



AIB Newsletter

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THIRD QUARTER 2000

2001 Sydney Call for Papers on pages 6-7

Advance 2000 meeting program included with this issue

AIB Newsletter is published quarterly by the Academy of International Business Secretariat. For information, please contact: James R. Wills, Jr., AIB Exec. Secretary or Laurel King, AIB Administrator, 2404 Maile Way, University of Hawai'i, CBA C-306, Honolulu, Hawai'i 96822 USA • Tel: (808) 956-3665 • Fax: (808) 956-3261 • E-mail: aib@cba.hawaii.edu • www.aibworld.net • Newsletter Staff: Eric Fong and June Yago • Copyright © 2000 Academy of International Business

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Welcome to aibworld.net!

Time to change your book marks ... the Academy of International Business has just unveiled its exciting new Web site, located at www.aibworld.net. The site boasts a complete redesign, more links, and additional information for both members and non-members alike.

The differences in Web sites are apparent from the opening page that viewers see once the Web address is typed in. An eye-pleasing color scheme of blue-gray and white attracts the viewer, while a picture of the world graces the page.

Scroll down on this first page,

and you will find a link to our Site Map, which is a page of the different links that can be visited on the site. Also included on the homepage is the AIB Secretariat contact information.

At the top of every page, links to the various areas of the site can be found. Put your cursor above any of the main links, and a list of more links will pop up. Click on the main link or any of the links that show up to view the page that interests you.

For example, placing your cursor on the link "AIB Info" will make a list of links to AIB Fellows, AIB-L, Services, Executive Board, Incoming Exec. Board, History, Constitution, and Bylaws appear. Click on "Incoming Exec. Board" to view pictures and information on the next leaders of the AIB. Click on "AIB

...continued on page 8

AIB 2000 annual meeting information is available at www.aibworld.net

The 2000 Annual Meeting will be held in Phoenix, Arizona from November 17-20, 2000, at the Tapatio Cliffs Pointe Hilton Resort.

Prospective attendees should note that the conference will take place prior to one of America's busiest air travel periods (the weekend before Thanksgiving) and at one of the most popular tourist destinations in the United States. **Be sure to reserve your flights ahead of time for your preferred dates of travel.**

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2001 DEAN OF THE YEAR

The AIB Fellows are asking for nominations for the "International Dean of the Year" award for 2001. The nomination should be limited to a c.v. and three pages of information about the candidate which details the reasons why he or she is deserving of this honor.

Nominations should be submitted by **April 15, 2001** to Peter Buckley, chair of the search committee, at the following address:

Peter J. Buckley
Leeds Business School
University of Leeds
Maurice Keyworth Building
Leeds, West Yorks
LS2 9JT UK
E-mail: pjb@lubs.leeds.ac.uk

NEWSLETTER INFO

The AIB Newsletter is proud to share the latest news about its members in the MEMBERS ON THE MOVE and JUST OFF THE PRESS sections. E-mail your professional accomplishments, book publications, promotions, and honors, to:

aib@cba.hawaii.edu

Or send typed items and photographs via mail to:

Laurel King, AIB Administrator
2404 Maile Way, CBA C-306
Honolulu, HI 96822-2223 USA
AIB COPY DEADLINES are:

- Quarter 1: *February 1*
- Quarter 2: *May 1*
- Quarter 3: *August 1*
- Quarter 4: *November 1*

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 promotional services.

Special Executive Seminar in Phoenix

The AIB Fellows have contributed their time and energy to organize the "Gurus of Globalization" seminar to raise funds to support the AIB and its many important initiatives. In particular, AIB Fellow George Yip of Cambridge University and Phoenix Local Arrangements Chair Rob Grosse of Thunderbird have been instrumental in organizing this exciting seminar. Participating executives will be able to network with their peers and immerse themselves in a wide range of compelling business issues, from developing networks of cross border strategic alliances to dealing with financial and non-financial risks.

Designed for senior management, this unique executive program will provide the rare opportunity to spend a day with four of the world's leading gurus of globalization. Speakers include C.K. Prahalad, Donald R. Lessard, George Yip, and Paul Beamish who have donated their time to support this new funding initiative.

Please let your executive acquaintances know about the November 17 seminar and help make it a success. For information about the seminar, contact Cassandra Allen, Thunderbird Executive Education: tel:602-978-7632, fax: 602-978-602-978-0362, or e-mail: allenc@t-bird.edu.

JIBS Issues Wanted

Hang on to those old JIBS! If you have a collection of old JIBS lying around, don't throw them away! There are others who would gladly take them off of your hands while paying the cost of shipping, too. When AIB member Vern Terpstra offered a set to anyone willing to pay the shipping prices, there were overwhelming requests for it. If you have old JIBS you don't need anymore, please notify the AIB Secretariat by emailing aib@cba.hawaii.edu, sending a letter to 2404 Maile Way C-306, University of Hawaii at Manoa, Honolulu, HI 96822, or faxing us at (808) 956-3261. Thank you!

DEAR COLLEAGUES

We are getting close to our first annual meeting of the new millennium (or the last one of the old one, depending on how you count) and the world-class team of Tamer Cavusgil and his Program Committee, and Bob Grosse and the folks at Thunderbird, will be putting on quite a show for us. Anyone who has taken a peek at the preliminary program online will confirm the rich diversity of topics and the extraordinary talent that has been assembled for this meeting.

At last count we will have 23 panels, 21 competitive sessions and 21 workshop sessions, 14 symposia and 3 wonderful poster sessions, in addition to the opening plenary and other special sessions. Over 600 authors are represented in the program, a new record for the Academy. And the Gala Evening at the Heard Museum on Sunday will be spectacular. We look forward to having as many of you there as possible.

I would like to take this opportunity to ask for nominations from the membership for two critical positions, **newsletter submissions editor** and **information technology advisor**, that we would like to institute as of the November meeting. Our initial thoughts on these positions are described to the right. We invite nominations for these two positions from the membership.

