



AIB Newsletter

VOL. 6, No. 4

FOURTH QUARTER 2000

2001 Sydney Meeting
Brochure inside envelope

INSIDE THIS ISSUE

<i>Presidential Address</i>	1, 6-11
<i>Phoenix Highlights</i>	1, 12-16
<i>Board Notes</i>	2-3
<i>Member Updates</i>	4-5
New Members	11
<i>Announcements</i>	17
<i>Chapters</i>	18
<i>Advertisements</i>	19-21
<i>Newsletter Info</i>	21
<i>Membership Forms</i>	22-24

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Record 700 Attendance in Phoenix

Spectacular sights, informational sessions and overwhelming response made the Academy of International Business' 2000 Annual Meeting one of the most successful ever. Seven hundred participants traveled to the city of Phoenix, Arizona to partake in the activities at our luxurious southwestern resort location.

The Tapatio Cliffs Pointe Hilton Resort provided the perfect conference venue with its spacious meeting rooms and unique location. Thunderbird, the American Graduate School of International Management, graciously served as the host school for this meet-

...continued on page 13



Eagle dancer entertaining the AIB members at the Heard Museum Gala

The State of the AIB: 2000 Presidential Address

*José de la Torre, The Anderson School at UCLA
November 20, 2000, Phoenix, Arizona, USA*

It was customary from time to time for the President of your association to give an account of the state of affairs of the AIB and to point out some critical challenges that loom in the horizon. In 1986, John Fayerweather, one of the founders of the Academy and its first President, and a leading international business scholar in his time, published a history of the first 25 years of the association. Starting from its founding by a group of 19 enthusiasts who met in New York City in November 1958, Fayerweather's essay discusses a sub-



José de la Torre
AIB President

...continued on page 6

EXECUTIVE BOARD

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JOURNAL OF INTERNATIONAL BUSINESS STUDIES

Thomas L. Brewer, Editor
Georgetown University

Catherine Langlois, Deputy Editor
Georgetown University

CALL FOR PROPOSALS

2003 Annual Meeting Host School

The AIB is seeking proposals from schools in North America wishing to host the 2003 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 - 2003 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 2002 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:

James R. Wills, Executive Secretary
Academy of International Business
2404 Maile Way, CBA C-306
University of Hawai'i-Manoa
Honolulu, Hawai'i 96822-2223
U.S.A.

Or e-mail aib@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.

CALL FOR PROPOSALS

TO HEAD THE JIBS EDITORIAL TEAM

The AIB Executive Board is seeking proposals for a new editorial team for the *Journal of International Business Studies* that will become fully effective on June 30, 2002. This will mark the end of a 6-month transition period from the current editorial team headed by Tom Brewer and sponsored by the McDonough School of Business at Georgetown University and the Copenhagen Business School.

Contrary to past practice, the Executive Board has decided to split the editorial and business responsibilities of the Journal beginning on January 1, 2002. We are currently investigating a number of publishing arrangements that include both in-house solutions as well as a contract with a major academic publishing house that will handle all production, subscription, mailing, and distribution matters. These functions, previously included in the contractual agreements with the editorial team, will now be handled under the direct supervision of the AIB Secretariat and its Executive Secretary, overseen by the AIB's Executive Board.

The new editorial team will consist of an Editor-in-Chief and a number of associates whose exact number and responsibilities should be outlined in the proposal. The Executive Board is asking for a *three-year commitment* from the new team, renewable for a 3-year period by mutual agreement. The editorial team would have complete editorial responsibility for the content and organization of the Journal, would manage the manuscript review and selection process, and would decide on the organization of Special Issues or Symposia. The Editor-in-Chief reports directly to the Executive Board and is expected to attend both annual meetings of the Board.

The proposal should include a complete resume of the leading scholar who would serve as Editor-in-Chief, as well as for those who would occupy key positions as Deputy, Associate or Co-Editors. We anticipate that the team would require some release time from their respective universities for the key members of the editorial team, the services of a full-time administrative assistant, some physical facilities and equipment, and a budget for travel and communications. The financial arrangements necessary to meet these costs should constitute one element of the proposal. The Editor-in-Chief's university will be acknowledged in the Journal for the duration of the agreement.

We would like to receive proposals by March 31, 2001. A final set of candidates will be asked to present their proposals at the Executive Board's 2001 spring meeting. A transition period beginning in fall 2001 will be arranged between the new and current editorial teams, with full responsibility for all issues, projects and on-going manuscripts to be transferred to the new team in its entirety by June 30, 2002.

Please submit your proposals to the AIB Secretariat by **March 31, 2001** to:

James R. Wills, Jr.
Executive Secretary
Academy of International Business
University of Hawaii at Manoa - CBA, C-306
2404 Maile Way
Honolulu, HI 96822 USA

Or by electronic mail to aib@cba.hawaii.edu

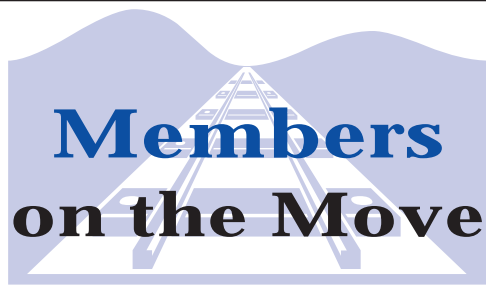
2001 DEAN OF THE YEAR

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.

Please send nominations to 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



Members on the Move

FRANCIS L. BARTELS has taken a position as Senior Lecturer at the School of Business at James Cook University in Queensland, Australia, starting from November 8, 2000.

SAMIR R CHATTERJEE of Curtin University, Australia will be a visiting Professor of International Management at the Ecole de Management Lyon in France and K.S. Graduate Business School St. Gallen in Switzerland from January to February 2001. He will join other faculty members in teaching post-graduate programs and executive education courses.

JANET Y. MURRAY is an associate professor of marketing at City University of Hong Kong. She can be contacted at: mkmurray@cityu.edu.hk.

SHAHROKH M. SAUDAGARAN has moved to Oklahoma State University as Head of the School of Accounting and Arthur Andersen Alumni Centennial Professor of Accounting. Shahrokh was previously Director of the International Business Studies Institute at Santa Clara University. He also serves as Secretary General of the Asian Academic Accounting Association (4A) and was a keynote speaker at its inaugural conference in Singapore in August 2000. Professor Saudagaran can be contacted at shahrok@okstate.edu.

SULLY TAYLOR of Portland State University has become the Director of the International Management program of the School of Business Administration.

JEAN-CLAUDE USUNIER has taken up a new position as professor of international marketing at the University of Lausanne (HEC, Graduate School of Commerce) from September 1, 2000. The position encompasses teaching and research in marketing, business negotiations, and sales management, as both domestic and global topics. Jean-Claude plans to continue his work on the cultural aspects of global marketing in the nice international setting provided by the north shore of the lake of Geneva. His new address is: Jean-Claude Usunier, HEC, University of Lausanne, Bfsh 1, CH-1015 Lausanne-Dorigny, Switzerland.

JUST OFF THE PRESS



FRANCIS L. BARTELS recently published *International Business: A Competitiveness Approach* (Prentice Hall, ISBN 0-13-032146-X, 308 pages) with Chris L. Pass.

LINDA BEAMER (Department of Marketing, California State University, Los Angeles) and **IRIS VARNER** (Professor of Management, Illinois State University) have just published the second edition of their book, *Intercultural Communication in the Global Workplace* (McGraw-Hill/Irwin, ISBN: 0-07239690-3). This new paperback edition gives readers a theoretical approach for understanding how businesses communicate internationally and in multicultural domestic environments. New mini-cases have been added at the beginning of each chapter, and the impact of technology is a theme throughout the book. The style is highly engaging, peppered with personal anecdotes as well as stories from other boundary-crossers. Valuable resource for international marketing, management and negotiation. To order, visit McGraw-Hill Business Publications at www.mhhe.com.

