and complimentary annual conference registration.

The cost of institutional membership is \$1000 annually. Institutional members will be listed in the first quarter newsletter every year. There will be an opportunity at the annual meeting to interact with other institutional member schools and share ideas for internationalizing your faculty and curriculum. See *page 23* for the institutional membership form.

NEWSLETTER INFO

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:

**Laurel King, AIB Administrator
2404 Maile Way, C-306
College of Business Administration
Honolulu, Hawai'i 96822-2223
USA**

As of January 1998, copy deadlines are

- February 1 (Quarter 1)
- May 1 (Quarter 2)
- Aug. 1 (Quarter 3)
- Nov. 1 (Quarter 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.

REQUEST FOR PROPOSALS Host School for 2002 Annual Meeting

The AIB is seeking proposals from schools in North America and the Caribbean wishing to host the 2002 AIB Annual meeting. The host school, in consultation with the Executive Secretariat, must identify the meeting venue, handle the logistics with the hotel, plan site visits to locations of interest in the area (e.g. factory tours), and provide on-site staff support during the conference. The host school, which is critical to the success of the AIB Annual Meeting, traditionally sponsors an evening dinner or a similar gala event which showcases the institution and local culture. In the past, host schools have arranged government and/or corporate sponsors that have also hosted a dinner, luncheon, or reception. These occasions have been used to give a briefing of the investment opportunities and the economic climate in the area or to have a senior corporate officer give a brief speech.

The elected AIB Vice President – 2002 Program will be responsible for the conference program. This involves selecting the conference theme and managing the research paper solicitation, selection, and program organization. This activity is done in close cooperation with the AIB Secretariat and the Host University.

A host school representative should attend the prior conference as well as the AIB board meeting that occurs just before the conference for face-to-face planning. The Spring AIB Board meeting often takes place at the conference location, providing an opportunity to go over the final details of the Fall conference. It would be very useful for one or two staff members to go to the 2001 meeting to help with the conference in order to learn how an AIB meeting is run.

There are two cost items that the host school will be expected to fund: the cost of one gala event sponsored by the host school and the costs for support staff. Regarding support staff, a person at the host school is assigned primary responsibility for host school activities. This person should have a part-time graduate assistant or administrative assistant to work on the conference beginning at least six months prior to the start date. During the conference, the host school must provide staff for check-in and on-site registration as well as AIB office coverage. (During the peak registration period, up to ten staff members will be required.) The host school staff will work in close coordination with the AIB Secretariat. Depending on the locale, additional staff may be required for the airport, buses, etc.

Send your proposal to: *AIB Executive Secretary* James R. Wills, University of Hawaii, CBA, 2404 Maile Way, Honolulu, HI 96822 USA

or e-mail **aib@busadm.cba.hawaii.edu** if you have any questions. Include an endorsement signed by your Dean, or another VP with budget authority, indicating the institution's financial support for the above cost items.

Members on the Move

VICTOR CHILDERS has spent two weeks during September 1998 with the State Pedagogical University in Pskov, Russia. This consultancy was sponsored by Citizens Democracy Corps and included a series of lectures on business and economics.

EPHRAIM CLARK, Editor of *European Journal of Finance*, has been named the Finance Chair at Middlesex University. He will be leaving the CERAM School of Management, which he has served for the last five years as Professor of Finance and Head of the Finance Department.

MAURO F. GUILLEN, Assistant Professor at the Wharton School, is spending the 1998-1999 year at the Institute for Advanced Study in Princeton, New Jersey, as a Guggenheim Fellow.

LEO V. RYAN, C.S.V., Professor of Management of DePaul University, served as Visiting Professor at the Helsinki School of Economics and Business Administration, International BBA Center, Mikkeli, Finland, from October to November 1998. In January 1999, he will be Visiting Professor at the Poznan School of Economics, a Weekend MBA Program offered in cooperation with Georgia State University. During February and March 1999, he will return as Visiting Professor to The School of Law and Administration, Adam Mickiewicz University, Poznan, Poland, where he previously served as a serial Fulbright Professor in 1994, 1995, and 1996. While in Poznan, he will deliver a mini-course at the Poznan School of Management and Banking during March 1999.

HANS THORELLI, Professor of Business Administration Emeritus in Indiana University, taught a semester course on International Business Strategy around the International Operations Simulation (INTOPIA). The simulation is up and running in 45+ countries. An Edicion Espanola has just been published.

PAUL VERDIN, a Professor in International Management and Strategy at the Catholic University of Leuven in Belgium, recently won, for the second time, First Prize in a case competition. The case competition was organized by European Foundation for Management Development (EFMD). He won the 1998 First Prize in European Management with the following case and teaching note: Eureka Alliance--Building a Pan-European Network in Insurance and Banking, Case A, B, C.

D. STEVEN WHITE has joined the faculty at the University of Massachusetts-Dartmouth. A 1996 graduate of Cleveland State University's DBA program, he has been awarded the Journal of Marketing Education's Outstanding Article of the Year for the past two years (1996 and 1997). In addition, he was recently elected to the AMA Global Marketing Special Interest Group's Board of Directors.

Just Off the Press

SUK H. KIM, Coordinator of International Business at the University of Detroit Mercy and **SEUNG H. KIM**, Director of International Business Institute at St. Louis University, have published *Global Corporate Finance*, Text and Cases, 4th edition, through Blackwell Publishers. For more information, visit:

● <http://www.mich.com/~kimsuk/>

Z. JUN LIN of the University of Lethbridge, Canada, **DAVID. C. YANG** of the University of Hawaii at Manoa, USA, and **LI-YAN WANG** of Peking University, China have published *Accounting and Auditing in China* through Ashgate. The book, which provides an updated introduction to accounting and auditing in China, covers subjects like accounting administrative systems, qualifications and responsibility of Chinese accountants, accounting regulations, and financial reporting. For more information, visit:

● <http://www.ashgate.com>

JOHN A. MATHEWS, Professor of Managing Business in Asia Program at Australian National University, and **DONG-SUNG CHO**, Professor of Business Administration at Seoul National University, have coauthored "**Combinative capabilities and organizational learning in latecomer firms: The case of the Korean semiconductor industry.**"

The revised paper appears in *Journal of World Business*, Vol. 33, No. 4, December 1998.

CARL A. NELSON, Professor of International Business at the International School of Management and President of Global Business Systems, has recently published *IMPORT/EXPORT: How to Get Started in International Trade and International Business: A Manager's Guide to Strategy in the Age of Globalism--Second of the "Global Manger Series."* To order, contact the International Thomson Business Press Paperback at 1-800-842-3636 or www.itbp.com.

LEO V. RYAN, Professor of Management in the Kellstadt Graduate School of Business at DePaul University, has coauthored with Professor Richard J. Hunter, Jr. of Seton Hall University, a multi-disciplinary study which examines Polish political and economic development from World War II to the present. The book, *From Autarchy to Market: Polish Economics and Politics, 1945-1995* (Westport, Conn.: Praeger Publishers) is a comprehensive, thoroughly-integrated documented study presented in a non-technical manner. For further information, contact Alax Petri at apetri@greenwood.com. To order, call 1-800-225-5800. Mention the source code, F227, to receive a 20% discount.

ALLEN J. SCOTT is pleased to announce the recent publication of his new book, *Regions and the World Economy: The Coming Shape of Global Production, Competition, and Political Order*, published by Oxford University Press in its business series.

BRENDA STERNQUIST of Michigan State University has published *International Retailing* through Fairchild Press, New York. The book, which is based on 14 years of international retailing research, is available through the publisher or amazon.com.