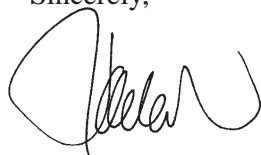
Given that there are four *AIB Newsletters* per year, we envision initially a maximum of two articles per issue, and a selection process whereby the newsletter submissions editor could name a small editorial board to assist her or him in this task. Details will be worked out during the November meeting and the editor will commence operations in January 2001.

The individual selected as information technology advisor would be required to attend both the Spring and Fall meetings of the Executive Board. Expenses would be covered for the Spring meeting.

These are two critical areas in which we want the Academy to expand its services and usefulness to our members. We encourage self-nominations, as well as nominations of worthy candidates known to you.

We have other initiatives that have been reported before and yet others that will be announced at our Phoenix meeting. We look forward to seeing you there for this momentous occasion.

Sincerely,



José de la Torre
AIB President



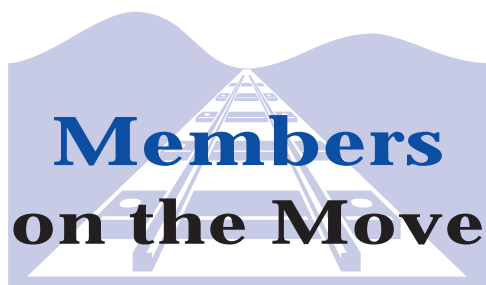
JOSÉ DE LA TORRE
AIB PRESIDENT

Newsletter Submissions Editor

We have concluded that our Newsletter should play a larger role in communicating current thinking on a number of critical international business issues to our members, and not just serve as an announcement vehicle for AIB and other related events. We are planning to devote a significant section of the Newsletter to one or two articles written by our members. These will be competitively selected among submissions at large, and must deal with some aspect of our profession that bears on current affairs, issues related to the discipline, or pedagogical matters. The Newsletter Submissions Editor (NSE) would have wide latitude in establishing the ground rules for this section and would be working closely with both the current Newsletter editor, Laurel King, and the Executive Board on matters of style, length, selection and publication. The NSE would serve for a period of three years and be subject to a maximum of one reappointment.

Information Technology Advisor

Given the importance of information technology to the future of the AIB, we have convened an IT Committee that has been actively assisting the Secretariat and the Board on matters related to the Internet and electronic strategies for the Academy. We would like to make this position permanent and name an IT Advisor to the Executive Board and the Secretariat, who would also serve as Chair of the IT committee. The person's responsibilities would include increasing the effectiveness of our communications with our members through IT, exploring the possibility of having AIB play a role in the development of Internet-based approaches to the teaching of international business, and helping our members use the Net effectively in their research agendas. The IT Advisor would also be instrumental in seeking funding and/or volunteers to carry out this mission and play a key role in the development of the AIB Website.



SHAUKAT ALI is joining Wolverhampton Business School, University of Wolverhampton, UK as Senior Lecturer in International and Strategic Management. Previously, he spent two years at the Faculty of Business Administration, Bilkent University, Ankara, Turkey.

DAVIS FOLSOM has moved to the University of South Carolina Beaufort as a Professor of Economics and Marketing. In addition, he has moved his Web site on American Business Language Jargon (a free service) to www.islc.net/~folsom/language

J. MICHAEL GERINGER of California Polytechnic University, received the University Distinguished Teacher Award in June 2000, in recognition of being named one of 3 "best teachers" at the university. The award is based on student nominations and selection by a panel of prior award winners who evaluate in-class performance and student feedback.

MAURO F. GUILLEN, Wharton School (Pennsylvania), has been promoted to Associate Professor with tenure.

HARRY G. HARRIS, Visiting Professor at the University of California, Davis, traveled to Germany, Kenya and Uganda in April and May on a three-week program organized by the State Department. He presented speeches and lectures on prime globalization and strategic management issues of the 21st century at business enterprises, government ministries and universities. In March, he traveled to Hong Kong, China, Singapore, and France participating in management development and consultancy projects in the private sector.

KIM SJOSTROM of Finland (<http://honeybee.helsinki.fi/logistics/sjostrom.htm>) has accepted two cosmopolitan trust positions to further scholarly activities and information sharing, from the beginning of year 2000. He serves as the Moderator for the Electronic Communications Network on industrial commerce (Industrial Commerce: Deliveries, Marketing & Purchasing), an e-mail newlist. He has been invited to serve as the Scholarly-Networking editor of international Journal of Agile Management Systems (IJAMS), a peer-reviewed journal published by MCB University Press, the United Kingdom (<http://www.mcb.co.uk/ijams.htm>).

ROSALIE L. TUNG of Simon Fraser University has been elected Vice President and Program Chair of the Academy of Management. She will be responsible for the Professional Development Workshops (pre-convention activities) for the convention in 2001.

JUST OFF THE PRESS



PROFESSOR Y. AHARONI (College of Management, Israel) and **DR. L. NACHUM** (Cambridge University, UK) have just published an edited volume entitled *Globalisation of Services: Some Implications for Theory and Practice* (Routledge, London and New York, 2000, ISBN 0-415-22654-6).

In an era of accelerated change in the world economy, services are assuming greater importance for the economies of both developed and developing countries. As technological developments allow increasing tradeability of services, huge global firms are offering services across national boundaries. This book explores the impact of these phenomena from both empirical and theoretical perspectives. Contributors include: Malampally and Zimny; Honeck; Cooper, Rose, Greenwood and Hinnings; Lowendahl; Kretschmer, Baden-Fuller, Klimis and Wallis; Fladmoe-Lindquist; Grosse; Seng and Enderwick; Seristo; Kostecki; Contractor and Kundu; Segal-Home.