THOMAS L. BREWER (Georgetown University) and **STEVEN YOUNG** (University of Strathclyde) announce the revised and updated paperback edition of their book, *The Multilateral Investment System and Multinational Enterprises* (Oxford University Press, ISBN 0-19-924110). The volume analyzes the international public policy framework for FDI - from the ill-fated ITO to the WTO. The final chapter assesses the breakdown of the MAI and 'The battle of Seattle', and speculates on a new era for investment agreements. To order, visit the publisher's web site at <http://www.oup.co.uk/isbn/0-19-924110-4#contents>.

JAMES C. LEONTIADES announces his book, *Managing the Global Enterprise: Competing in the Information Age* (Financial Times/Prentice Hall, due out in Jan. 2001). This is one of the very few books devoted to the phenomenon of globalization as it relates to management and the global company. The unique feature of the book is its focus on rivalry and the notion that advances in IT have transformed traditional international competition into quite a different form of competitive behaviour, global rivalry, which is the hallmark of the global enterprise.

CARL A. NELSON announces his book, *Import/Export: How to Get Started in International Trade*, Third Edition. This expanded and updated third edition shows how to tap into the e-commerce phenomenon, including a complete overview of this new global market opportunity, how to set up a successful home page, and tips to filling orders and getting paid over the Internet. New material also covers the Euro and World Trade Organization, NAFTA, tricks of using Letters of Credit, new product standards, and how to navigate the business worlds of China and Africa. Plus, you'll find Dr. Nelson's 20 acclaimed and globally tested keys to international business success. To order, please call The McGraw-Hill Companies at 1-800-2MCGRAW, fax: 1-614-755-5645, customer.service@mcgraw-hill.com, or visit www.books.mcgraw-hill.com.

ASEEM PRAKASH, The George Washington University, announces his co-edited volume, *Responding to Globalization* (Routledge, ISBN 0-415-22865-4). This is the third of the three volumes co-edited by him (and Jeffrey A. Hart) on the subject. *Responding to Globalization* examines how different countries/regions have responded to the challenges of increasing levels of global economic integration. It focuses on the following countries and regions: Australia, Japan, South Korea, China, Russia, Yugoslavia, Bulgaria, Latin America, and Western Europe. Unlike many other works examining responses to globalization, *Responding to Globalization* advocates neither resisting it nor embracing it. At least in the short-run, globalization is not pareto superior: there are "winners" and "losers." A focus on the strategies adopted by actors to influence the distribution of costs and benefits is crucial to understand the political economy of globalization. This volume, therefore, examines how globalization impacts a given actor's set of opportunities and threats, why actors choose specific strategies, what political, ideological, and economic factors are behind these choices, and how the historical and the institutional contexts impact these decisions. To order, call 1-800-634-7064 or fax 1-800-248-4724.

SHAHROKH M. SAUDAGARAN, head of the School of Accounting and Arthur Andersen Alumni Centennial Professor at Oklahoma State University has published *International Accounting: A User Perspective* (South-Western College Publishing/Thomson Learning, ISBN 0-324-01583-6, 228 Pages). The primary audiences

for this book are graduate students, upper-division undergraduate students, and participants in corporate university and executive training courses. As indicated in its title, the book takes a user perspective (as opposed to a preparer perspective) to international accounting. The goal is to place the book somewhere between Advanced Accounting texts that have very little coverage of international accounting issues and traditional International Accounting texts that are too long and expensive for most undergraduate, graduate and executive programs. Visit the Web site at <http://www.swcollege.com> for content and ordering information.

ROSALIE L. TUNG of Simon Fraser University announces that her *IEBM Handbook of International Business* (London: Thomson Learning, 1999) is now available in paperback. The book is 992 pages and costs \$45. For more information, please visit <http://www.thomsonlearning.com>.

AMIN YAN (Boston University) and **YADONG LUO** (University of Miami) announce *International Joint Ventures: Theory and Practice* (M.E. Sharpe, ISBN: 0-7656-0474-4). The book has several features: First, both authors have been major players in the mainstream research on international joint ventures. The book crystalizes their decade-long theoretical and empirical work and their consulting experience. Second, the book integrates multiple perspectives. Theoretically, it draws heavily on theories of organization, strategic management, and economics. The book takes a balanced approach to understanding joint ventures by accounting for both the foreign and the local partner's interests and perspectives, as well as interactions between them. Third, the book adopts a holistic view by examining the entire process of IJV development, from partner and ownership structure selection to the design of managerial control systems and venture performance assessment and to the dynamic evolution of IJVs and exit strategies. Fourth, the book balances between academic and practitioner interests by providing both scholarly theoretical analyses and empirical work and in-depth descriptions of many real-world partnerships, as case studies and examples. Finally, the empirical basis and many examples used in the book were drawn from IJVs in Asia, particularly in China, to take advantage of the deep expertise of both authors.

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sequent period of growth and institution building that culminated with the complex and multifaceted organization that we know today.¹ Two years later, John Dunning, arguably the most influential scholar in the middle years of our history, delivered a presidential address in October 1988 at the San Diego meetings of the AIB on the future of IB research.² Since then, alas, the hustle and bustle typical of our annual meetings has not allowed for much reflection on long-term issues of this nature.

Today, I want to return to this tradition, although I certainly lay no claim to the lofty pulpit of my two predecessors. We are not yet at our 50th anniversary, nor do I consider myself qualified to chart our intellectual territory for the years ahead with the prescience and acumen that John Dunning showed in that occasion. But perhaps there are some good reasons for us to take a critical, introspective look at our association today: (1) we are at the doorstep of the next millennium, which always invites self-reflection; (2) we are experiencing dramatic change in terms of our principal subject matter (the multinational corporation), our customers (both students and faculty colleagues), our environment (the advent of the Internet Age), and our competitors (other professional associations); and (3) we have no Executive of the Year speech, and thus a hole in the agenda. So I ask for your indulgence as I review some of our recent accomplishments, discuss some critical challenges we face, and suggest some directions and

priorities for our Academy as we move forward.

Our Annual Meeting

If John Fayerweather were here with us today he would be astonished at the breadth, scope and depth of this gathering. The Academy's first annual meeting in 1960 consisted of one session and two papers. The meeting held in 1983, to coincide with the 25th anniversary of the AIB's founding, had grown to 37 sessions and 110 papers. This meeting in Phoenix is evidence of the continued growth and interest in our field. It included 82 different sessions with 222 papers, plus 3 vibrant poster sessions and 23 panel discussions with more than 100 participants. The program committee received 387 paper submissions, with 44% of them coming from outside North America. Nearly 700 scholars attended the meeting, with 34% traveling from Europe, Asia and other regions besides North America. No one present can say that he or she is returning home without a richer understanding of our field and an expanded view of its intricacies and challenges.

Our annual meeting is indeed a major crossroads of intellectual thought; a vibrant market for ideas and insights into the issues that face the modern global corporation and its many constituencies. It is also a lively social agora where new friendships are nurtured or developed, and where plans come together for joint research work or the sharing of pedagogical concepts and materials. This annual meeting, I submit to you, is one of the

AIB's greatest and most successful accomplishments.

This does not mean, however, that we should rest on our laurels. Other academic groups are holding annual meetings that increasingly offer an attractive alternative to internationally minded faculty and researchers. The annual meetings for the IM division of the Academy of Management or the Strategic Management Society have drawn many of our members with greater and wider coverage of international and global issues at their sessions. Equally, all major functional societies are increasing the attention they accord to international issues at their own meetings, providing a strong incentive to marketing or finance professors doing international work to prefer those venues to ours.

In a way, we may argue that this is evidence of our success; that the criticality of international studies is now accepted dogma throughout academia. As such, the "missionary" goals of the AIB as stipulated by the founders in 1958 are considerably less important today. Thus, we must evolve in our objectives and make sure that the focus of our meetings deals with the sort of issues that other disciplines and academic organizations are less capable of covering in breadth and depth. The success of our recent meetings in this regard should encourage us to accept this challenge and continue to make each annual meeting a cauldron of intellectual debate on a fundamental issue of the day amenable to multiple disciplinary approaches.

¹ This history was published by the University of South Carolina as one of its *Essays in International Business* (No. 6, November 1986) under the title of "A History of the Academy of International Business from Infancy to Maturity: The First 25 Years."