REZA VAGHEFI, Chair of AIB-SE, is the senior author of the forthcoming book, *Strategic Management for XXIst Century*, published by CRC.ST Lucie Press in November 1998. The first result of his continuing research on strategic leadership and international competitiveness was published in the April 1998 issue of the International Strategic Management Journal in U.K., England. Both works have been co-authored by Alan Huellmantal, the former Planning Director at Pharmacia-Upjohns, of Kalamazoo, Michigan.

New Members

New Institutional Members

Chapman University
Cranfield School of Management
Echelon Institute of Mgmt.
Development
Georgia State University
The George Washington University
Truman State University
University of Maryland
University of New South Wales
University of San Francisco
University of Scranton
York University

New Members

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Margaret E.W. Alexander
Nawaf J. Al-Husseine
Rashid M. Al-Qenae
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Pedro S. Aquino
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Keunen Arjan
Birgit Bacher
Sarah T. Beaton
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Constantin Bisanz
Lyubov A. Bogun
Karl Bonnedahl
Susan C. Borkowski
William Bradberry
Eric C. Brown
Kraiwinee Bunyaratavej
Brent M. Burmester
Ludovic Cailluet
Cynthia Cann
Craig Canter

Jorge Miguel Carrillo
Rebecca Chan
Piotr Chelminski
Da-En Chen
Chun-Tseng Chin
Young-Gon Cho
Alex Christofides
Wujin Chu
Timothy Clark
Ruth Clarke
Joseph A. Clougherty
Corinne Coen
Donna K. Cooke
Lawrence Cunningham
Angela Da Rocha
Ali Dastmalchian
Claudio De Mattos
Peter Dean
Magali Delmas
Pavlos Dimitratos
Vlado Dimovski
Peter Doeve
Angela Dus
Stefan Eghbalian
Bjoern Z. Ekelund
Abbas Entessari
Felicitas Evangelista
Ian Fillis
Louise M. Fletcher
Oscar A. Flores
David Floyd
Stuart J. Ford
John Fox
Barry A. Gerhart
Pankaj Ghemawat
Ilya Girson
Henrik Glimstedt

New Members

Elisabeth Goetze
George Bearnard Graen
Matthias Vasco Grieder
Shruti Gupta
James P. Guthrie
Daniel Hacki
Charles Hall
Eddie Hand
Jan Hansen
Margaret Hanson
Christian Harm
Maria Hasenhuttl
Peter Haug
Jaswinder Singh Hayer
Ewa Helinska-Hughes
M. Monica Her
Enda Hession
Wilton E. Heyliger
Brian Hilton
Glenn Hoetker
Bernhard Hoetzl
Christine M. Holmstrom
Gerald Huang
H. Fenwick Huss
James Jackman
Carol K. Jacobson
Vinod Jain
Odile E.M. Janne
Ruihua Jiang
Robin John
Ronald D. Johnson
Wayne Jones
Marios I. Katsiolouides
Saleema Kauser
Chang Wan Kim
John R. Kimberly
Carl J. Kock
Gabriele Kohler
Christina Kus
Carol A. Lawrence
Seung H. Lee
Sung-Hoon Lim
Ken A. Linnau
Jacques Liouville
Xiaming Liu
Karen D. Loch
Heinz Lohninger
Yuen Kwan Mak
Richard D. Marcus
Fauze Mattar
Leslie J. May
Owen C. Maywah
Stephen McCormick
Steve McGuire
Jim G. McLoughlin
Sandra A. Mottner
Michael Muller
Terence Murphy

Eugene Muscat
Hong T. Nguyen
Farhang Niroomand
Robert L. Ostergard, Jr.
Savas Ozatalay
Mary Y.N. Pang
Ki-Sung Park
Donovan Penrose
Gita Piramal
Kip M. Pirkle
David John Pollaro
Elaine Potoker
George V. Priovolos
Derek Pugh
Sreenivas Rajan
Pradeep P.K. Ray
Martha Rearley
Matthew Robson
Alex A. Roy
Jane Salle
Handoko Sasmito
Lynne M. Scalia
Stefan Schmid
Petra Seebacher
Venkatesh Shankar
N. Shashikumar
Vahid Sigari-Majd
Thomas D Sigerstad
Harbir Singh
Kalyan Singhal
Rimal K. Slaout-Hamda
Grisell V. Sotolongo
Branch K. Sternal
Ming-Je Tang
Shawn T. Thelen
Peter G. Thilenius
Evelyn Thumb
Jonathon T. Tichy
Emanuela Todeva
Olga Tregaskis
Haw-Yueh Tseng
Anca Turcanu
Bertrand Venard
Paul Verdin
Giovanna Vertova
Nanda K. Viswanathan
Jeffrey A. Wheeler
Vanessa P. Wickliffe
Uco J. Wiersma
Lee D. Williams
John Windler
Johanna J.W. Winopal
Nancy Y. Wong
Denise Woodbury
Louis A. Woods
Dean Xu
Leslie Yip
Jun Zhao

CALL FOR PAPERS

1999 AIB-NE USA NORTHEAST CHAPTER

1999 CALL FOR PAPERS

A call for papers has been issued and will be mailed to all AIB-NE members. The call for papers, including submission guidelines for papers and session proposals, is available in pdf format. (You must have the Adobe Acrobat Reader software to view and download this file. Adobe allows users to download this software free of charge.) Papers and proposals, which are due on **March 1, 1999**, should be sent to:

*Dr. Arvind V. Phatak & Mike Kotabe
Temple University
School of Business & Management
1810 North 13th Street
367A Speakman Hall
Philadelphia, PA 19122-6083*

Phone: 215-204-8191
Fax: 215.204.8029
E-mail: arvind@phatak.com,
mkotabe@sbm.temple.edu

Please refer to the AIB-NE web page for details:
● <http://ib.philacol.edu/ib/aibne.html>

AIB-NE 1999 CONFERENCE

The AIB-NE 1999 Conference will be held on June 4-5, at Temple University, Philadelphia, PA. Hotel and dormitory accommodations will be available to participants.

Dormitory: A limited number of dormitory rooms will be available on the main campus in the New Residence Hall. Dormitory suites are two-bedroom air-conditioned units with a half bath in each bedroom and a shared shower. The cost of the dorms is \$26.50/day per person for single occupancy and \$24.50/day per person for double occupancy.

Hotel: Hotel accommodations will be available at the Doubletree Hotel, a first rate hotel located in Center City Philadelphia. Room rates are \$114/night (single or double), plus tax. Conference participants should specify that they are making reservations to attend the Academy of International Business conference at Temple University. Reservations must be received by **May 3, 1999**.

U.S. MIDWEST CHAPTER CONFERENCE

MARCH 17-19, 1999
CHICAGO, ILLINOIS

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. Papers that cross traditional functional boundaries, span several borders, and deal with the broad conference theme, "A Century of Progress and Change," will be presented. A Proceedings issue will be published and distributed at the conference. There will also be a 'Distinguished Paper Award.'

For conference details, contact:

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

AIB-NE 2000 CONFERENCE PROPOSALS

AIB-NE is accepting proposals for the Annual Conference, 2000. The AIB-NE Conference Site Proposal should include the proposed location and dates of the conference. Please also address the following issues in your proposal: The conference site should be easily accessible. The conference traditionally takes place at, or near the program chair's institution. Usually it is scheduled during the first week of June for two to three days. This is somewhat flexible, but a conflict with other conferences should be avoided.

Ideally the proposal would be submitted 18 months in advance (typically the conference is held during the first week in June). This would allow us to announce the dates and venue at the preceding conference, assuming the proposal is accepted. The timing is flexible however, and proposals will be accepted in September of the preceding year.

For more proposal guideline details, please refer to the AIB-NE website:

● <http://ib.philacol.edu/ib/aibne.html>

**U.K.
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: **January 10, 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

Website: [Http://www.stir.ac.uk/manorg](http://www.stir.ac.uk/manorg)

Thank you...