KEN KAMOCHE of City University of Hong Kong, Dept. of Management, announces his new book *Sociological Paradigms and Human Resources: an African Context* (Aldershot: Ashgate, ISBN: 1-84014-855-1). This book takes a critical look at the nature of human resource management, while relating the discussion to a number of firms in Kenya. The emergent picture of human resources is examined with different paradigmatic lenses. This book fills a gap in the developing country management literature while tackling head-on contemporary debates in management and sociology of knowledge. To order, email orders@bookpoint.co.uk, or visit www.amazon.com or www.ashgate.com.

THOMAS C. LAWTON (MBA Director and Lecturer in European Business and Corporate Strategy, School of Management, Royal Holloway University of London) has co-edited *Strange Power: Shaping the parameters of international relations and international political economy* (Aldershot/Burlington: Ashgate Publishing, 2000, ISBN 0-7546-1329-1, 480 pages). This book presents a timely examination of Susan Strange's theories of structural power and international money and finance, written by leading international analysts. Each contributor advances the framework of these ideas from their own unique perspective, to provide an authoritative view of international power and firm-state dynamics in the era of the global economy. To order, please visit the Ashgate Web site at <http://www.ashgate.com> or call direct sales at +44 (0) 1235 827730.

MINGHONG LU, Professor of School of Business Administration at Nanjing University, P.R. China, has published *Determinants of Foreign Direct Investment on Geographical Distribution* (Nanjing University Press, 2000, ISBN 7-305-03573-4, 180 pages). Based on the theories of location, the economics of MNEs, and the theories of international trade, this book examines the determinants of FDI on geographic distribution, and further advances the location theories of FDI. Using a database covering 110 countries' data for two years, this study examines more than 30 variables which probably have impact on geographic

distribution of FDI. This study focuses on host countries' institutional variables, including attitude to foreign investors, bilateral investment treaties, maturing of free markets, financial restrictions, obstacles to business operation, regional integration, protection of private property rights, and effectiveness and efficiency of legal systems. For more information, feel free to contact the author at luminghong@yahoo.com.

YADONG LUO, University of Miami, recently published *Guanxi and Business* (World Scientific Publishing Co., ISBN 981-02-4114-3). This book explores the various social, economic, cultural, and organizational issues concerning Guanxi (interpersonal relationship) from the business perspective. For more information, please visit the publisher's Web site at <http://www.worldscientific.com>.

FRANK-JUERGEN RICHTER announces his new book, *The East Asian Development Model: Economic Growth, Institutional Failure and the Aftermath of the Crisis* (Macmillan [London 0-333-92063-5] and St. Martin's Press [New York 0-312-23305-1]). Along with experts with in-depth knowledge of East Asian economies, Richter presents a book that analyzes the East Asian development model. The contributors identify the causes and consequences of the Asian economic crisis, describe the features of economic development throughout the region, and discuss the strategic responses of Asian firms to newly emerging economic environments. For more information, please visit <http://www.macmillan-press.co.uk>

CARL RODRIGUES, Montclair State University, announces *International Management*, Second Edition (South-Western College Publishing, 2001, ISBN 0-324-04150-0). The textbook teaches the managerial process in a global context and illustrates how culture affects the process. To learn more about this title, please visit <http://www.swcollege.com>.

A.J. SCOTT, University of California at Los Angeles announces the publication of his new book, *The Cultural Economy of Cities* (SAGE publications, London. ISBN: 0-7619-5455-4 [paperback]; 0-7619-5454-6 [hardback]). The book provides an investigation of the structure and performance of cultural-products industries (media, fashion, design, etc.) and their growth in major global cities. Special attention is accorded to the two contrasting cases of Los Angeles and Paris.

KIM SJOSTROM, of the University of Helsinki, has published *Logistics in the Forest Sector*, an edited collection of contributions, to further theory building in the field. Due to the inherent and basic nature of the forest industry as an international business, the publication is full of articles that deal with logistical issues across country and cultural borders. (Helsinki 2000: Hakapaino Oy on behalf of the Timber Logistics Club, ISBN 952-91-1942-9, 295 pages). For further information, presentation Web sites of the publication can be found at <http://honeybee.helsinki.fi/logistics/book.htm>. Abstracts are available on the Internet as well as the Introductory chapter. To order, please contact the distributor, Econpap at Anjas 3 A 33, 02230 Espoo, Finland; fax: +358-9-191-7755; email: econpap@yahoo.com.