² This address was later published as "The Study of International Business: A Plea for a More Interdisciplinary Approach," *Journal of International Business Studies*, Vol 20:3 (1989), pp. 411-36.

Our Journal

JIBS has also grown remarkably in the past two decades and is today the undisputed leading journal for scholars publishing in the international business field. Begun in 1970 under the editorship of the late Bill Ogram at Georgia State University, it started publishing two issues a year with less than 300 copies printed. Submissions averaged about 50 per year in the early period, and the acceptance rate was nearly 60%. By 1984, circulation was up to 2,100, submissions had risen to 200 annually, and the manuscript acceptance rate dropped to 20%. Today, the Journal's circulation exceeds 4,100, we are processing about 280 manuscripts yearly, and the acceptance rate is just over 11%. Citation rates have also risen dramatically and the Journal ranks highly, if not at the top, of most ratings of academic publications in the business and management fields.

But here too, competition has grown dramatically. Today, most top-tier functional journals – such as the *Strategic Management Review*, the *Academy of Management Journal and Review*, *Organization Science*, the *Journals of Marketing and Marketing Research*, the *Journal of Finance*, *Administrative Science Quarterly*, *Management Science*, *Marketing Science*, etc., as well as a myriad of economic journals – are devoting an increasing number of pages to articles dealing with international issues that just a few years ago would not have found much support among their editorial boards. Simultaneously, specialized journals such as the UN's *Journal of Transnational Corporations*, *Management International Review*, and the *Journal of International Management* are crowding the field and gaining respectability with innovative and rigorous approaches to our field.

How to succeed in this increasingly popular and contested space is a critical consideration for both *JIBS* and the AIB. Two actions recently undertaken by the *JIBS* editorial team anticipate one set of responses. First, we need to attract more and better papers and one way to do so is to provide the best service possible to prospective authors. After months of hard work in revamping editorial procedures and introducing electronic submissions and review processes, the editors have succeeded in insuring that 57% of all manuscripts are turned around in less than two months, and 91% in less than three months. Now this is clearly not good enough and we can do better, but it is a far cry from previous experience where manuscripts languished in the system for months. And the entire editorial team and board are committed to a goal of returning over 90% of all reviews to the authors within a 60-day period. We also need to distinguish ourselves in terms of the feedback and direction we provide our submitters so that they may improve their manuscripts to the highest standards. The addition of many younger scholars to our editorial board and the application of stringent criteria to remain on the board are two policies aimed at achieving this result. Accession to the *JIBS* Editorial Board should be a mark of distinction and honor that must be earned and sustained.

A second approach is to encourage authors to tackle controversial and state-of-the-art issues by the use of Symposia and Special Issues. The adoption of Symposia over the past three years has been well received by our constituents, and achieved without any sacrifice of quality or space. In fact, your Executive Board is encouraged by this development and is studying the possibility of adding a fifth annual



José de la Torre giving the presidential address at the Awards Luncheon in Phoenix

number to the Journal to deal exclusively with special themes and issues.

In summary, *JIBS* has made great strides in its 30-year history, but it must go further if it is to take its rightful place among the top tier of A-journals in the business field. We should make this a major priority for the Academy and reflect it in the Call for a New Editorial Team that you will find elsewhere in this Newsletter.

The AIB Listserv

A relatively new product of our association is the creation of the AIB Listserv by which our members can communicate with one another on a myriad of research or pedagogical issues. Serving now more than 1,500 subscribers, its success has been extraordinary. Research questions and inquiries, discussions and suggestions on pedagogical materials, searches for research partners and associates, and news about openings and faculty positions have dominated the electronic air-

...continued on page 8

...continued from page 7

space. The speed and scope of response is amazing. And the emerging etiquette of behavior seems to call for sharing the fruits of inquiries with all, thus spreading learning and deepening the value of the network to all users.

A Challenge Ahead: The growth and distribution of our membership

In spite of these major accomplishments, not all is well with our association. One troubling sign is the apparent peak in our membership in recent years. The graph below shows the development of our membership since 1958 in five-year intervals³. As you can see, the growth that characterized our society for its first 40 years has reversed within the last five.⁴ Is this a trend or a temporary shift in the series? I will first review some of the possible causes for this development and then suggest some action proposals.

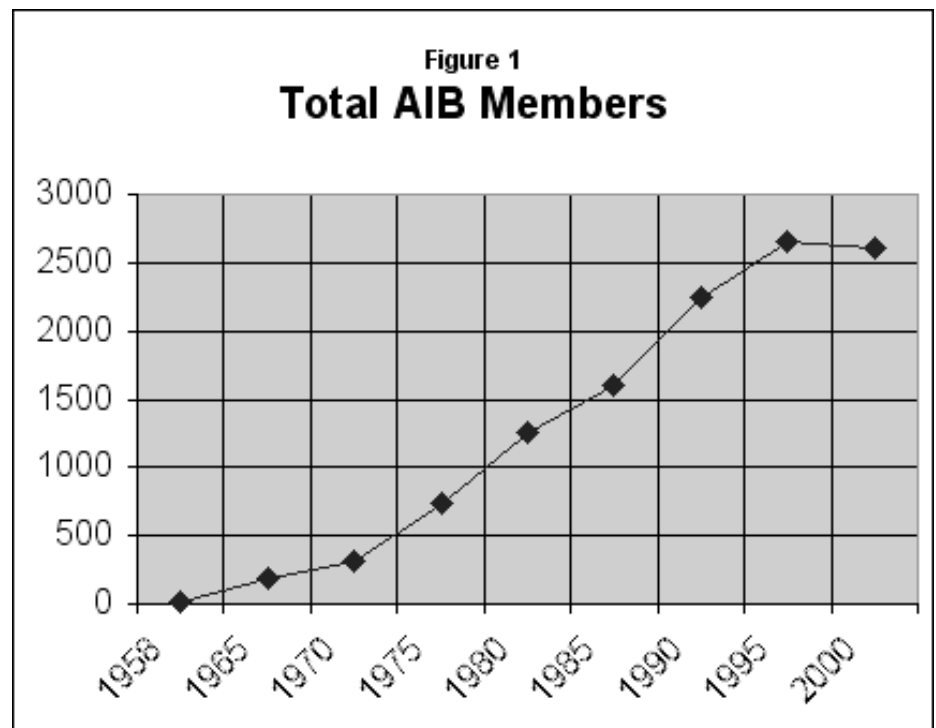
Three explanations come to mind. One is that we have reached saturation in our main markets in North America and Europe, having covered all potential IB faculties in the business schools in these areas. Another is that we are suffering from normal attrition produced by the growth of the international programming of other groups such as the Academy of Management, the Strategic Management Society, the American or European Marketing Associations, TIMS, etc. Finally, we could argue that the relevant space for IB issues and specialization has shrunk as a result of globalization and the spread of e-commerce.

Clearly, our responses must be calibrated to the importance we may attach to these various explanations.

Some support for the **saturation hypothesis** can be gleaned from the data in Table 1 below. Our North American membership has dropped by nearly 5% in absolute terms over the decade, most of it in the last five years. While the weight of our North American members in the association has dropped from 74% to 61% (good news for those of us who wish to see a more balanced global membership), we cannot afford to do this by the loss of members. To reverse this trend will require better services and recruiting. Given that North America continues to be the main world producer of business PhDs, a bigger effort must be made to attract doctoral students to our association

while in the latter stages of their programs.

Europe is the bright spot in the membership story, having increased by nearly 200% in the decade, representing now a full 20% of our membership. The success of the Vienna meeting had something to do with this, but most of the increase was already in evidence in the first half of the decade. The growth of MBA programs in Europe and the natural affinity of European scholars for IB issues has obviously played a role in this. Asia, on the other hand, is a source of major disappointment for us. In spite of the successful Seoul meeting in 1995, regional membership has dropped by 5%, accounting now for only 12% of the total. Increases in Korea, Taiwan and Hong Kong were more than offset by losses in Southeast Asia. We have



³ The 2000 figure is from the end of October and does not include new memberships from November and December 2000.

⁴ This is still a very respectable performance, averaging about 7.4% growth per year from 1970 to 2000. For comparison, the Academy of Management reported total growth of membership from 1,436 to 11,000, or 7.0% annually, for the same period.

not succeeded in capturing the rapid increase in international business interest in the region, so our loss of members is even more severe when taking this into consideration.