The AIB would like to recognize the Midwest USA and the Southeast USA Chapters for their donations to the AIB Foundation. These funds enabled us to award three additional \$500 travel stipends to deserving doctoral students so that they could attend the 1998 meeting in Vienna.

AIB-L Mailing List

To expand our online offerings and provide greater connectivity between AIB members, the AIB maintains the e-mail mailing list, AIB-L. AIB-L traffic is moderate (approximately 15 to 20 messages per week; about 1400 members subscribe to the list) and consists 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.

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 command, which is useful if you are on vacation, will temporarily stop AIB-L mailings.

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 HIGHLIGHTS OF THE 1998 MEETING

John Daniels remembers the early days of incoming AIB President Jose de la Torre.

(continued from page 1)

fascinating program and to Vienna Co-Chairs Bodo Schlegelmilch and Arnold Schuh for keeping the meetings running smoothly and hosting the final event, the fabulous Viennese Dance Party.

The meetings started on Wednesday, with well-attended doctoral and junior faculty consortiums and a presentation skills workshop. Thursday began with an interesting plenary on the conference theme, *Transformation of Global Firms and the Global Economy*, which was followed by concurrent sessions. The closing plenary was a thought-provoking presentation by Byung-Ho Kang, President and CEO of Daewoo Motor Co., Ltd. Daewoo Corporation generously hosted the Presidential Reception following the plenary. At the reception,

Byung-Ho Kang, President and CEO of Daewoo Motor Co., Ltd. addressing the guests at the reception. Daewoo Corporation generously hosted the Presidential Reception following his plenary presentation.

the Executive Board members greeted guests wearing traditional Austrian hats and the WU quartet performed several pieces.

The Awards and Appreciation Banquet on Friday featured many awards presentations and a speech by Peter Sutherland of Goldman Sachs International who was selected as International Executive of

Warren Keegan with 1998 International Executive of the Year, Peter Sutherland of Goldman Sachs International (right).

the Year.

The biennial Haynes Prize of \$5000 was awarded to Subramanian Rangan, INSEAD by AIB President Jeff Arpan for his essay, *The Problem of Search and Deliberation in International Exchange: Exploring Multinationals' Network Advantages*.

The four Richard N. Farmer Dissertation Award finalists were recognized and each received a \$500 travel stipend from the Sheth Foundation. The award winner was Lena Zander, Stockholm School of Economics. Selection committee chair John Ryans presented Zander with a \$1000 prize and a \$500 travel stipend for her dissertation entitled, *The License to*

AWARD WINNERS

EMINENT SCHOLAR

Geert Hofstede shows off his award.

DEAN OF THE YEAR

Robert Hawkins and his wife.

HAYNES PRIZE

The biennial Haynes Prize of \$5000 was awarded to **Subramanian Rangan**, INSEAD by AIB President Jeff Arpan for his essay, *The Problem of Search and Deliberation in International Exchange: Exploring Multinationals' Network Advantages*.

Lead: An 18 Country Study of the Relationship Between Employees' Preferences Regarding Interpersonal Leadership and National Culture. The other finalists were Wilbur Chung (Univ. of Michigan), Stern School of Business, NYU; Jennifer Spencer (Univ. of Minnesota), University of Houston; and Jaeyong Song (Univ. of Pennsylvania), Columbia University.

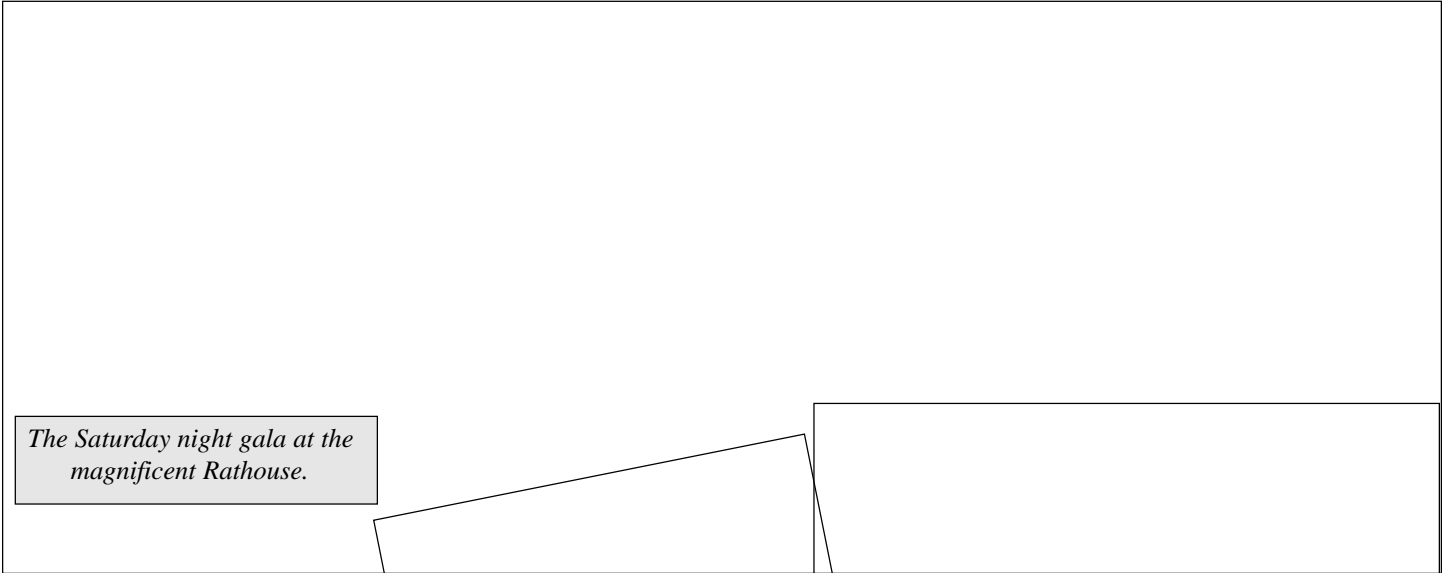
RICHARD N. FARMER DISSERTATION AWARD

Selection committee chair **John Ryans** (Left) presented **Lena Zander** (Right) of Stockholm School of Economics with a \$1000 prize and a \$500 travel stipend for her dissertation, *The License to Lead: An 18 Country Study of the Relationship Between Employees' Preferences Regarding Interpersonal Leadership and National Culture*.

The four finalists received \$500 travel stipends from the Sheth Foundation. The other finalists were **Wilbur Chung** (Univ. of Michigan), Stern School of Business, NYU; **Jaeyong Song** (Univ. of Pennsylvania), Columbia University and **Jennifer Spencer** (Univ. of Minnesota), University of Houston.

John Daniels, Dean of the Fellows, treated the guests to a "before" shot of incoming AIB President José de la Torre. He showed an old slide of de la Torre which is sure to have fondly reminded many of their early years in the AIB.

Long time AIB Member, Geert Hofstede was honored by the Fellows and named Eminent Scholar. He presented some new work at the panel organized by the Fellows and chaired by Steve Kobrin. Hofstede's presentation was complemented by contrast-



The Saturday night gala at the magnificent Rathouse.

ing comments from Mary Yoko Brannen, resulting in an interesting perspective on qualitative and quantitative investigation.