New AIB Members

Members joining from June 10, 2000 - September 5, 2000

Ivan Abel	Pedro Marquez
Ilgaz Arikian	Delia Martinez Alfonso
Dick Barth	Kuniko Maruyama
Michael Behnam	Rami A. Massoud
Maureen Berry	Paul Matthyssens
Lyn J. Bibbings	Shelly McCallum
Stephen John Brammer	Kamel Mellahi
Rosemary Burnley	Renato C. Mello
Jane Camillin	Ehud Menipaz
Gillian Sarah Carpenter	Anton Meyer
Kwong Chan	Antonios Michail
Hung-Hsin Chen	Asif Mir
Jian Chen	Oystein Moen
Rita Cheng	Edward A. Morash
Toni Jane Clayton	Michael J. Morley
Allan Cunningham	Melinda J. Muir
Koen De Backer	Pari Namazie
Mehmet Demirbag	John Netting
Rick Edgeman	Adam Nguyen
Karl-Heinz A. Ermisch	Hee Sung Park
Sherin Fayyazi	G. Parker
Alan John Feely	Chinmay Pattnaik
Annie Wang Feng	Pieter F.J. Pauwels
Gary W. Florkowski	Jennifer Pegg
Norihito Furuya	Zelah Pengilley
Rosanna Garcia	Liliana M. Perez
Dirk Ulrich Gilbert	Lois Peters
Luca Giustiniano	Joseph A. Petrick
Paul Gooderham	Rose M. Prasad
Francis Gray	Andrew Pressey
Susan Hansen	Dr. G. Pugh
Harayanto	Alex Rialp
Sheena Harland	Bob Ritchie
Andrew L. Harrison	Janette Robbins
Guy L. Holburn	Chris J. Robertson
Chin-Chun Hsu	Peter Rodriguez
Lanying Huang	Hiroshi Sasaki
Xiaoling Huang	Katrina Savitskie
Trevor Hunter	Ahmad Seyf
Kevin Ibeh	Sandy Sidhu
Richard James	Catherine Quee Eng Sim
Marion Jones	Sukhpal Singh
Nikos Kakkos	Jin Young Sirh
Destan Kandemir	Scott Smith
Destan Kandemir	Stanley Ho Fai So
Jaeyoung Kang	Christen Henrik Solem
Frederick J. Kelly	Elif Sonmez
Louise Kelly	Anne Stringfellow
Yeysuk Kim	Stephen Sullivan
Chang-su Kim	Younus Syed Mohammad
Daekwan Kim	Douglas Taylor
Yangmin Kim	Jesus A. Trevino
Jootae Kim	Chiung-Hui Tseng
Demeter Kioka	Heinz Tuselmann
Cynthia J. Kipchillat	David Tyrrall
Young-hee Ko	Fernando Ubeda
Carla I. Koen	Svein U. Ulset
Charles O. Kroncke	Rajan Varadarajan
Agnes Y.C. Lau	Sari Wahyuni
Gwangsoo Lee	David A. Walker
Alison Lloyd	Lorraine Watkins-Mathys
Tinne Lommelen	Sigrid Westphal Khorram
Jo Lorentzon	Melissa A. Wiczorek
Carlos Machado	Lian Xiao
Theodoros TD Makryniotis	Joseph Ziegler
Svetla T. Marinova	

Call for Papers

AIB 2001- Sydney Australia

Deadline March 16, 2001



Academy of International Business Annual Meeting

November 16-19, 2001

Sheraton on the Park - Hotel Sydney

Conference Theme: Looking towards the future

It is fitting that the 2001 meeting will be held in Sydney, Australia. The dynamic development of the Asian and Pacific Basin economies is one of the most significant events in recent world history. Its significance goes beyond its direct impact on more than half of the world's population. The surge in the region's economies has brought about challenges to more developed economies and firms in the industrial economies, yet also offered significant opportunities for win-win collaboration. The so-called Asian Crisis that began in 1997 and the ensuing volatility have caused a useful re-examination of traditional thinking in business, economics, and public policies. Much of the new research has led to fundamental insights regarding, for example, the critical role of institutions on economic development and their influence on business behavior.

We hope that the development of International Business exhibits similar dynamics. Just as emerging economies have risen to cooperate and compete with the older economies of the industrial world, new ideas and business models will come to the forefront to complement, augment, and compete with older concepts and frameworks for international business studies. The work of younger scholars is especially important here. They are particularly well trained and motivated to revel in the new research opportunities around the world and to challenge existing theories in international business. Our aspiration, ultimately, is that such challenges, debates, and collaboration between generations will lead to better knowledge that is both relevant for practitioners and fundamentally important to academics.

Success in IB research arises from solid application of theories drawn from fundamental disciplines onto important and relevant research questions. The changes in the world economy have brought to the forefront several factors that can stimulate even higher quality research in IB.

Research questions of practical importance abound. The focus on a broader range of countries increases heterogeneity in experimental backgrounds, which, in turn, can facilitate the investigation of fundamental empirical and theoretical questions in functional disciplines. Our aspiration for the Sydney meeting is that it serves to catalyze a significant improvement in IB research.

The AIB 2001 meeting is scheduled for November 16-19, in Sydney, Australia and will be hosted by the Australian Graduate School of Management. In the above spirit, the program chair, Bernard Yeung, and the local arrangements chair, Timothy Devinney, invite your participation. They will work with an international program committee in developing the final agenda.

The conference will feature a variety of formats including plenary sessions, competitive paper sessions, workshops, panels, and poster sessions. We invite submissions of papers and panel proposals that examine important and interesting new, and old, international business phenomena, that offer new insights and that advance basic theories in the functional disciplines. The deadline of competitive papers and proposals for other sessions is **March 16, 2001**. Submissions will be categorized into seven tracks.

Conference Tracks:

1. *Plenary*
2. *Strategic Management*
3. *Economics (including political economy and emerging economies), Finance, Accounting*
4. *Marketing and Operations*
5. *Organization/Institutional Sociology and Macro-organizational Behavior*
6. *Micro-Organizational Behavior and Human Resources Management*
7. *Business History*

General Submission Requirements

There are five types of meeting formats: plenary sessions, competitive paper sessions, workshops, panels, and poster sessions. All proposals will be subject to a double-blind review process. Competitive papers should be less than 30 pages, inclusive of references, figures, and tables. Papers submitted for these sessions must be essentially in final form. Poster papers should be less than 20 pages, inclusive of all.

Panel proposals must be submitted by the proponent and chair of the panel and include a statement of what the main issues are and how each panel member plans to tackle these issues (discussants need only be listed). Signed letters (faxes and e-mail are allowed) from each presenter, showing evidence that they will participate, are required.