As for the rest of the world, Australia and New Zealand have shown rapid increases in membership, up from 2% to 5% of the total by 2000. Our annual meeting in Sydney next year will consolidate these gains, and perhaps pull new members from S.E. Asia. Membership in Latin America, Africa and the Middle East continues to show signs of weakness, representing barely 2% of our total.

If I were to single out some major challenges emerging from these data they would be two: (1) arresting, and perhaps reversing, the loss of members in North America; and

(2) making a serious effort to increase membership from the most promising emerging markets in the world – China, India, South America and Eastern Europe. Together, the last four represent a miniscule 2.4% of our membership, whereas they account for 14% of world GDP and 58% of world population.

As for the **competition from functional societies**, the truth is that we can take pride in the fact that IB issues have now permeated their agendas, meetings and journals.⁵ And their growth, just as the increased popularity of regional associations (e.g., EIBA, JIBA, KIBA and ANZIBA, to mention four of the most active), should be reason for optimism. Our response must be to increase the relevance of the

AIB to our current and potential members to the point that the added value from dual allegiance and membership justifies the \$85 annual fee and participation in our activities. For this, we must respond to the intellectual and professional development needs of our constituents through unique programs and quality services.

Finally, it has been obvious for some time that we must redefine our **intellectual space** beyond the “old” boundaries of functional silos. We must go beyond the spent model of taking “domestic” science and adapting it to a diverse world. This requires a strong effort to identify the issues where our members can make a difference; that are amenable to cross-disciplinary work; and which are of fundamental in-

...continued on page 10

Table 1
AIB MEMBERSHIP by GEOGRAPHY, 1990-2000
Growth and Comparison to 1998 GDP and Population

	1990		1995		2000		2000/1990 Membership Change	1998	
	Members	%	Members	%	Members	%		GDP (%)	Population
United States	1519	67.7%	1589	59.8%	1459	55.9%	-3.9%	28.8%	4.6%
Canada	129	5.7%	130	4.9%	109	4.2%	-15.5%	2.0%	0.5%
Mexico	4	0.2%	3	0.1%	10	0.4%	150.0%	1.4%	1.6%
North America	1652	73.6%	1722	64.8%	1578	60.5%	-4.5%	32.2%	6.8%
S. America & Caribbean	14	0.6%	41	1.5%	28	1.1%	100.0%	5.5%	6.9%
UK	49	2.2%	155	5.8%	214	8.2%	336.7%	4.8%	1.0%
Western & southern Europe	121	5.4%	200	7.5%	283	10.8%	133.9%	26.5%	6.7%
Russia & Central Europe	4	0.2%	13	0.5%	14	0.5%	250.0%	2.9%	7.1%
Europe	174	7.8%	368	13.9%	511	19.6%	193.7%	34.2%	14.8%
Japan	135	6.0%	127	4.8%	128	4.9%	-5.2%	13.2%	2.2%
Korea	28	1.2%	51	1.9%	56	2.1%	100.0%	1.1%	0.8%
People's Rep. of China	1	0.0%	7	0.3%	13	0.5%	1200.0%	3.4%	21.2%
Taiwan & HK	42	1.9%	80	3.0%	77	3.0%	83.3%	1.5%	0.5%
S.E. Asia	125	5.6%	87	3.3%	39	1.5%	-68.8%	1.6%	8.6%
South Asia and Other Asia	8	0.4%	12	0.5%	9	0.3%	12.5%	2.0%	22.3%
Asia	339	15.1%	364	13.7%	322	12.3%	-5.0%	22.8%	55.6%
Africa & Middle East	22	1.0%	30	1.1%	36	1.4%	63.6%	3.8%	15.5%
Oceania & South Pacific	43	1.9%	131	4.9%	134	5.1%	211.6%	1.5%	0.5%
TOTAL	2244	100%	2656	100%	2609	100%	16.3%	100%	100%

⁵ As an example, the International Division of the Academy of Management counts 2,007 members as of the end of 2000. While data is not available, most of these are probably also members of the AIB.

terest to both multinational corporations and their extended constituencies in government, labor, consumers and citizens. The “Janus Face of Globalization” theme from last year’s conference was one such hit in this sense. Not only did it meet all the above criteria, but also it allowed us to tap into other disciplinary perspectives to enrich our views on these complex and controversial issues.

A Proposed Set of Responses

My own conclusion to this analysis is that we must move on all these fronts in order to impart new life into our association. What are we doing? How do we get there? What else should we do? Let me offer a few ideas and initiatives for your consideration.

1. We must be more innovative and aggressive in attracting new members. We can do this by:

- Bringing our annual meetings to the heart of these new constituents. Your Board has decided to start a rotation schedule by which we will hold one meeting in North America every second year, with the intervening meeting in each of the major continents or market areas of interest to our current and potential members. Accordingly, a tentative schedule for this decade will look as follows:

2001	Sydney
2002	San Juan, Puerto Rico
2003	North American city
2004	Santiago, Chile
2005	North American city
2006	Central Europe
2007	North American city
2008	East or Southeast Asian city
2009	North American city
2010	Location to be determined

- Developing closer ties with regional associations that have similar goals. For example, part of the 2001 meeting in Sydney will be coordinated with the Australian and New Zealand International Business Association (ANZIBA). Equally, we are currently in discussions with the Business Association for Latin American Studies (BALAS) to integrate the two annual meetings for 2004. A major effort will be made to reach similar agreements with other groups around the world that will be of mutual benefit to both sets of members.
- Offering more electronic services that can link far-off members closer into the intellectual and

pedagogical network we represent.

- Expanding our travel grant program beyond the current level to include more Ph.D. students from North America, Europe and Asia, junior faculty, and faculty from under-represented regions. We initiated some of these grants this year, and with the generous support of the Sheth Foundation, the AIB Fellows and other fundraising initiatives under way, we hope to offer up to 50 such grants annually in the future.
- Promote our “Adopt a Library” program to bring the AIB scholarship to every corner of the globe. Currently only 27 members contribute the \$35 annual cost this implies, plus one generous member who funds 10 additional libraries. This represents 1% of our membership. We must increase this by five-fold at least.

2. We must fully adopt the electronic age in order to increase the range and quality of services we offer our members and add value to their association with the AIB. Among the initiatives underway or being considered are:

- Expand the use of electronic submission and review for all manuscripts. Over 70% of all submissions to the Phoenix meeting were handled this way, and over 90% of *JIBS* submissions and reviews are now handled over the Internet. This will help accelerate review processes and increase the attraction of these vehicles for presentation or publication over competing alternatives.
- Promote “*JIBS* On-line.” Over 30 years of *JIBS* articles are now in electronic pdf files thanks to the generous contribution of the Copenhagen Business School. All of these will soon be available to AIB members free of charge, together with book reviews and, most importantly, articles accepted for publication in *JIBS* but not yet published. Such a searchable database should be of considerable value to members.
- With funding and help from a number of CIBER schools, we plan to create a search protocol and database that will include IB working papers, cases, teaching materials, course syllabi, thesis abstracts, jobs postings, etc.

Thanks to the enormous efforts of Jim Wills and Laurel King at your Secretariat, and with the addition of John Zhao from St. Louis University as our IT Advisor, we plan to continue innovating in these terms. Of course, your inputs and contributions to this evolving area of technology and service will be essential and greatly appreciated.

3. Increase communication with our members on issues of importance to them. Our Newsletter is now on-line and we plan to increase the degree of interactivity to allow self postings of notices of research and academic meetings, chat rooms on issues of interest, syllabi exchanges, and the like. In addition, under the leadership of B.J. Punnett of the University of the West Indies, we plan to introduce a new feature of the Newsletter tentatively called "AIB Notes" that will involve short articles and essays on issues ranging from political and economic themes to pedagogy and organization. B.J. will be putting together a small editorial board to handle this responsibility and your interest and involvement are welcomed.