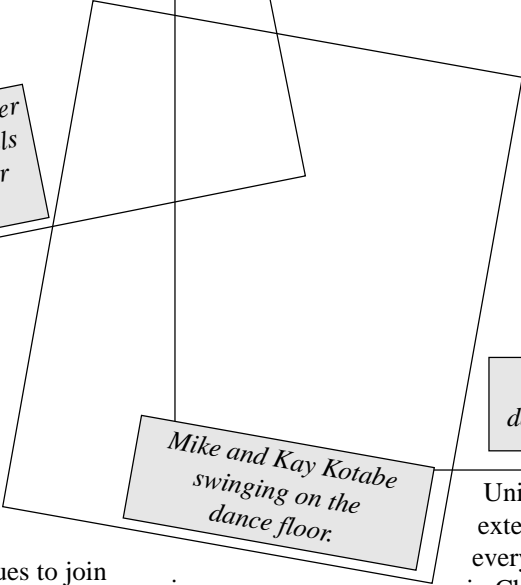
The International Dean of the Year Award was presented by John Daniels to Robert Hawkins, Georgia Institute of Technology for his successes in internationalizing business curriculum. S. Tamer Cavusgil, Masaaki “Mike” Kotabe, and Klaus Macharzina were named as AIB Fellows at the luncheon.

Warren Keagan introduced Peter Sutherland, Goldman Sachs International who was named International Executive of the Year and presented him with a plaque. He spoke about the importance of the European Union to the global economy. He stated his concerns regarding the lack of political leadership globally to accompany the current trend toward globalization and the increasing disparity between rich and poor worldwide. The speech is likely to have inspired some paper submissions for the 1999 meeting in Charleston, as the 1999 theme looks at the positive and negative aspects of globalization.

AIB President Jeff Arpan, briefly addressed the members. He reiterated his hope that members continue to be active in the AIB while encouraging their younger colleagues to join the AIB and attend our meetings. At the same time, he noted that the AIB is trying to improve the services that it offers members and to increase the value of AIB membership.

The banquet ended with AIB Vice President (1999 Program) Stefanie Lenway and Jeff Arpan, this time representing 1999 host school

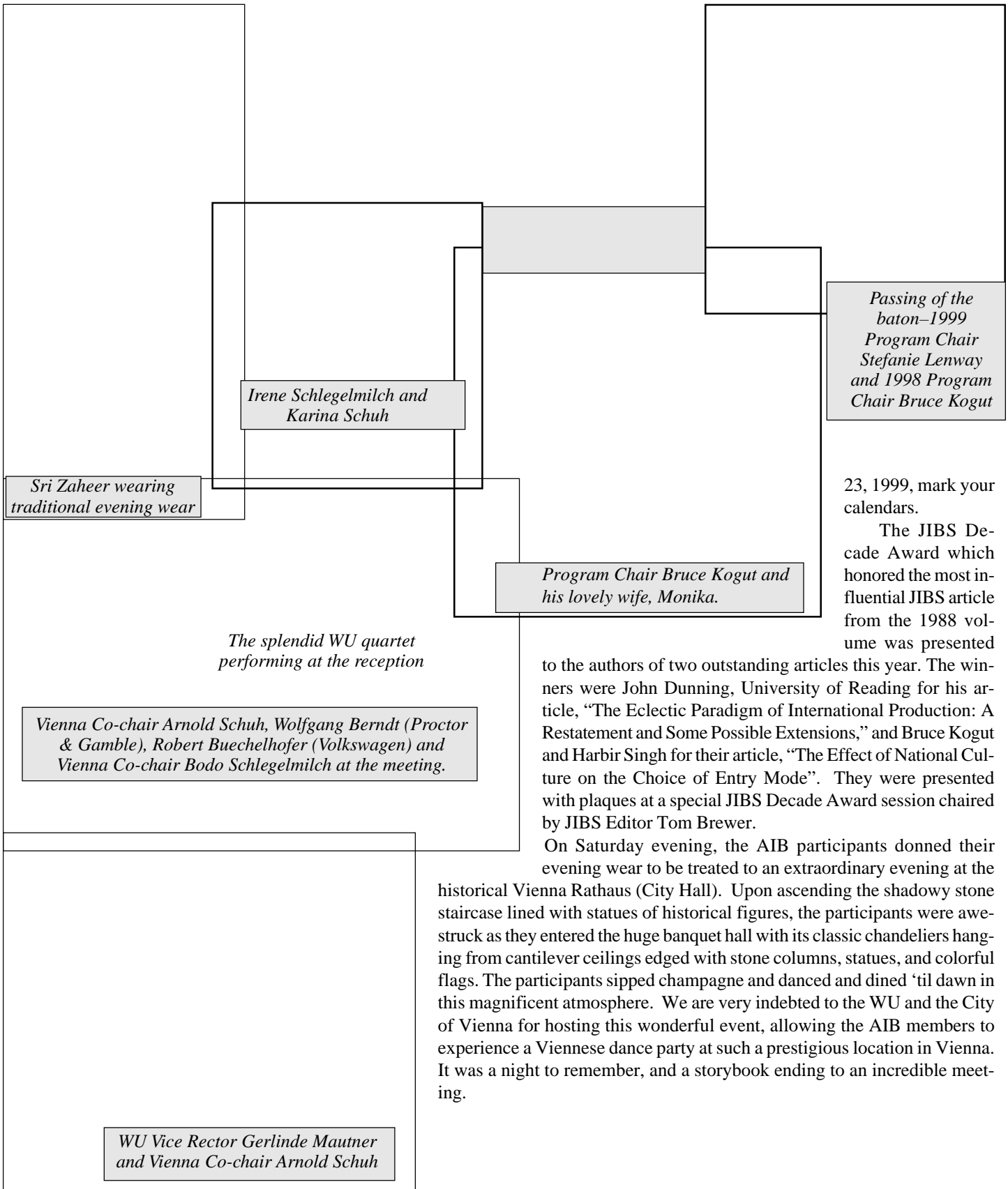
Susan Trussler and Jim Wills kick up their heels.



Mike and Kay Kotabe swinging on the dance floor.

Jeff and Luz Arpan dancing the night away.

University of South Carolina, extending a warm invitation to everyone for next year’s meeting in Charleston. Lenway is planning a very interesting program around the theme *The Janus Face of Globalization* that should produce some unique papers and panels from the various perspectives of different disciplines. The deadline for submissions is March



Irene Schlegelmilch and Karina Schuh

Sri Zaheer wearing traditional evening wear

Passing of the baton—1999 Program Chair Stefanie Lenway and 1998 Program Chair Bruce Kogut

Program Chair Bruce Kogut and his lovely wife, Monika.

The splendid WU quartet performing at the reception

Vienna Co-chair Arnold Schuh, Wolfgang Berndt (Proctor & Gamble), Robert Buechelhofer (Volkswagen) and Vienna Co-chair Bodo Schlegelmilch at the meeting.

WU Vice Rector Gerlinde Mautner and Vienna Co-chair Arnold Schuh

23, 1999, mark your calendars.

The JIBS Decade Award which honored the most influential JIBS article from the 1988 volume was presented

to the authors of two outstanding articles this year. The winners were John Dunning, University of Reading for his article, “The Eclectic Paradigm of International Production: A Restatement and Some Possible Extensions,” and Bruce Kogut and Harbir Singh for their article, “The Effect of National Culture on the Choice of Entry Mode”. They were presented with plaques at a special JIBS Decade Award session chaired by JIBS Editor Tom Brewer.

On Saturday evening, the AIB participants donned their evening wear to be treated to an extraordinary evening at the historical Vienna Rathaus (City Hall). Upon ascending the shadowy stone staircase lined with statues of historical figures, the participants were awestruck as they entered the huge banquet hall with its classic chandeliers hanging from cantilever ceilings edged with stone columns, statues, and colorful flags. The participants sipped champagne and danced and dined ‘til dawn in this magnificent atmosphere. We are very indebted to the WU and the City of Vienna for hosting this wonderful event, allowing the AIB members to experience a Viennese dance party at such a prestigious location in Vienna. It was a night to remember, and a storybook ending to an incredible meeting.