All submissions, paper and electronic, must be received by **March 16, 2001**, and must comply with either of the following:

For Electronic Submissions:

Electronic submissions must include the following information within the body of the email message:

- Track for which the manuscript is being submitted
- Type of session for which the manuscript is being submitted
- The title of the paper and three key words
- The name, address, phone, fax, and email addresses of the authors. Please identify the contact author for correspondence.
- The version of Microsoft Word used
- The operating system used for the manuscript

The attached manuscripts must comply with the following requirements:

- Manuscripts must be double spaced with margins of one inch (2.5 cm) and printed in a font size of 11 points or larger. Paper length requirements are explained above. Other standards regarding citations, endnotes, abstract, etc., must follow JIBS requirements.
- Manuscripts must be formatted for "Letter" paper size (8.5 inches by 11 inches) or approximately 21.6cm x 28cm.
- The entire manuscript, including abstract, tables, figures, footnotes, and references, must be embedded in a single file. Copy the abstract into another file on the same diskette for use in the Proceedings.
- The file has to be in Microsoft Word or Adobe PDF. The abstract must be submitted in a Microsoft Word or plain text file.
- The documents must be checked for viruses with an updated anti-virus software utility before submission. A free on-line virus scanner can be accessed at: <http://housecall.antivirus.com/>

Send all electronic submissions to:

gasuncio@stern.nyu.edu

Authors will be sent an email message acknowledging receipt of the manuscript within one week of submission.

For Paper Submissions:

The following conditions apply for paper submissions:

- Clearly label for which type of session and track the papers/proposals are being submitted on the upper right-hand corner of the title page.
- The cover page must include the name, address, telephone, and fax numbers, and e-mail addresses of the authors. Authors will be sent an email acknowledging receipt of their paper. Please identify the contact author for correspondence.
- Please include three key words at the end of the abstract.
- The second page must include the title of the paper and the abstract, but not the author's identity.
- Include two 5 x 8 inch (approximately 12.7cm x 20cm) index cards with the title of your paper, contact author's name, address, phone, fax, and email address centered on the card.
- 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. Paper length requirements are explained above.
- Other standards regarding citations, endnotes, abstract, etc., must follow JIBS requirements.
- Submit four (4) paper copies and a diskette (IBM formatted). There should be two files on the diskette. One file should contain the entire manuscript, including abstract, tables, figures, footnotes, and references. A copy of the abstract should be in another file on the same diskette for use in the Proceedings.
- The electronic files in the diskette have to be in Microsoft Word or Adobe PDF.

Mail paper submissions to:

Mrs. Gloria Asuncion
44 W. 4th Street, KMEC Rm. 7-65
International Business Department
Stern School of Business,
New York University
New York, New York, 10012
USA

(Please label envelope "AIB Submission")

Tel: 1-212-998-0400 Fax: 1-212-995-4221

E-mail: gasuncio@stern.nyu.edu

THE NEW AIB WEB SITE

...continued from page 1

Info” to return to the home page.

Besides “AIB Info,” the other main links that can be found at the top of each page are Chapter Info, Events, Membership, Publications, Resources, and Log In. Those visiting the site but not logged in cannot see a pop-up list of links when placing their cursor above the “Log In” link.

Current members visiting the site should log in upon entering to access the special members-only resources. The first time you access the site, click on “Log In”. There you can click on “Member Registration” and input either your ID number or your last name and e-mail address (which must match our records). Immediately, we will send you a username and password to use for logging in the first time.



Visitors are greeted with a new color scheme and picture of the world on the main page (left above).

www.aibworld.net

Drag your mouse over any of the top white links (right) and a submenu of options will pop up. These options are also found on the site map.



The site map seen to the right is linked to the main page and allows quick navigation through the entire site for those that have trouble with the pop-up links.

Once logged on, a list of links will show up when the cursor is placed above the main “Log In” link. You can change your log in profile by clicking on the appropriate link. Members logged in also have the opportunity to look up other members in our new online membership directory. Replacing the printed membership directory that was published every two years, members can now look up the contact information they need by visiting the Web site. The membership information is updated daily so, members will no longer experience the frustration of not having their colleagues’ most recent contact information. Members preferring a hard copy should contact the AIB Secretariat to receive a hard copy of the directory that will be printed out once per year.

Coming soon to the site will be an online archive of JIBS articles for current members to access. However, that portion of the Web site will remain under construction while the final technicalities are worked out. The AIB also encourages volunteers (individuals or institutions) to sponsor a page. You can put it on your own server and maintain it at your school, and we will make a link to it. If you do not have your own server space, we can put your page up on our site. The page can include your school or program’s logo as sponsors of the page. Those interested should contact the AIB Secretariat by faxing (808) 956-3261 or e-mailing their idea to aib@cba.hawaii.edu.

After users sign in at the login screen below (left), they can access special members-only options (right) which include AIB-L management options and a searchable online directory of their fellow AIB colleagues.



AIB-L LISTSERV

The AIB-L, the AIB’s e-mail mailing list, expands online offerings, provides greater connectivity between AIB members, and helps scholars locate resources and collaborators. AIB-L traffic is moderate (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.

Now members can log in to the AIB Web site and manage their AIB-L accounts at the click of a button. Make sure that the e-mail account on your AIB profile is the same as the one that you want the AIB-L messages to be sent. After logging in, just click on the link “manage AIB-L account” to access buttons that allow you to subscribe, unsubscribe, and more.



MISCELLANEOUS ANNOUNCEMENTS



CALL FOR PAPERS

- **WOMEN IN MANAGEMENT REVIEW - SPECIAL ISSUE: GENDER ISSUES IN MULTINATIONAL CORPORATIONS**

Coedited by Carol A. McKeen and Nailin Bu; School of Business, Queen's University. The issue of gender is especially complex and challenging for MNCs due to cross-national differences in the cultural norms and legal frameworks regarding the roles of women in the workplace, and the obstacles to the international mobility of women. They plan to publish a collection of conceptual and empirical articles that define and highlight specific problems as well as suggest and evaluate solutions. All submissions will be subject to a double-blind, peer-review process. Publication decisions are made by the editors based on recommendations from the reviewers. Contributors are asked to refer to the *Women in Management Review* style guide, which can also be obtained from the co-editors. Please send five (5) copies of the manuscript to: Prof. Carol McKeen or Prof. Nailin Bu, School of Business, Queen's University, Kingston, Ontario, Canada K7L 3N6. Inquiries can be directed to either of the co-editors: Carol McKeen at (613) 533-2326, e-mail: cmckeen@attgloba.net or Nailin Bu at (613) 533-2332, e-mail: nbu@business.queensu.ca. Electronic submission is also encouraged.