4. Expand the intellectual space of our focus by introducing an annual "Special Issue" of *JIBS* devoted to topics whose characteristics match those discussed earlier: impact, relevance and uniqueness of fit. We may occasional link this to the theme of the annual meetings, as it is being done now with the Janus Face theme, and thus provide an incentive for our best minds to focus on these issues and build knowledge at the frontiers of our field. This can be achieved without sacrificing space for normal *JIBS* submissions and will enhance the impact of our Journal and profession.

Conclusions

We have certainly come a long way since that group of 19 pioneers met to chart our association's course over 40 years ago. But we are also at a critical crossroads in our development that will require of all of us to contribute our energy and ideas to the tasks at hand. For me, personally, the last two years have given me great satisfaction. I was honored to have been elected your President; pleased to have had the opportunity to work with such extraordinary people in our Board and Secretariat; and satisfied by the modest progress we have made.

We are extremely fortunate in having a superb team to follow. They will need our support, our initiatives and our critical comments. Thank you again for the opportunity to serve our cause. Have a safe journey home and see you all in Sydney next year.



José de la Torre
AIB President, 1999-2000

New AIB Members

Members joining from September 6, 2000 to December 18, 2000

Filip De Beule	Neil A. Morgan
Raul de Gouvea	Stephen Morgan
Mark De Rond	Adair Morse
Julie A. DeCourcy	Niklas Myhr
Atila Dicle	Patricia Nelson
Ulku Dicle	Joergen U.M. Nielsen
Mark D. Domney	Nancy Nix
Mark Easterby-Smith	Emmanuel Nkwenti
Lucy M. El Sherif	Daniel O'Brien
Saul Estrin	Matthew O'Brien
Georg Fassott	Tom O'Brien
Manuel P. Ferreira	Kwadwo Ofori-Brobey
Dail Fields	Maria-Isabel Olalde-Quintana
Michael Fish	Sergio A. Olavarrieta
Thomas M. Fitzpatuick	Glenn Omura
Bela Forgo	No-Ryon Park
Joel Fostano	Paul G. Patterson
Carlos F. Franco Jr.	Arve Pettersen
Suad Ghaddar	Adilla Pongyeela
Michael Gold-Biss	Cui Qiang
Hamish R. Gow	Murli Rajan
Karol J. Grimes	Peter Redvers-Lee
Alejandro Grisanti	Sabine Reim
Alicia Guajardo Alatorre	Ana L. Rodriguez-Gusta
Ceylan Gul	Eliezer Romeu
Nam Khanh Giao Ha	Anthony Rowe
Mohsin Habib	Bruce Runyan
Christopher H. Harrison	Hadi Salavitabar
Paula Harveston	Rommel O. Salvador
Niron Hashai	Jose Raul Sanabria
Wei He	Jorge Santamaria
Arleen Hernandez	Kenneth Schneider
George Hoffman	Roger Schweizer
John Holt	Per Servais
Zuohao Hu	Daa'im Shabazz
Mark Jenkins	Kiren Shoman
Arpita Joardar	Wendy A. Smith
Steven Johnston	Ilene Smith-Bezjian
Roberta Ann Jones	Roland Sparks
Canan Jouan de Kervenoaez	Rich A. Spreng
Ronan Jouan de Kervenoaez	Mary Beth Stanek
Jae Min Jung	David Stephen
Ozgun Kan	Trond Stiklestad
Siv Marina Karlesen	Janikan Supanvanij
Ahmet Kirca	Adrian Szumski
Matthias R. Kleinhempel	Jane L. Y. Terpstra Tong
Robert Kohn	Wayne B. Thomas
Laura L. Kozloski	Gerardo Torres-Frias
Eryn Krieger	Robert John Tuck
Balaji Krishnan	Jodi Van Der Heyden
Torsten Kuehlmann	Philippe Very
David Kuhlmeier	Niti Villinger
Nandini Lahiri	Deepak K. Vyas
Elvin Lashbrooke	Kathleen Watson
Bastian Lie-Nielsen	Paula Weber
Brian Lofman	Michael Weir
Gundula Luecke	Kirk Wessel
Matthew Lynall	Caroline S. Westerhof
Scott A. MacLeod	Ian Wilkinson
J. Muir Macpherson	Thomas D. Williams
Tarek Mady	Jaclyn A. Winship
Bruce Magid	Wita Wojtkowski
Ali Malekzadeh	Abebe Workneh
Jo Ann McCarthy	Hiroyasu H.Y. Yachi
Alan N. Miller	Yanni Yan
Peter Mollgaard	Haiyan Zhang
Angeles Montoro	



International Dean of the Year

The International Dean of the Year Award was presented by selection committee Chair Peter Buckley to **John Rose** of the University of Melbourne.

Haynes Prize for Best Paper

The 2000 Haynes Prize for Best Paper Award went to **Gary A. Knight** (left), an assistant professor at Florida State University, for his paper entitled, "*Market Orientation and the Channel in International Small and Medium Firms: An Empirical Study.*" Presenting the award is Tamer Cavusgil (right).



JIBS Decade Award

Benjamin Gomes-Casseres, Brandeis University, won the 2000 JIBS Decade Award which honored the most influential article from the 1990 volume of JIBS for his article "*Firm Ownership Preferences and Host Government Restrictions: An Integrated Approach.*"

Recognition of Service Award

The Academy recognized **Jagdish N. Sheth** and the Madhuri & Jagdish N. Sheth Foundation for their continual support of the AIB. In 2000, the AIB received \$5000 for Doctoral Travel Stipends and \$2500 for Adopt-a-Library subscriptions in grants from the Foundation. This support is greatly appreciated by the doctoral students and libraries that have benefitted from the gifts each year.

Farmer Dissertation Award

Selection committee chair **Jean-Francois Hennart** (left) of Tilburg University presented **Joan P. Mileski** (right) of Houston Baptist University with the Richard N. Farmer Dissertation Award for her dissertation entitled, "*Strategic Group of Countries: An Empirical Study of Government Policies Toward Foreign Direct Investment and their Convergence Over Time.*"



The other finalists (pictured above from center to right) were **Rachelle Sampson** (University of Michigan) of New York University, **Paula D. Harveston** (University of Memphis) of Berry College, and **Donald L. Ferrin** (University of Minnesota) of State University of New York at Buffalo.

José de la Torre & Jeff Arpan

José de la Torre & Steve Kobrin

Tamer Cavusgil

...continued from page 1

ing. Local Co-Chairs Rob Grosse and Bert Valencia made sure that the various events went smoothly, while Marie Gant and her staff did a wonderful job managing the conference registration desk. Dottie Kobik organized the gala event and the AIB hotel shuttle. We are grateful to Thunderbird for hosting that wonderful event at the spectacular Heard Museum.

Program Chair S. Tamer Cavusgil and his staff at Michigan State University organized a thoughtful and insightful program that attracted a large attendance at the meeting. The program began on Friday, November 17 with the Junior Faculty and Doctoral consortia. About 29 doctoral students received \$500 travel stipends from the AIB and the Sheth Foundation to attend the conference. The opening reception was held that evening. Roy Herberger, president of Thunderbird, greeted guests with the AIB Executive Board wearing local straw hats.

Stefanie Lenway & Lorraine Eden

Saturday, November 18 began with a stimulating plenary in which Alfred D. Chandler, Jr. was recognized by the AIB Fellows as Eminent Scholar for his body of outstanding work and its impact on international business research. Dr. Chandler is Professor Emeritus at Harvard Business School and is actively engaged in scholarly pursuits. Due to failing health, he was interviewed via video for the session. The selection committee, chaired by Alan Rugman, considered him to be an ideal selection. Many panels and workshops on various interesting topics were held throughout the day.

On Sunday, November 19, the Richard N. Farmer Dissertation Award Finalists presented their dissertation topics in a special session. Selection committee chair, Jean-Francois Hennart recognized them all at the awards luncheon the following day. Finalists included Donald Ferrin of State University of New York at Buffalo, Paula D.

Danny Van Den Bulcke

Harveston of Berry College, and Rachele Sampson of New York University. The ultimate winner was Joan P. Mileski of Houston Baptist University.