Academy of International Business
1999 ANNUAL MEETING

The Janus Face of Globalization

NOVEMBER 20-23, 1999

CHARLESTON PLACE, CHARLESTON, SOUTH CAROLINA

CONFERENCE THEME

The 1999 Academy of International Business Annual Meeting will focus on the Janus-faced nature of globalization. Ancient Romans regarded the god Janus as the doorkeeper of heaven, who presided over the entrance or the beginning of things. The Romans represented Janus with two faces, looking forward and backward. Janus-faced has come to mean having two contrasting aspects. In the context of globalization, one face promises economic abundance, freedom of political expression, and cultural diversity while the other threatens economic insecurity, political instability and cultural decay. At next year's conference, we will attempt a reconciliation of the economic, political, and cultural opportunities that globalization has promised with its darker side evidenced in the economic crises raging in Asia and Russia and that is currently threatening Latin America. Only by managing the challenges posed by the darker side of globalization, can the world's population enjoy the potential benefits that globalization can offer.

As the world economy lurches towards globalization, it leaves in its wake huge income disparities in developed as well as in developing nations. Capital market volatility has left millions living in poverty or on its edge. Global brands have created intense pressures for cultural homogeneity. Global supply chain management identifies some of these global brands with unethical labor practices in developing countries. Politically intractable problems also have multiplied, including global warming, political regimes that retain power by depriving citizens of basic human rights or manipulating ethnic conflict, and a reemergence of old-fashioned political pressures for trade protection. Traditional IMF and World Bank remedies appear increasingly ineffective and no longer able to promote economic development or stabilize the value of a country's currency. As a result of this combination of

increased interdependencies and increased insecurity, the demands on global managers have increased exponentially. While companies have increasingly dispersed R&D, manufacturing, and marketing/sales operations to leverage their knowledge assets and scale economies, the pervasive political and economic volatility makes coordinating these activities especially challenging.

We invite proposals for a track that will consist of plenary panels addressing the conference theme: the Janus face of globalization. For this track, we encourage papers and symposia that consider both the public and private implications of the economic, political, and social/cultural transformations that globalization has brought about. In addition to this conference theme track, we invite papers to be considered for competitive paper sessions, workshops, poster paper sessions, as well as symposia in seven tracks. In each track, preference will be given to papers and symposia that incorporate the conference theme. All submissions will be evaluated on a broader set of criteria.

The University of South Carolina will host the conference in historic Charleston. Charleston, founded in 1620, has some of the best-preserved early American architecture, some of the country's finest restaurants, and its most renowned ghosts. While our hosts cannot promise that anyone will actually encounter a ghost, for Monday's lunch, the conference will adjourn to a historic local plantation for a "low country" southern lunch buffet and a tour. The plantation visit will also include a demonstration of Southern music, crafts, and dancing. Our hosts are also working on arranging tours of the Charleston Port Authority and local manufacturing facilities. (For more information about Charleston's rich history, please consult the city's website at www.charlestoncvb.com.) In addition, a doctoral student and a junior faculty consortium will precede the opening session of

the conference on **Saturday, November 20.**

Prospective attendees should note that the conference will take place beginning on the weekend before Thanksgiving, one of the year's busiest air travel periods. Charleston is also one of the most popular tourist destinations in the United States. Please make your air travel reservation in plenty of time so that you can fly directly to Charleston and not have to drive 90 minutes from USC's home in Columbia, South Carolina.

GENERAL SUBMISSION REQUIREMENTS

For purposes of reviewing, papers will be categorized into seven tracks, including the track which focuses specifically on the conference theme. These seven tracks include:

- Track 1:* Plenary--The Janus Face of Globalization
- Track 2:* Strategic Management and Political Economy
- Track 3:* Economic, Finance, and Accounting
- Track 4:* Organizational Sociology and Macro-organizational Behavior
- Track 5:* Marketing and Operations
- Track 6:* Micro-organizational Behavior and Human Resources Management
- Track 7:* Business History

Submissions are invited for competitive, workshop, and poster paper sessions and symposia. Papers submitted for competitive sessions should be almost ready to submit to a refereed journal. Papers submitted to workshop and poster sessions are "works-in-progress," incorporating a well-articulated research question, carefully constructed research design, and a preliminary effort to interpret key results. These sessions will provide authors with an opportunity to exchange views with scholars working on related topics.

All submissions will be subjected to a double-blind review process. Competitive papers should be no longer than 30 pages inclusive of references figures, tables, etc. Workshop and poster papers should be not longer than 20 pages, inclusive. Symposia submissions should consist of a two-page introduction supported by a two-page description of each presentation. Discussants and chairs need only be listed. Symposia submissions should also include signed letters in which each participant commits to

attending the conference session (faxes and emails will also suffice).

All submissions must be received by **March 23, 1999**; and must comply with the following requirements:

- ✓ Clearly label the upper-right corner with the proposed track (including plenary) and type of session (competitive, workshop, poster, or symposia).
- ✓ The cover page must include the name, address, telephone, fax, and email contact information of the authors and identify the key contact person.
- ✓ The second page must include the title of the paper, the track and the abstract, but not the authors' identities. The abstract should be followed by three key words.
- ✓ Papers/proposals must be double-spaced with margins of one inch (2.5 cm.) and printed in a font size of 11 points or larger. Papers must adhere to the paper length requirements explained above. Other standards regarding citations, endnotes, abstract, etc., must follow **JIBS** requirements.
- ✓ Please send **FIVE** copies of the paper/symposia and include a postage paid self-addressed post-card acknowledging receipt to:

*Kate Wagtskold
c/o Professor Stefanie Lenway
Carlson School of Management
University of Minnesota
Dept. of Strategic Management and Organization
321 19th Ave. South
Minneapolis, MN 55455
USA*

- ✓ Please label the envelope "AIB Submission."

Questions regarding this Call for Papers may be emailed to 1999 Program Chair Stefanie Lenway at slenway@csom.umn.edu or faxed to 1-612-927-7938.

HOTELS

• **Charleston Place:** The conference hotel, perfectly situated in the heart of Charleston, captures the best of both past and present. With a stunning entrance reminiscent of antebellum grandeur in marble floors, a sweeping, open-arm staircase, and hand-blown Venetian glass chandelier, Charleston Place is an Orient-Express Hotel. Guests may enjoy the Lobby Lounge--which serves afternoon tea and classical music--a comprehensive health club equipped with a beautiful indoor/outdoor pool, tennis court, sauna, Jacuzzi, and spa therapy and massage service. There are also an exclusive selection of shops on the hotel premises. All of the guest rooms are over-sized and elegance dosiex with traditional Charleston colors, furnishings, and antique reproductions. Each room is equipped with hair dryer, iron/ironing board, data ports, cable TV with pay-per-view, 24-hour in-room dining and twice-daily maid service. Charleston Place also offers a number of bilingual staff members.

• **The Embassy Suites Historic Charleston** offers an unmatched array of amenities and services. Each two-room suite consists of a private bedroom, a separate living room with a sleeper sofa, a well-lit work/dining area, and a wet bar with refrigerator, microwave, and coffee maker. Each suite also has two remote control televisions with in-room movies, as well as two dual-line telephones with personalized voice mail and data connections. The Embassy Suites also offers complimentary, cooked-to-order breakfast each morning, a morning newspaper, an evening beverage, snack reception, and full-service concierge.

• **The King Charles Inn** is located in the heart of the Historic District...just steps away from Charleston's main tourist attractions and just minutes from beautiful gardens. Historically, the Inn has had a distinctive past and was widely known as a favorite weekend retreat for Edgar Allen Poe while he soldiered at Fort Moultrie. Each room is uniquely decorated in the old Charleston tradition with period reproduction armires and poster beds. The King Charles Inn will provide you the best southern hospitality in Charleston's historic district.