- **INTERNATIONAL CONFERENCE ON SUPPLY CHAIN MANAGEMENT FOR PAPER AND TIMBER INDUSTRIES**

The 2nd World Symposium on Logistics in Forest Sector will be held 12-15 August 2001 in Vaxjo, Sweden. Due to the inherent and basic nature of the forest industry as an international business, they will heartily welcome contributions that deal with our logistical issues across country and cultural borders. Detailed, updated information will be available at <http://honeybee.helsinki.fi/logistics/second.htm>. Organized by Marketing re-

CALL FOR PAPERS

searchers & Logistics researchers (www.egroups.com/group/logistics-forest/) and the Vaxjo university (Institute of Forest and Wood) as the Academic Host. We welcome senior and/or expertized scholars to propose review papers on background, basic theory and state-of-the-art, together with some pointers to identify knowledge gaps and research needs. Deadline: **December 12, 2000**. For more information, contact: Kim Sjostrom, c/o Econpap, Anjas 3 A 33, 02230 Espoo, Finland; fax: +1-801-904-6757, e-mail: sjostrom@iki.fi.

- **BUSINESS ASSOCIATION OF LATIN AMERICAN STUDIES (BALAS) ANNUAL CONFERENCE: APRIL 4-7, 2001 SAN DIEGO, CALIFORNIA**

The 2001 Annual Conference, *Designing the 21st Century Latin American Organization*, will be sponsored by the Ahlers Center for International Business at the University of San Diego. BALAS is an international organization dedicated to bring together scholars and professional managers to facilitate the exchange of information and ideas to provide leadership in the areas of Latin American business and economic research and practice. Papers may be submitted in English, Spanish, or Portuguese. However, the language of the conference and presentations is English. All papers are subject to a blind review. Selected papers are eligible for publication in the conference Proceedings. Authors of the most outstanding submissions will be recognized. Deadline for submissions is **November 1, 2000**. For more information, visit the BALAS Web site at <http://www.balas.org> or contact the conference chairs: Dr. Denise Dimon & Dr. Joan B. Anderson, School of Business Administration, 5998 Alcala Park, San Diego, CA 92110 USA. Tel: (619) 260-6809 Fax: (619) 260-4891, e-mail: balas@acusd.edu.

OTHER

- **INTERNATIONAL MANAGEMENT**

International Management is published by the Centre d'études en administration internationale (CETAI) of the Ecole des Hautes Etudes Commerciales (HEC) of Montreal. It publishes original papers on various aspects of international management in English, French or Spanish and is intended for managers and academics alike. *International Management* was created to advance knowledge and practice of international management by publishing empirical articles and theoretical analyses. Anyone interested in the journal can request the Fall 1999 issue, Vol4 No1, on managerial and strategic implications of privatization, which will be sent free of charge and with no obligation. For more information, please visit <http://cetai.hec.ca/mi/journal.htm> or e-mail mi-cetai@hec.ca.

- **UNIVERSITY OF MISSOURI-SAINTE LOUIS NEW UNDERGRADUATE INT'L BUSINESS PROGRAM**

University of Missouri-Saint Louis is pleased to announce a new program in September: their undergraduate international business program for Honors College students. Some of the special features of the program are: Foreign language and overseas business experience, membership in a small community of capable students and dedicated faculty, international business and honors curriculum, and generous scholarship support. The program will be treated as pre-Masters in International Business (pre-MIB) preparing bright students for the best graduate programs in international business. For more information about the program, please visit the Web site at <http://www.umsl.edu/divisions/business/hib.html>

Please Note: miscellaneous position announcements are now posted exclusively on our Web site at <http://www.aibworld.net>

AIB NORTHEAST USA

CHAPTER CONFERENCE

JUNE 1-3, 2001

SCRANTON, PENNSYLVANIA

It is not too early to mark your calendar for the 2001 meeting of the Academy of International Business Northeast U.S. Region. The event will be held June 1-3 (Friday - Sunday) at Scranton, Pennsylvania. It is being hosted by the Kania School of Management at the University of Scranton.

For more information, please contact the Conference Chair:

Dr. Susan Trussler
Director, Center for International Business
Kania School of Management
University of Scranton
Scranton, PA 18510-4602
USA

Tel: (570) 941-6122
E-mail: trussler@scranton.edu

2000 NE USA Chapter Meeting

The 2000 conference was hosted by Ithaca College in Ithaca, New York, on June 9 and 10. Nearly sixty people from as far away as Singapore and the United Kingdom attended the event. The keynote speaker was Mr. Anthony D. Hensel, Vice President-Finance, of Borg Warner Morse TEC, Inc., one of the world's leading supplier of automotive parts and components.

The Program Chair was Dr. Hormoz Movassaghi of Ithaca College (*top picture*). The arrangements for the conference were excellent and the delegates were very pleased with the hospitality shown by Ithaca College. Dr. Movassaghi also edited the conference proceedings.

The 2001 event will be organized on June 1-3 by the University of Scranton at Scranton, Pennsylvania. The program chair is Dr. Susan Trussler (see left for contact information).



AIB MIDWEST USA

CHAPTER CONFERENCE

MARCH 7-9, 2001

CHICAGO, ILLINOIS

The annual meeting of the Midwest Chapter of the Academy of International Business will be held in conjunction with the Midwest Business Administration Association annual meetings in Chicago during March 7-9, 2001. Submissions are being accepted until **October 6, 2000**. For more information about the conference and submission rules, please contact:

Stewart R. Miller
Asst. Professor of International Business
Michigan State University
N370 North Business Complex
East Lansing, MI 48824-1122
Tel: (517) 353-6381 Fax: (517) 432-1112
e-mail: mille878@pilot.msu.edu

or

Sumit K. Kundu
Assoc Professor of International Business
St. Louis University
3674 Lindell Blvd
St. Louis, MO 63108
Tel: (314) 977-3601 Fax: (314) 977-7188
e-mail: kundusk@slu.edu

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.