That evening, Thunderbird hosted a wonderful gala event at the Heard Museum. Conference participants and their guests enjoyed having the museum all to themselves on this magical evening. Host school president Roy Herberger welcomed everyone and shared some interesting facts regarding Arizona culture with the crowd. All were treated to a grand evening highlighted by traditional hoop dancing performances, a private museum showing of Native American culture, crafts and shopping at a lovely museum gift shop. The mouth-watering Southwestern menu included corn muffins, chili and shrimp tacos and was complemented by a hosted bar serving unlimited beer and wine.

The last day of the conference

...continued on page 15

AIB 2000 Meeting

Registrants by Country

ARGENTINA	1	0.14%
AUSTRALIA	29	4.15%
AUSTRIA	4	0.57%
BARBADOS	1	0.14%
BELGIUM	10	1.43%
BRAZIL	1	0.14%
CANADA	31	4.43%
CHILE	3	0.43%
COLOMBIA	1	0.14%
CYPRUS	1	0.14%
DENMARK	9	1.29%
EGYPT	1	0.14%
EQUADOR	1	0.14%
FIJI	1	0.14%
FINLAND	3	0.43%
FRANCE	5	0.72%
GERMANY	9	1.29%
HONG KONG, SAR-PRC	8	1.14%
HUNGARY	2	0.29%
INDIA	1	0.14%
ISRAEL	4	0.57%
JAPAN	6	0.86%
MEXICO	7	1.00%
NETHERLANDS	13	1.86%
NEW ZEALAND	6	0.86%
NORWAY	11	1.57%
P.R. CHINA	3	0.43%
REP OF KOREA	14	2.00%
REP OF SINGAPORE	4	0.57%
SPAIN	5	0.72%
SWEDEN	10	1.43%
SWITZERLAND	3	0.43%
TAIWAN, R.O.C.	1	0.14%
THAILAND	2	0.29%
TURKEY	7	1.00%
UNITED KINGDOM	28	4.01%
URUGUAY	1	0.14%
USA	451	64.52%
WEST INDIES	1	0.14%
Total:	699	100%

Latin American Scholarship Awards

The AIB was pleased to grant 10 Latin American Scholarships to allow individuals from under-represented areas to attend the meeting in Phoenix. AIB President Jose de la Torre initialized the gesture. The schools chose the nominees, who otherwise would have been unable to participate in the conference. The AIB subsidized the cost of registration fees, one-year membership and a three-night hotel stay for each nominee. All of the nominees came from Central or South America.

Leopoldo Arias-Bolzmann, Univ. Adolfo Ibanez, Chile
Alejandro Grisanti, IESA, Venezuela
Alicia Guajardo Alatorre, ITESM, Mexico
Matthias R. Kleinhempel, Univ. Austral, Argentina
Renato C. Mello, COPPEAD Grad. Sch. of Bus., Brazil
Sergio A. Olavarrieta, University of Chile, Chile
Ana L. Rodriguez-Gusta, Ort University, Uruguay
Jose Raul Sanabria, Univ. de Los Andes, Colombia
Jorge Santamaria, Universidad Del Pacifico, Ecuador
Jesus A. Trevino, Universidad de Monterrey, Mexico

Doctoral Travel Stipend Awards

The AIB awarded \$500 travel stipends to 29 of the over 50 doctoral students who applied for stipends so that they could participate in our 2000 conference. Ten of the stipends were funded by the Sheth Foundation, one by the AIB UK and Midwest USA Chapters, and 18 by the AIB Foundation. Stipend recipients are asked to volunteer 10 hours during the conference in return for receiving a stipend. The stipends are awarded annually.

Juan Alcacer, University of Michigan, USA

William David Brice, University of Hawaii, USA

Mourad Dakhli, University of South Carolina, USA

Zoltan Daroczi, Michigan State University, USA

Filip De Beule, University of Antwerp, Belgium

Donald L. Ferrin, SUNY at Buffalo, USA

Ha Nam Khanh Giao, Nanyang Technological Univ., Singapore

Sangphet Hanvanich, Michigan State University, USA

Paula D. Harveston, Berry College, USA

Wei He, Boston College, USA

Glen Hoetker, University of Michigan, USA

Guy Holburn, Univ of California, Berkeley, USA

Trevor Hunter, Univ of Western Ontario, Canada

Nikos Kakkos, Loughborough University, UK

Chang-Su Kim, Rutgers University, USA

Daekwan Kim, Michigan State University, USA

Jootae Kim, Seoul National University, Korea

Joan P. Mileski, Houston Baptist University,

Alan Muller, Erasmus University, Netherlands

Miguel R. Olivas-Lujan, University of Pittsburgh, USA

Chinmay Pattnaik, Seoul National University, Korea

Rachelle Sampson, New York University,

Deepak Sethi, Univ of Texas - Dallas, USA

Elif Sonmez, Michigan State University, USA

Ana Teresa Tavares, The University of Reading, UK

Susanne Van de Wateringen, Watenshappelijk Inst., Netherlands

Davina Vora, University of South Carolina, USA

Sigrid Westphal Khorram, University of South Carolina, USA

Changhui Zhou, University of Western Ontario, Canada

Fellows Plenary Panel with Alan Rugman, Mira Wilkins, John Dunning & Eleanor Westney

JIBS Decade Award Panel with Louis Wells, Jean-Francois Hennart, winner Benjamin Gomes-Casseres, and chair Tom Brewer

Peter Buckley & John Rose

...continued from page 13

was Monday, November 20. An abundance of panel and competitive sessions packed the day. The 2000 JIBS Decade Award winner Benjamin Gomes-Casseres of Brandeis University presented his work and its contribution to the field over the past decade in a special session. During the Awards Luncheon that followed, AIB Vice President Tamer Cavusgil recognized his staff and the program committee for their contributions to the quality of the the 2000 Program. The 2000 Haynes Prize for Best Paper was awarded to Gary A. Knight of Florida State University. Current Dean of Fellows Susan Douglas spoke on behalf of the Fellows. Brian Toyne, St. Mary's University, was elected as a new AIB Fellow. The International Dean of the Year Award was presented by selection committee chair Peter Buckley to John Rose of the University of Melbourne. AIB President José de la Torre spoke about the history of the AIB. (See page 1 for his presidential address.) Jagdish Sheth received a plaque in recognition of his outstanding service and generosity to the Academy of International Business. Poster sessions were continually popular throughout the conference. Despite being held at the end of the final day, over 350 people attended the wine and

...continued on page 16

Sessions were innovative and well attended

Thunderbird Staff hard at work

Program Co-Chair Attila Yaprak

Poster Sessions were packed



2000 Program Chair
S. Tamer Cavusgil
Michigan State University

Shirley Daniel, Tamer Cavusgil & Yair Aharoni

Arnold Schuh & Saeed Samiee

Roy Herberger and Jeff Arpan

Native American chanting

Laurel King & Angela Wong

Luz Arpan and her dance partner

Rob Grosse, Susan Douglas and colleagues

Spectacular hoop dancing

Strategic Planning for 2001

Fountain in the desert sun

Michigan State program coordinators

...continued from page 15

cheese poster session.

Those with free time during the conference were encouraged to explore Arizona and its many historical sights. The weather was unusually chilly for November, but attendees visited sites near Phoenix and also ventured out to view such areas as the stunning Grand Canyon and remarkable Montezuma Castle National Monument. A golf tournament organized by Glen Omura of Michigan State University on Friday before the start of the conference kicked off the fun.

All in all, this year's conference

Anne Mette Dissing and Art Stonehill

was a wonderful success. Thanks go out to the program staff, host school, AIB staff, conference hotel, and numerous participants for all their contributions. The AIB invites you to join us at our 2001 meeting, which will be held in spectacular Sydney, Australia and hosted by the Australian Graduate School of Management. See the AIB web site at www.aibworld.net for up-to-the-minute details.

Tim Devinney of 2001 host school Australian Graduate School of Management delighted all at the awards luncheon with some Australian slang in his invitation to Sydney 2001. (See Call for Papers brochure mailed with this newsletter for details.)