• **Hawthorn Suites**, located in the center of Charleston's Historic District at the Market, is just steps away from carriage tours, the public

Comparison of Amenities at Charleston

	Charleston Place	Embassy Suites	Hawthorn Suites	Hampton Inn	Historic King Charles Inn	Kings Courtyard Inn	Fulton Lane Inn	Victoria House Inn
Ranking (*)		4-Star		3-Diamond	3-Diamond	3-Diamond	4-diamond	
Parking		\$9 per day		\$10 per day	\$9 per day	Free deluxe	\$5.00	
Free Continental Breakfast								X
Free Full Breakfast				X	X			
Business Center		X						
Rooms:								
Single Rate	\$159/\$109*	\$125	\$99	\$89	\$99	\$110		
Double Rate	\$159/\$109*	\$125	\$99	\$89	\$99	\$130		
Pre/Post Conf. Rate		\$159	\$125	\$119/\$99	\$89	\$99	same	
Coffee In Room			X	X	X			
Hair Dryer	X	X	X	X	Available			
Iron/ironing Board	X	X	X	X	X	av		
Kitchen	X	X	X	Available	in Lobby	Available		
Daily Newspaper	X	X	X	X	X			
Satellite/Cable TV	X	X	X	X	X	X		
Data Ports	X	X	X	X	X	X		
Pool		Indoor/Outdoor	Outdoor		Outdoor	Outdoor		
Outdoor Tennis Courts			X					
Workout Room		X	X	X				
Happy Hour		X	X	X				
Distance to Conference Hotel				5-Blocks	1-Block	6-Blocks	1-Block	half

*Friday and Saturday rate at Charleston Place is \$159.

Pre-conference Rates: Charleston Place Thursday, Nov 18 - Friday, Nov. 19

Post-conference Rate: Charleston Place Thursday, Nov. 25 - Friday, Nov. 26

market, restaurants, shopping, and historic sites. The accommodations are one-bedroom suites, with a king-sized bed or two doubles in the bedroom, a sleeper sofa, and a kitchenette or wet-bar in the living room. All rooms are equipped with a coffee maker, iron/ironing board and hair dryer. Hawthorn Suites serves a hot, complimentary buffet breakfast to guests each day as well as an afternoon refreshment daily (except Sunday).

- **Hampton Inn Historic**, located in the heart of Charleston, is a restoration of an 18th Century building. Hampton Inn Historic is adjacent to the Charleston Visitor's Center, City Music Hall and Museum. All rooms are equipped with a coffee marker, hair dryer, and iron/ironing board. A continental deluxe (over 15 items) breakfast is served daily.

AIRLINE RESERVATIONS

Through special arrangements with Worldview Travel, AIB offers preferential airfares on various carriers for our November 20-23, Annual Meeting at Charleston Place in Charleston, South Carolina. Before making reservations or purchasing more expensive, restrictive, or non-refundable tickets through other sources, we suggest that you explore the Worldview Travel option. Most of these special fares will be lower than the published fares. In those cases in which published promotional fares are lower than the preferential fares provided, the lower published fares will be offered.

Since the number of seats available at the levels negotiated are limited, we suggest that you make reservations as early as possible. There are generally no penalties for cancellations or changes prior to ticketing, so there is no reason to wait to make reservations. Ticketing may be delayed within four weeks prior to departure, however; and ticketing within four weeks may result in additional charges in express mailing and last minute handling.

For information and reservations, please e-mail worldvu@cobweb.net, fax (412) 856-9609, or call 1-800-562-6664 and ask for Cindy or Debbie. Please identify yourself as an attendee of the 1999 AIB Annual Meeting at Charleston Place.

RENTAL CARS

AIB offers discounts through Hertz by dialing 1-800-654-2240. You must provide the CV code #011E0001 - Contacts Unlimited.

Associate Director of the Graduate School of International Management with appointment as Associate Professor. In anticipation of the retirement of the Director of the Masters in International Management Program, Whitworth College seeks an Associate Director with the potential to eventually assume that leadership position. The Graduate School of International Management is a five-year-old school which enrolls sixty students and includes four regular faculty and eleven adjuncts. Forty percent of the students are from foreign countries. The curriculum emphasizes management for profit and nonprofit organizations.

Associate Professor Responsibilities: Teach four courses per year, including undergraduate and graduate level courses, regular day program and evening and weekend programs; assume academic advising for graduate students upon completion of one year of service; participate in faculty governance; participate in professional and scholarly activities.

Associate Director Responsibilities: Serve as the administrator of the MIM program; hire, issue contracts, and orient adjuncts faculty; supervise three staff members; secure new course approvals; process student petitions and hear and act on student complaints; participate in evaluation for projects and internships; coordinate academic advising for majors and approval for graduation; supervise resource allocation for stations and library acquisition; assist in preparation of budget and monitoring of expenditures; participate in marketing and recruitment efforts.

Qualifications, Skills, and Abilities: Earned doctoral in business field or masters degree and 5 years of exceptional work experience directly related to the administrative and teaching responsibilities listed; evidence of scholarly achievement and continued research and/or practical business experience in international business management; demonstrated success in administration; familiarity with integration of technology in teaching and business; a personal commitment to the Christian faith; the ability and desire to establish positive relationships with persons regardless of race, gender, disability, or religious belief; an active commitment to equal opportunity; a commitment to the educational mission of Whitworth College as a Christian liberal arts college affiliated with the Presbyterian Church (USA).

Submit: letter of interest, resume/vita, names and telephone numbers of three references, and an one-page statement addressing your commitment to the Christian faith and the integrating of faith and learning to:

*MIM Search Committee
Office of Human Resources MS0103
Whitworth College
Spokane, WA 99251*

Deadline for applications is **January 15, 1999.**

THE UNIVERSITY OF MIAMI

ENDOWED CHAIR in INTERNATIONAL BUSINESS or STRATEGIC MANAGEMENT

The School of Business at the University of Miami is seeking candidates for an endowed chair in either Strategic Management or International Business. Appropriate candidates are Associate or Full Professors with a demonstrated record of refereed publications in top scholarly outlets as well as excellent teaching skills, particularly with executives and MBA students. Women and minorities are especially encouraged to apply. A highly competitive financial package is available.

Please send curriculum vitae or nominations to:

*Professor Duane Kujawa
Department of Management
School of Business
414 Jenkins Building
Coral Gables, FL 33124-9145*

THE UNIVERSITY OF MIAMI IS AN AFFIRMATIVE ACTION/EEO EMPLOYER

The Fletcher School of Law and Diplomacy TUFTS UNIVERSITY

Assistant/Associate Professor of International Marketing

The Fletcher School, established in 1933 as the first graduate school of international affairs in the USA, offers a comprehensive program/curriculum in International Business, Finance, and Economics. We are seeking an Assistant/Associate Professor for a tenure track position in International Marketing beginning **September 1999**. The faculty member will teach graduate courses with an emphasis on International Marketing/Marketing Research and related fields. Applicants must possess a PhD or equivalent, show evidence/promise of strong scholarship, and demonstrate teaching excellence with graduate students and executives. Review of applications will begin **January 4, 1999**. Applicants should send a curriculum vitae, supporting materials and the names of three referees to:

*Professor Laurent Jacque, Chair
International Marketing Search Committee
The Fletcher School of Law and Diplomacy
Tufts University
Medford, MA 02155*

The Fletcher School is an AA/EO employer, encouraging applications from women and members of minority groups.