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 mail your materials 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 30, 2000.

AA/EEO Employer

The University of Pennsylvania is an equal opportunity employer and takes its obligation in that area very seriously.



THUNDERBIRD
THE AMERICAN GRADUATE SCHOOL
OF INTERNATIONAL MANAGEMENT

Department Chair

Thunderbird invites applications for the position of Chair of the Department of International Studies. The Chair will lead a faculty from the disciplines of political science, cross-cultural communication and negotiation, economics and law; and help craft the 21st century's template for global management education worldwide.

Desired qualifications would include, but not be limited to: a Ph.D. in a field related to international studies; record of excellence in teaching and scholarly activity; significant leadership experience in the global corporate, diplomatic or academic arenas.

Letter of application and full curriculum vitae should be sent to: Dr. Glenn R. Fong, Department of International Studies, Thunderbird, the American Graduate School of International Management, 15249 N. 59th Avenue, Glendale, Arizona 85306-6011 USA

Stillman School of Business

Seton Hall University

Institute for International Business: Director. Associate/Full Professor. Tenure track. A Ph.D. in international business is required. A record of progressive administrative responsibility is necessary, as this individual will oversee the Master of Science Program in International Business and coordinate the undergraduate global colloquium course. The successful candidate must have a substantial scholarly record of refereed publications, as well as practical experience in a specialty area of international business sufficient to achieve tenure in one of the Stillman academic departments. The successful candidate is expected to participate fully in university life, including service to the department, the Stillman School, the university, and the profession. Please send resume and research and teaching portfolio to: Karen E. Boroff, Acting Dean; Stillman School of Business, Seton Hall University, 400 South Orange Avenue, South Orange, New Jersey 07079.

Prof. Bill Stoeber will be interviewing candidates at the Annual Meeting. Please see the notice in the "Positions open" booklet or contact him at the Pointe Hilton at Tapatio Cliffs Hotel.

please place:
City Univ of Hong
Kong ad (on
included CD &
hardcopy)

Harvey Randall Wickes Endowed Chair in International Business

Saginaw Valley State University (SVSU) announces the availability of the ***Harvey Randall Wickes Endowed Chair in International Business***.

The preferred candidate should have an earned doctorate in business or a related discipline with a successful record of teaching and research in the area of international business. The specific discipline of study is open. Alternatively, the committee would consider an applicant with significant executive level experience in international business in addition to an appropriate Master's degree. The successful candidate will be expected to:

- Facilitate interaction between the university and the regional business community in the area of international business programs.
- Actively pursue external funding.
- Work with the newly appointed Dow Chemical Company Centennial Chair in Global Business and SVSU faculty to develop an integrated program in global and international business.
- Teach 9-12 credit hours per calendar year.
- Develop a program of collaborative research and scholarship consistent with the school's mission.

The salary, terms and conditions for this position are competitive. The appointment may begin as early as July 1, 2001 but no later than August 2001.

Saginaw Valley State University is a baccalaureate and master's level university offering more than 70 undergraduate programs of study and seven master's degree programs. Situated on a spacious 782-acre campus, SVSU is conveniently located in mid-Michigan, 90 miles north of Detroit. One of the fastest growing universities in the state, SVSU currently has an enrollment of over 8,700 students. The unique and attractive campus includes several newly-constructed classroom and office buildings and a new performing arts center. The College of Business and Management offers programs leading to master's and bachelor's degrees. For more information about SVSU visit our Web site at www.svsu.edu. The College of Business and Management's Web site is www.svsu.edu/acadprog/bm.

Applicants for the ***Harvey Randall Wickes Endowed Chair in International Business*** should submit a letter describing how the candidate meets the qualifications, a current resume and a list of at least three references with addresses and telephone numbers. Review of applications will begin on November 15, 2000 and continue until the position is filled. Address applications and nominations to Dr. Paul J. Uselding, Dean of the College of Business and Management, 320 Curtiss Hall, Saginaw Valley State University, University Center, MI 48710. If more information is required, contact Dean Uselding at (517) 790-4064 or uselding@svsu.edu. Applications from and nominations of minorities and members of under-represented groups are especially encouraged. SVSU is an equal opportunity, affirmative action employer.

Position Announcement



The Monterey Institute announces the search for a new Dean of its Fisher Graduate School of International Business. The Monterey Institute of International Studies, located close to the heart of Monterey, California is one of the few professional graduate schools dedicated to preparing students to respond effectively to the complex challenges of a rapidly changing global environment.

The Fisher School serves approximately 120 students through its MBA and Advanced Entry MBA programs. There are 11 full-time faculty at this time.

The Dean will provide leadership to the school and serve as an integral member of the Institute's senior leadership team. The Dean reports to the Academic Vice-President/Provost.

Ideally, the new Dean will possess successful experience in academic leadership with appropriate academic credentials. Candidates with traditional academic backgrounds will have advanced degrees (Masters at least and Doctorate highly preferred) and service in international business academic programs or related areas of higher education. Candidates with non-traditional backgrounds and credentials may be considered for this position providing they possess distinguished careers and stature in related and relevant professions.

The Dean will be expected to work collaboratively with faculty and be highly accessible to students. Fundraising skill and entrepreneurship are expected, as is the ability to develop positive and productive relationships with the local, regional, national and international business communities. The Fisher School is in the process of obtaining AACSB Accreditation and The Dean will play a leadership role in this important undertaking.

For further information, see the MIIS Web site: www.miis.edu

Direct expressions of interest to: **MIIS/Fisher GSIB Dean Search, 1800 Century Park East, Suite 900, Los Angeles, CA 90067 or FAX 310-553-6452.** Screening begins immediately and the search will continue until an appointment is made.