MISCELLANEOUS ANNOUNCEMENTS



CALL FOR PAPERS

- **INTERNATIONAL BUSINESS EXCELLENCE SUMMIT 2001**
MARCH 25-27, 2001 - SYDNEY, AUSTRALIA

Australia's first International Business Excellence Summit (IBES 2001) aims to enhance learning, networking and the knowledge transfer of international best practice trends and tools. The program will focus on practice not theory with an emphasis on positive outcomes to business and the areas that differentiate best practice businesses from their competitors. A stellar cast of Australian and overseas speakers will present over two days (with concurrent expo) along with the presentation event for the 13th Annual Australian Business Excellence Awards occurring on the evening of the first day. For more information, please e-mail j.mayo@aqc.org.au or visit <http://www.aqc.org.au/ibes>.

- **"PUBLIC AND PRIVATE SECTOR PARTNERSHIPS: THE ENTERPRISE GOVERNANCE"**
JUNE 6-9, 2001 - ENSCHEDE, THE NETHERLANDS

Hosted by Sheffield Hallam University (UK) and the University of Twente (The Netherlands), the overall aim of this conference is to bring together professionals and academics working in the area of or with an interest in partnership for business development. Conference papers must aim at an audience looking to gain a better understanding of current issues on the working relationship between public and private sectors and also the voluntary (i.e.: not-for-profit) organisations. Submission deadline is **February 15, 2001**. For more information, please contact: (UK) Luiz Montanheiro, Sheffield Business School, Stoddart Building, City Campus, Sheffield S1 1WB, UK L.C.Montanheiro@shu.ac.uk or (NETHERLANDS) A.g. Doree and/or W.D. Spiering, The University of Twente, Faculty of Technology & Mgmt, Construction Process, PO Box 217, 7500 AE Enschede, THE NETHERLANDS.

CALL FOR PAPERS

- **JOURNAL OF INTERNATIONAL MANAGEMENT: A SPECIAL ISSUE ON LIABILITIES OF FOREIGNNESS: CONCEPTS, CONSTRUCTS, AND CONSEQUENCES**

Guest edited by Yadong Luo and John M. Mezas of the School of Business Administration at the University of Miami. Since Stephen Hymer introduced the concept of disadvantages and foreignness in 1960, it has received scholarly attention from various fields. Although Hymer's definition of the liability of foreignness has become more widely used, the majority of the writing has been anecdotal in nature, and few studies have rigorously investigated it, theoretically and empirically. Seeking to help advance our understanding of liabilities of foreignness, the *Journal of International Management* is soliciting papers for an upcoming special issue. A variety of theoretical and empirical approaches to investigate this construct will be considered for this issue. Papers must be received by **March 1, 2001**. Authors should prepare manuscripts in accordance with JIM's style guide (<http://www.sbm.temple.edu/jim>). All submissions will be subjected to the usual review process and judged based on the following criteria: conceptualization of this construct, advancement of our understanding these liabilities of foreignness, likely utility to researchers and practitioners, and novelty of the arguments advanced by the papers. Submissions (in quadruplicate) and inquiries must be directed to: Yadong Luo, Dept of Management, School of Business Administration, University of Miami, 414 Jenkins Building, Coral Gables, FL 33124-9145, tel: (305) 284-4003, fax: (305) 284-3655, e-mail: yadong@miami.edu

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

OTHER

Note: The following announcement was mistakenly listed in the Q3 issue under the wrong University. We apologize for our error.

- **UNIVERSITY OF MISSOURI-SAINT 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>

- **INTERNATIONAL ACADEMY OF AFRICAN BUSINESS & DEVELOPMENT**
APRIL 4-7, 2001 - WASHINGTON, DC

The main theme of the conference is "Advancing Knowledge Development for African Business." The conference will feature contributed paper sessions, plenary presentations, case studies, and panel sessions. The primary goal of this conference is to provide a unique international forum to facilitate the exchange of leading edge ideas for effective advancement of knowledge in African business. This will be achieved through multi-disciplinary presentations and discussions of current business and development issues in Africa. For more information, please visit http://www.sju.edu/events/iaabd_conf/ or contact the program chair: Alphonso Ogbuehi, Erivan K. Haub School of Business, Saint Joseph's University, 5600 City Avenue, Philadelphia, PA 19131; tel: 610-660-1105, fax: 610-660-

AIB SOUTHEAST ASIA

CHAPTER CONFERENCE

JULY 4-6, 2001
JAKARTA, INDONESIA

The University of Wollongong, Australia and the University of Indonesia offer an invitation to you to join us at the 2001 Conference of the AIBSEAR: *Business Alliance for Knowledge and Development: Inter-firm, inter-sectoral and cross-cultural challenges in the Asia-Pacific*. This is the first time that the Conference of the AIBSEAR has been held in Indonesia.

The conference aims to bring together academic researchers, business entrepreneurs, researchers, policy makers, management practitioners, and consultants. We hope to attract a wide range of participants from around our region and the globe. The theme of the conference has been carefully chosen to encompass a range of issues that are very relevant to inter-firm, inter-sectoral and international knowledge-based alliances.

The Kempinski Hotel forms the ideal venue for the conference. It is closed to Semanggi Interchange for direct access to Soekarno Hatta Airport. The hotel is a prime location in the heart of the Jakarta business district. All rooms and apartments have a spectacular view over the city of Jakarta. A block booking for accommodation for participants is held at the Kempinski Hotel. There are also many other quality hotels in close proximity.

For more information, please contact one of the following:

Ms. Eka Yosida University of Wollongong Research Office for International Collaboration Jakarta, Indonesia at uowjkt@cbn.net.id Phone: 62-21-391-1661 Fax: 62-21-391-1660	Assoc. Prof. Tim Turpin University of Wollongong Director - International Business Research Institute Australia 2522 at tturpin@uow.edu.au Phone: 61-2-4221-3270 Fax: 61-2-4221-4962
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Mr. Matt Ngui
University of Wollongong
Assistant Director - Centre
for Research Policy
Australia 2522
at mngui@uow.edu.au
Phone: 61-2-4221-3273
Fax: 61-2-4221-4962

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. For more information about the conference, 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

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

ASSOCIATION FOR GLOBAL BUSINESS

The 2001 Annual Conference of the Association for Global Business will be held in Cancun, Mexico on November 15-17, 2001. 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 we encourage you to convene panel discussions. Submit four (4) copies of your complete paper or a four (4) page abstract, along with your e-mail address to expedite the acknowledgment and acceptance process. Selected papers that are presented will be published either in the proceedings or in *The Journal of 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, 2001**. Send all correspondence to:

*Professor Hormoz Movassaghi
AGB VP and Program Director
Ithaca College, School of Business
Ithaca, NY 14850*

Tel: (607) 274-3956
Fax: (607) 274-1152
E-mail: hormoz@ithaca.edu

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 US\$20, nonmembers US\$40) and a self-addressed, stamped postcard to acknowledge the receipt of the manuscript. Address all manuscripts and editorial correspondence to:

*Faramarz Damanpour, Editor
Journal of Global Business
P.O. Box 1381
Harrisburg, VA 22803 USA*

Tel/Fax: (540) 433-7403
E-mail: faramarz@dellnet.com



SAINT LOUIS
UNIVERSITY

Tenure Track Position Fall 2001

Assistant/Associate Professor of
International Business

*School of Business & Administration
Boeing Institute of International Business*

Requirements: Applicants must possess a Ph.D. in International Business or Business Administration. Tenure track positions carry an expectation of excellence in teaching and adequate evidence of scholarly production.

Course Assignments: Probable assignments include Introduction to International Business, International Business Strategies, and Asian, Latin American, or European Businesses courses.

The University: A Jesuit institution, Saint Louis University comprises eleven schools and colleges specializing in numerous disciplines including medicine and law. The university's diversity is further enhanced with a fully operating campus in Madrid, Spain.

School of Business and Administration: Approximately 1300 undergraduate and 400 graduate study at the university's School of Business Administration.

- **Accreditation:** The school is fully AACSB accredited
- **Expansion:** Completed in summer 2000, John and Lucy Cook Hall, the School's \$15 million expansion, contains high tech classrooms, study rooms, offices, and meeting facilities.
- **International Business:** Degrees offered include BS/BA, MBA, Ph.D. and Executive Master of International Business.