THE CHINESE UNIVERSITY OF HONG KONG

FACULTY POSITIONS IN THE SCHOOL OF ACCOUNTANCY

As a comprehensive university, The Chinese University of Hong Kong offers programmes up to PhD level in the Humanities, Business Administration, Education, Engineering, Medicine, Science and Social Science (including Architecture). The University has a large and scenic campus in the region (over 134 hectares), occupying a hillside in the New Territories facing Tolo Harbour. The University is very active in promoting research and consultancies and in liaising with the industrial and business sectors worldwide.

The School of Accountancy is one of six academic departments in the Faculty of Business Administration. All six departments have established outstanding academic reputation, and in recent surveys, the MBA programme at The Chinese University has been consistently rated among the top in Asia. As a pioneer and leader in accounting education in Hong Kong and Asia since 1963, the School has established an excellent reputation for professional education and research. We offer BBA, MAcc, MPhil and PhD degrees in accountancy. Our business and accounting programmes are very much sought-after in Hong Kong. Our 560 accounting major students are of first class calibre and our over 2,500 accounting graduates consistently shine professionally in the Asia Pacific region. The conversion to a professional school in 1993 further consolidated our efforts and propelled CUHK's accounting programmes into international prominence.

To further enhance our role as an international center for excellent accounting education and research, established and promising accounting scholars in all fields of accounting around the world are invited to join our strong and devoted faculty team. The School currently has 24 full-time and several visiting academic staff. Applications are now invited for the posts of **Lecturer** (carrying the academic title of Assistant Professor or Associate Professor, as appropriate) or **Senior Lecturer** (carrying the academic title of Associate Professor or Professor, as appropriate). Applicants should have a PhD (or nearing completion). An accounting professional qualification or other relevant certification is desirable but not necessary. Candidates must be willing to teach at undergraduate and postgraduate levels, as well as day-time and evening classes. Commitment to teaching excellence, quality scholarly research and School/University service is required. The medium of instruction is English and/or Chinese. Full-time and part-time Teaching Assistants are employed to assist teachers in teaching and research activities.

The range of annual salary (12 months) is approximately from US\$71,000 to \$119,000 for appointment at the grade of Lecturer and from US\$111,000 to \$149,000 at the grade of Senior Lecturer. Starting salary and grade will be commensurate with qualifications and experience. Benefits include leave with full pay, medical and dental care, education allowance for children and housing benefits. Appointment will initially be made on fixed-term contract basis for up to three years and will carry a contract-end gratuity (up to 15% of basic salary) where appropriate.

Applications with full resume in duplicate and names and addresses (fax numbers/e-mail addresses as well where available) of three referees should be addressed to

*Professor Simon S.M. Ho, Director
School of Accountancy
The Chinese University of Hong Kong
Shatin, N.T., Hong Kong*

Please quote the reference number 98/066(011)/2 and mark "Recruitment - Confidential" on cover. Details about the University and the School can be found on our website: www.cuhk.edu.hk/acy. For additional information please fax (number 852-2603-6604) or e-mail simon@baf.msmail.cuhk.edu.hk to the School of Accountancy. Applications will be accepted until positions are filled.

**ASSISTANT PROFESSOR
OF INTERNATIONAL BUSINES**

**The University of Southern Mississippi
College of Business Administration**

The University of Southern Mississippi (USM) seeks applications and nominations for a tenure-track position for Assistant Professor of International Business.

USM has an enrollment of approximately 14,500 and consists of the main campus in Hattiesburg, the USM Gulf Coast campus in Long Beach, the Institute of Marine Sciences, and USM centers at Keesler AFB, Stennis Space Center, and in Jackson County. The College of Business Administration is AACSB-accredited.

RESPONSIBILITIES

The responsibilities of the position include teaching international courses and contributing to the international business literature, as well as conducting international service activities and coordinating international business seminars abroad.

QUALIFICATIONS

An earned doctorate in international business or an ABD in international business with the expectation of completing the doctorate within 12 months of appointment. The appointee should have a good research record and be capable of teaching at both the graduate and undergraduate levels.

The position begins **Fall semester, 1999**. The search committee will begin its review of the applications on or about **October 5, 1998**; however, the committee will continue to accept applications until the position is filled. The committee will notify applicants of its employment decision after the position is filled.

CONTACT INFORMATION

*Professor Farhang Niroomand, Chair
Department of Economics and International Business
The University of Southern Mississippi
Box 5072
Hattiesburg, MS 39406*

Telephone: 601-266-5028
Fax: 601-266-4920
E-mail: Niroomand@cba.usm.edu
AA/EOE/ADA

BRANDEIS UNIVERSITY

GRADUATE SCHOOL OF
INTERNATIONAL ECONOMICS AND FINANCE

INTERNATIONAL MARKETING or
INTERNATIONAL ORGANIZATIONAL BEHAVIOR

The Graduate School intends to make an appointment in **International Business** with a focus on international issues in either of two functional fields: (1) **Marketing** or (2) **Organizational Behavior**. The successful candidate will excel in teaching at the MBA level and in research valued by both academics and practitioners. Versatility in teaching and interest in participating in academic activities outside of the candidate's functional specialty are also desirable.

Established in 1994, the Graduate School of International Economics and Finance is a rapidly growing, interdisciplinary school with a strong commitment to international business and related fields. The School currently enrolls 175 graduate students from 40 countries in MBA/International, MA, MSF and Ph.D. degrees. Further growth is anticipated in the future. The School is unique among business schools in combining an intimate, rigorous educational environment with a focus on global markets and institutions; it also maintains active exchange programs with leading business schools worldwide. Faculty research interests range from international trade, financial markets and development economics to foreign direct investment and international alliances. For further information, visit www.brandeis.edu/ief.

The School has a strong preference for filling the position on the Assistant Professor level, but will consider senior candidates with exceptional credentials. Candidates should send a CV, 3 letters of recommendation, a sample of research, and evidence of teaching ability. Although applications will be accepted until the position is filled, candidates are requested to apply by **January 31, 1999**. Applications should be sent to:

*Search Committee
GSIEF MS 032
Brandeis University
Waltham, MA 02254*

Brandeis University is an equal opportunity/affirmative action employer. Women and minority candidates are encouraged to apply.

**THE CHINESE
UNIVERSITY OF
HONG KONG**

**DEPARTMENT OF
INTERNATIONAL BUSINESS**

The Department of International Business invites applications for a faculty position at the grade of **Lecturer** (carrying the academic title of Assistant Professor or Associate Professor, as appropriate) or **Senior Lecturer** (carrying the academic title of Associate Professor or Professor, as appropriate). The appointment will begin in **August 1999** or thereafter.

Applicants should possess a Ph.D. degree with expertise and research interest in European Business, International Human Resources Management, China Business, International Technology Transfer or International Marketing.

Annual salary ranges from HK\$554,280 to \$925,980 for appointment at the grade of Lecturer and from HK\$861,180 to \$1,156,860 at the grade of Senior Lecturer (approximate exchange rate: US\$1=HK\$7.75). Starting salary and grade will be commensurate with qualifications and experience. Benefits include leave with full pay, medical and dental care, and where applicable children's education allowance and housing benefits for eligible appointee (subject to the rules for prevention of double housing benefits). Appointment will initially be made on a fixed-term contract basis and where appropriate will carry a contract-end gratuity (up to 15% of basic salary).

Applications should be accompanied by a curriculum vitae, list of publications/abstracts of selected publications, names and addresses (fax numbers/e-mail addresses as well, if available) of three referees. Initial screening of applications will begin in **early 1999**. Recruitment will continue until the position is filled. Applications should be sent to

*Professor H.F. Lau, Chairman
Department of International Business
The Chinese University of Hong Kong
Shatin, N.T., Hong Kong*

Fax: (852) 2603 5473
E-mail: itb@cuhk.edu.hk
Please quote the reference number 98/091(011)/2 and mark "Application" on the cover.