Faculty Positions

Richard Ivey School of Business
The University of Western Ontario



The **Richard Ivey School of Business** is Canada's premier business school, recognized world-wide for the quality of its management education. The School's major activities include: a highly regarded MBA and Executive MBA program; an Executive MBA delivered via interactive videoconferencing; a small and selective undergraduate program; a well-established doctoral program; as well as an expanding portfolio of programs for executives, including an Executive MBA delivered in Hong Kong. The School is internationally oriented in terms of curricula, research, faculty, student exchanges.

The School strongly supports faculty research dealing with issues of interest and relevance to practising managers leading to publication in top quality academic and managerial journals. Excellence in teaching and course development is highly valued. Our faculty is collegial and engages in interdisciplinary investigation, as well as independent inquiry.

We are located in London, Ontario, a community of 326,000 which is approximately 100 miles from both Toronto and Detroit. Our Executive MBA facility is situated in Mississauga, just west of Toronto. Road, air and train links to major Canadian and U.S. cities are excellent. The School is part of a larger University community with the equivalent of 26,000 full-time students.

One **probationary tenure track position, tenured appointment, limited term or visiting position** in each of the General Management/Strategy, Organizational Behavior and Global Environment of Business area groups is available to begin July 2001. Although we are open in terms of research and teaching interests, a strong commitment to the practise of management is required. Interest in the case study method is also required. New initiatives in the Asia-Pacific region make the School particularly interested in recruiting faculty with interests in either of this area and with appropriate language skills.

All positions are subject to budget approval. In accordance with Canadian Immigration requirements, priority will be given to Canadian citizens and Permanent Residents of Canada. The University of Western Ontario is committed to employment equity, welcomes diversity in the workplace, and encourages applications from qualified individuals including women, members of visible minorities, aboriginal persons and persons with disabilities.

Applicants should send their Curriculum Vitae to the Associate Dean, Faculty Development, Richard Ivey School of Business, The University of Western Ontario, London, Ontario, Canada N6A 3K7. Deadline for submission is October 20, 2000. Candidates will be contacted in advance for a preliminary interview to be conducted during the Academy of International Business Annual Conference, November 17-20, 2000 in Phoenix.

Web site: www.ivey.uwo.ca



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's Annual Meeting. A Ph.D. candidate may also be nominated to receive membership and meeting registration provided that he or she commits to attending 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			
<i>Please type or print clearly and remit payment with form.</i>			
FIRST NAME	INITIAL	FAMILY NAME	
POSITION TITLE		ORGANIZATION	
STREET ADDRESS LINE 1			
STREET ADDRESS LINE 2			
CITY	STATE	COUNTRY	POSTAL CODE
TELEPHONE		FAX	
E-MAIL		PERSONAL WEB PAGE	

Make cheques payable to the **Academy of International Business**. Applicants outside the US must pay by credit card or remit funds by means of an international money order denominated in US dollars or by a check drawn upon a US bank. Foreign cheques must have micro-encoded banking information, including the ABA routing number at the bottom of the cheque, a US bank address and have the US dollar amount imprinted on them. The regular annual membership dues of \$85 and the Student and Low-income annual membership of \$45 in the Academy of International Business both include \$40 for a one-year subscription to the *Journal of International Business Studies*. (Federal Employer ID #23-7442958).

*You must return this form (or a copy) with your payment to ensure proper recording. (Return by **October 15** for the current meeting.)*

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 the individuals at your institution who will receive the benefits listed below.		
- 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.		
MEMBERSHIP #1		
FIRST NAME	INITIAL	FAMILY NAME
POSITION/TITLE		FAX NUMBER
E-MAIL		
MEMBERSHIP #2		
FIRST NAME	INITIAL	FAMILY NAME
POSITION/TITLE		FAX NUMBER
E-MAIL		
<i>Our institution nominates the following two individuals to attend the AIB's Annual Meeting in Sydney, Australia on November 16-19, 2001.</i>		
REGISTRATION #1 (name only if same as #1 above)		
FIRST NAME	INITIAL	FAMILY NAME
POSITION/TITLE		FAX NUMBER
E-MAIL		
REGISTRATION #2 (name only if same as #2 above)		
FIRST NAME	INITIAL	FAMILY NAME
POSITION/TITLE		FAX NUMBER
E-MAIL		
Ph.D. NOMINEE (Membership and 2001 Registration Fee)		
FIRST NAME	INITIAL	FAMILY NAME
POSITION/TITLE		FAX NUMBER
E-MAIL		



AIB MEMBERSHIP APPLICATION

ACADEMY OF INTERNATIONAL BUSINESS

Action(s):

☐ New Membership

☐ Renewal

☐ Address Correction

Type of Membership:

☐ Regular - \$85

☐ 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 (or Last) Name		First Name		Initial	
Street Address					
City		State		Country	
Postal Code					
Telephone			Fax		
E-mail			Personal Web Page		
Position/Title			Organization		
Highest Degree			Alma Mater		
Disciplines		Research Interests		See Research Codes under the Membership link on our Web site at http://www.aibworld.net for the code list.	
<input type="checkbox"/> <input type="checkbox"/>		<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>			

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 US are requested to pay by credit card or to remit funds by means of international money order denominated in US dollars or by check drawn upon a US bank. Foreign cheques must have micro-encoded banking information, including the ABA routing number at the bottom of the cheque, a US bank address and have the US dollar amount imprinted on them. The regular annual membership dues of \$85 and the Student and Low-income annual membership of \$45 in the Academy of International Business both include \$40 for a one-year subscription to the *Journal of International Business Studies*. 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)

Credit Card Number

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

Signature (if Credit Card payment)

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

MAIL TO:

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2404 Maile Way (C-306)
Honolulu, HI 96822-2223 USA

FAX TO: (808) 956-3261

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