Location: Located in midtown St. Louis, the University is accessible from all major thoroughfares. The St. Louis metropolitan area with 2.5 million residents is home to many Fortune 500 companies and is rated among the top cities for livability, with regard to cost of living, housing, cultural and entertainment venues, educational institutions, and employment. Numerous opportunities exist for the successful candidate to interact with area business leaders.

To be considered, please send cover letter, curriculum vitae, and supporting documents to:

Dr. Seung H. Kim, Director
Boeing Institute of International Business
Saint Louis University
John and Lucy Cook Hall, Room 332
3674 Lindell Boulevard
St. Louis, MO 63108-3397

Phone: (314) 977-3898 Email: biib@slu.edu
Fax: (314) 977-7188 Website: <http://biib.slu.edu/>

Saint Louis University is an affirmative action/equal opportunity employer. The final offer is subject to approval of the university's budget.

The University of Texas at El Paso

The University of Texas at El Paso (UTEP) invites nominations and applications for Dean of the College of Business Administration. The Dean will maintain a strong presence in the region, enhance the image of the College in the business community, and develop the College's external resources.

The Dean, working with the Associate Deans, will provide academic and administrative leadership and support for the faculty and students of the College.

Review of applications will begin January 15, 2001 and will continue until the position is filled. The anticipated starting date for the position is August 1, 2001. For more information on how to submit an application, go to www.utep.edu and click on Job Listings.

WELCOME TO THE FIRST AJBS CONFERENCE IN EUROPE

The Association of Japanese Business Studies (AJBS) will hold its 14th Annual Meeting 11-13 June, 2001. The conference will be held in Seinajoki, Finland. The host institution will be Seinajoki Polytechnic.

Association of
Japanese Business Studies



SPECIAL THEMES OF THE CONFERENCE

- Co-operation of Universities and business
- Japanese multinationals in EU since 1992
- European expatriates (life, organisation, and representation)
- Trilateral relationship with Europe and America (recent developments)
- Labour market issues
- E-commerce (economic and legal issues)

CALL FOR PAPERS: DEADLINE FEBRUARY 12, 2001

For more information on Conference Website: ajbs.seamk.fi

Conference registration fees

	Before 15 May	After 15 May
Members	273 EUR	320 EUR
Non-members	320 EUR	367 EUR

For further information please contact Ville-Pekka Makelainen, conference coordinator, Seinajoki Polytechnic, Business School.
E-mail: ajbs@seamk.fi



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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 Director
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.

FEATURE ARTICLES

For consideration, feature articles may be sent at any time to Newsletter Submissions Editor Betty Jean Punnett. Submissions should be a maximum of 2000 words and of general interest to the AIB membership.

Send articles as a Word attachment or as text in the body of the message to:

eureka@caribsurf.com

Mail articles with a diskette to:

Betty Jane Punnett
Department of Management Studies
The University of West Indies
Cave Hill, Barbados
West Indies



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*.

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<i>Please type or print clearly and remit payment with form.</i>			
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STREET ADDRESS LINE 2			
CITY	STATE	COUNTRY	POSTAL CODE
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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.)*

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

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- Check off the box for "Institutional Nominee" on the form.		
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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
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REGISTRATION #2 (name only if same as #2 above)		
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POSITION/TITLE		FAX NUMBER
E-MAIL		
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Please fill in your discipline and research interests in the boxes to the right and on the reverse side. Refer to the list below to determine the appropriate codes.

Disciplines: / (also write codes on reverse side)

Research Interests: / / / /

DISCIPLINE & RESEARCH INTERESTCODES

A. ECONOMICS

- A1 International Trade
- A2 Theory of FDI and the MNE
- A3 Industrial Organization
- A4 Transaction Cost Economics
- A5 Economic Development
- A6 Economic Integration
- A7 Economics of Innovation & Technological Transfer
- A8 Other

B. FINANCE

- B1 Cost of Capital & financial Structure
- B2 Capital Budgeting
- B3 International Financial Markets
- B4 Foreign Exchange Management
- B5 Investment Appraisal
- B6 Transfer Pricing Issues
- B7 Other

C. ACCOUNTING & TAXATION

- C1 Comparative Accounting Systems & Practices
- C2 International Financial Reporting
- C3 Measurement Issues (e.g., currency translation, inflation effects)
- C4 International Management Accounting
- C5 Performance Evaluation & Control
- C6 Auditing
- C7 International Taxation
- C8 Other

D. ORGANIZATION

- D1 Organizational Structure
- D2 The Sociology of Organizations
- D3 Decision-taking Structures, HQ-Subsidiary Relations
- D4 Inter-firm Organizations (JV, Alliances, Networking)
- D5 Comparative Organizational Studies
- D6 Other

E. MANAGEMENT

- E1 Comparative Management
- E2 Cross-Cultural Management
- E3 Management & Information Systems (Planning, Strategy, Control, Information)
- E4 Management of Technology
- E5 Production/Sourcing Operations Management
- E6 Management of Risk
- E7 Entrepreneurship
- E8 Other

F. BUSINESS POLICY

- F1 Business Strategy
- F2 Business/Government Interaction
- F3 Business & the Environment
- F4 Business Policy & Developing Countries
- F5 Global Competition & Markets
- F6 Other

G. MARKETING

- G1 Comparative Marketing
- G2 International Marketing Management & Strategy
- G3 Cross-national Consumer & Industrial Behavior
- G4 Int'l Product/Prom/Pricing/Dist Strategy
- G5 Export/Import: Foreign Market Entry Modes
- G6 Other

H. HUMAN RESOURCES & INDUSTRIAL RELATIONS

- H1 Human Resources (incl Personnel) Management
- H2 Comparative IR Systems
- H3 Dispute Resolution
- H4 Labor/Management Issues (incl wage negotiations)
- H5 Employment Effects of FDI & MNE Activity
- H6 Recruiting & Training Issues
- H7 Other

DISCIPLINE & RESEARCH INTERESTCODES

I. LAW

- I1 Law of Contract
- I2 International Property Law
- I3 Extra-territoriality
- I4 Foreign Investment Laws
- I5 Investment Guarantees & Dispute Settlements
- I6 Negotiation & Bargaining Procedures
- I7 Int'l Trade Law & Int'l Organizations
- I8 Codes of Conduct
- I9 Other

J. INTERNATIONAL RELATIONS AND POLITICAL SCIENCE

- J1 Political Risk Assessment & Management
- J2 Inter-Government Relations
- J3 Issues of Sovereignty, Hegemony & Dependence
- J4 Political Aspects of MNE Activity, Bureaucracies
- J5 MNEs & Distribution Power
- J6 Pressure Groups, Public Affairs, Public Opinion
- J7 Other

K. SOCIAL ISSUES

- K1 Environment & Pollution
- K2 Consumer Protection
- K3 Income Distribution
- K4 South Africa
- K5 Cultural Impact of MNEs
- K6 Other

L. ECONOMIC & BUSINESS HISTORY

- L1 Economic History
- L2 Business History (general)
- L3 Business History (company specific)
- L4 History of FDI & the MNE
- L5 Other

M. COUNTRY OR AREA STUDY

- M1 North America
- M2 Latin America
- M3 Europe
- M4 Japan
- M5 Other Asia & Pacific
- M6 Africa & Middle East
(if interest in comparative studies, please indicate here by indicating 2 or more areas, e.g., North Amer/ Japan as M1/4)
- M7 Other

N. INDUSTRY/SECTORIAL STUDY

- N1 Primary
- N2 Secondary
- N3 Service (if interested in particular sectors, e.g., pharmaceutical, banking, please state)
- N4 Electronic Commerce

O. POLICY-ORIENTED STUDY

- O1 Cost-Benefit Analysis
- O2 Foreign Direct Investment Policy
- O3 Investment Incentives
- O4 Performance Requirements
- O5 Nationalization, Expropriation, etc.
- O6 Other

P. EDUCATION & IB

- P1 Pedagogic Issues
- P2 Curricula & Syllabi
- P3 Education & IB
- P4 Research Methodology in IB
- P5 Case Studies
- P6 Teacher Training in IB
- P7 Other

Q. RESEARCH AREAS NOT COVERED BY GROUPINGS

- Q1
- Q2



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