Graduate School of Business Administration
University of Virginia

We seek candidates to join the full-time, tenure track faculty in the area of Economics. Faculty candidates should hold a Ph.D. degree in economics, or a related discipline. Teaching and business experience are both highly desirable. We are open to hiring at all levels.

Junior candidates should have promise as both an outstanding teacher and an outstanding scholar. For a senior position, we invite applications from proven scholars and teachers who would value the opportunity to teach bright, motivated MBA students and executives at an institution that cares deeply about its curriculum and its students. Significant overseas experience (in academe and/or business) would be desirable.

The Darden School is committed to excellence in teaching, research, and innovative curriculum development. Candidates should be interested in teaching and writing for managerial as well as academic audiences. Candidates should seek to contribute to the school's case method (and other) pedagogy.

The primary teaching responsibility will be the required MBA course in economics; the course contains extensive international content. The primary subject matter expertise includes macroeconomics, international economics, and global competition. The candidate should be qualified to teach electives in economics, international business, or related fields, all at the MBA level.

The Darden School is highly committed to diversifying its faculty with regard to race, gender and international experience. Candidates who possess such characteristics are especially sought after. The University of Virginia is an affirmative action, equal opportunity employer.

Send curriculum vitae to:

*Professor Alan R. Beckenstein
The Darden School
P.O. Box 6550
Charlottesville, VA 22906*

Telephone: (804) 924-4805
Fax: (804) 243-7678
E-mail: Beckens@darden.gbus.virginia.edu

THE UNIVERSITY OF ILLINOIS AT URBANA-CHAMPAIGN

College of Commerce and Business Administration
HEAD OF THE DEPARTMENT OF BUSINESS ADMINISTRATION

Nominations and applications are invited for the Headship of the Department of Business Administration, College of Commerce and Business Administration at the University of Illinois at Urbana-Champaign. The candidate must possess an earned doctorate or equivalent, and should give evidence of demonstrated excellence in research, teaching, and service sufficient to merit the rank of full professor in the Department. Preference will be given to person whose education, background, and relevant experience indicated that he or she could provide strong academic leadership in the research and teaching programs of the Department. The candidate should be able to understand, communicate with, and lead faculty and students from the various disciplines that constitute the many and diverse groups within the Department of the Business Administration. The candidate should also be capable of constructive and successful interaction with organizations. As Department Head, he or she is responsible for academic, administrative and budgetary matters as well as effective liaison within the College and University.

The Department of Business Administration at UIUC is a major teaching and research unit located within the College of Commerce and Business Administration. The College also contains the Departments of Accountancy, Economics, and Finance. The Department of Business Administration has approximately 59 full-time faculty and a range of undergraduate, professional, and doctoral programs. It includes the areas of marketing, operations and decision economics, organizational behavior, strategic management and business policy, international business, management information systems, legal environment, entrepreneurship, and management of technology.

Salary is competitive. The position is available **August 21, 1999**. To be ensured of full consideration, nominations and applications (including resume and names of three references) should be submitted by **January 15, 1999**. They should be sent to:

*Professor Stephen D'Arcy, Chair
Search Committee for the Head of the Department of Business Administration
c/o Office of the Dean
College of Commerce and Business Administration
University of Illinois at Urbana-Champaign
260 Commerce West -- Box 110
1206 South Sixth Street -- MC-706
Champaign, Illinois 61820*

Phone: 217-333-0772

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Schulich
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York University

Scotiabank Professorship in International Business

The Schulich School of Business at York University in Toronto, Canada, is seeking an **outstanding scholar in international business** for the newly established Scotiabank Professorship in International Business, effective **July 1, 1999**.

Preferred candidates will:

- have a **PhD degree**
- be at the **full professor level** (candidates at the senior associate level are also encouraged to apply)
- have **international business teaching and research interests in one of:** business policy (strategic management), marketing, organizational behaviour
- have **cross-national and cross-disciplinary interests**
- be expected to provide **leadership in teaching and research** in the area of international business

The deadline for receiving applications is **January 29, 1999**. However, candidates are encouraged to submit an application at the earliest possible date.

Salary and benefits are competitive. This position is subject to budgetary approval. York University is implementing a policy of employment equity, including affirmative action for women faculty.

Please send curriculum vitae, samples of research papers, information regarding teaching experience (including recent teaching evaluations), and names and addresses of three referees to:

Dr. Isaiah A. Litvak
Pierre Lassonde Chair in International Business
Schulich School of Business
York University, 4700 Keele Street
Toronto, Ontario, Canada M3J 1P3

Web: www.bus.yorku.ca

Schulich School

Established in 1966, the Schulich School of Business (formerly the Faculty of Administrative Studies) at York University is Canada's largest school of management. As a full-service business school, Schulich has 850 students in the 4-year integrated BBA, 450 in the full-time and 700 in the part-time MBA, 100 in Canada's first International MBA (IMBA) and 50 in the PhD program. Schulich also offers a joint MBA/MFA (together with the Faculty of Fine Arts), a joint MBA/LLB (together with Osgoode Hall Law School) and an MPA. The School has 80 full-time faculty, many visiting and sessional lecturers and more than a dozen adjunct professors (including a number of executives-in-residence). Schulich also includes Canada's largest executive education program.

Schulich has become a "global business school", with strategic alliances in more than 45 countries around the world, including academic exchange agreements with more than 25 leading international management schools.

York University

Founded in 1959, York is Canada's third largest university. Located in the heart of the Greater Toronto Area, York attracts 40,000 full-time and part-time students annually from around the world. Its ten faculties include: Arts, Atkinson College, Education, Environmental Studies, Fine Arts, Glendon College (bilingual), Graduate Studies, Osgoode Hall Law School, Pure and Applied Science and the Schulich School of Business.

York is known for its excellence in teaching and scholarship, close student-faculty relationships, innovative teaching methods, academic experimentation and a strong dedication to research.

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The 1999 annual conference of the Association for Global Business will be held in Las Vegas, Nevada, **November 19-22, 1999**. We invite all academicians, business professionals, and others with an interest in global business enterprises to attend. Papers describing results of recent research are solicited for presentation at the meeting. All topics in business disciplines (accounting, finance, international business, management, and marketing), economics, management information systems and computer science, political science, and global strategies are appropriate. We also need session chairpersons and discussants for papers, and we encourage you to convene panel discussions. Submit four (4) copies of your complete paper or a four (4) page abstract, along with a self-addressed stamped 3 X 5 postcard to notify you of our receipt of your paper or abstract. Selected papers that are presented will be published in the *Current Research in Global Business*. Preference for publication will be given to complete papers. The deadline for submission of papers or proposals is **May 15, 1999**. Send all correspondence to:

*M. Raquibuz Zaman
Program Director
Ithaca College
Dept. of Finance
Ithaca, NY 14850
Tel: (607) 274-3692*

JOURNAL OF GLOBAL BUSINESS

The journal invites authors from the business, government, and academic communities to contribute articles on domestic or international business topics for possible publication in upcoming issues. *JGB* accepts manuscripts from a wide variety of disciplines employing many different styles of writing. Articles from all major disciplines of business and global strategies are appropriate. Related political science topics are welcome. Submit four (4) copies of the original paper, the submission fee (AGB members \$20, non-members \$40) and a self-addressed, stamped postcard to acknowledge the receipt of the manuscript. Address all manuscripts and editorial correspondence to:

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c/o Dean Noritake Kobayashi
The College of Cross-Cultural Communication and Business
Shukutoku University 1150-1, Fujikubo
Miyoshi-cho, Iruma-gun, Saitama
354-0041, Japan
Telefax/Telephone: 81-492-59-1806

Noritake Kobayashi, ed.,
Management

A Global Perspective

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