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## Letter From the President

Dear Colleagues,

As you know, the AIB's annual meeting will now be held in early summer, at the end of June or the beginning of July. One result, is that the Executive Board's term of service, which previously ended at the end of the calendar year, will end at the close of the academic year on June 30. My term as AIB President, and our entire Board's tenure, is thus rapidly coming to a close.



**AIB President  
 Steve Kobrin**

It has been an honor and a privilege to be able to serve an organization that I have belonged to for thirty years, and it has been a pleasure to serve with this Executive Board. Both Bernie Yeung and Lorraine Eden have gone far beyond the call of duty in chairing their respective Annual Meetings and Danny Van Den Bulcke, our Vice President for Administration, has worked hard and effectively with our Chapters and to extend AIB's reach into developing countries. Jose de la Torre has put a great deal of effort into fundraising and developing support for a number of initiatives and contributed constantly as Ex-President. Last, but certainly not least, Jim Wills, our Executive Secretary and Laurel King, our Managing Director, who run our secretariat in Hawaii (and the AIB!) have been both a pleasure to work.

AIB is a voluntary organization and its success is dependent on a large number of people -- including all of the chapter chairs, committee heads, JIBS editorial staff,

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Duke University

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Laurel King, Managing Director

*...Continued from cover*

meeting reviewers and others too numerous to count -- who contribute their time and considerable abilities selflessly to help us achieve our objectives. They are the backbone of our organization and deserve our gratitude.

Let me repeat what I said in my first Newsletter column as President: AIB is a truly global academic organization -- we walk the walk as well as talking the talk. We are long past the "domestic" or "international division" stage and are now a true transnational: close to half of our members live outside of North America. AIB is made up of committed internationalists who jump at the chance to learn about other regions and other cultures. More than most, we tend to see the world as comprised as a single mass of humanity whose differences are to be valued and relished.

We live, however, in perilous times of conflict, antagonism and cross-cultural enmity. True internationalists are getting harder to find and multilateral, negotiated solutions to political and economic problems are less apparent. In our global world order, many issues ranging from the environment to AIDS and trade, demand some form of truly democratic transnational governance, yet unilateralism seems to be the order of the day.

While our economy has become global, our social and political institutions remain local and national. As AIB members we have an unusual opportunity to play a significant role in each of our countries as engaged citizens arguing for more rather than less international cooperation, more rather than less cross-cultural and cross-regional understanding, and more rather than less in the way of negotiated, truly multilateral solutions to the Worlds' considerable problems. I would urge each of you to do so, in accordance with your beliefs and the opportunities you have in each of your countries. AIB members' "public role" has never been more important.

In closing, let me say that I want to thank each of you for the opportunity I have had to serve as AIB President and that I am looking forward to working with Peter Buckley, the incoming President, and the new Board over the next two years.

Regards,



# Thank You!

Our gratitude goes out to the following members for their generosity in supporting the AIB Foundation and the Adopt-a-Library program from May 23, 2001 until June 3, 2002.

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## Institutional Members

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Kotabe	Yoshinori Yokoi
Harry Lane	Srilata Zaheer



**REFIK CULPAN** (Pennsylvania State University) has published *Global Business Alliances: Theory and Practice* (ISBN: 1-56720-313-2, Quorum Books, Westport, Connecticut, USA 2002). This book is a road map to the concepts and theories underlying successful business alliances in four critical industries: automobile and manufacturing, pharmaceuticals, airlines, and telecommunications. Dr. Culpan offers the essentials of global partnering from a strategic management viewpoint. He examines both equity alliances (joint ventures, equity participations) and non-equity alliances (contractual ventures) within decision-making models. New conceptual models help to clarify various strategies and collaborative processes. By comparing the four major industries -- and specific companies in each -- this study explores not only the uniqueness of its subjects, but also the common grounds of various multinationals. Through key insights and ideas, the possibilities and realities of corporate alliances begin to emerge. Attention is paid to the decision making process as it relates to cooperative ventures, as well as to the inevitable managerial challenges of forming and managing strategic alliances. The result is an astute analysis, ideal for teachers, students, and strategists seeking fresh insights into the workings and benefits of corporate alliances.

**USHA C.V. HALEY** (University of Tennessee, Knoxville) and **FRANK-JURGEN RICHTER** (World Economic Forum), Editors, have just published a book on *Asian Post-Crisis Management: Corporate and Governmental Strategies for Sustainable Competitive Advantage* (ISBN 0-333-94964-1, Palgrave Macmillan/St. Martin's Press, New York & London 2002). The book examines the key issues faced by the managers of multinational companies and contains cutting-edge strategies and practices designed to enable managers and policymakers to weather the Asian financial and economic storms. Contributors are provided by an international group of academics, managers, and policymakers including Howard Perlmutter, Masaaki Kotabe, David Boje, Malcolm Warner and over twenty others, spanning key markets, industries, and stakeholders' perspectives. For more information and reviews, please see [http://www.palgrave.com/catalogue/catalogue.asp?Title\\_Id=0333949641](http://www.palgrave.com/catalogue/catalogue.asp?Title_Id=0333949641).

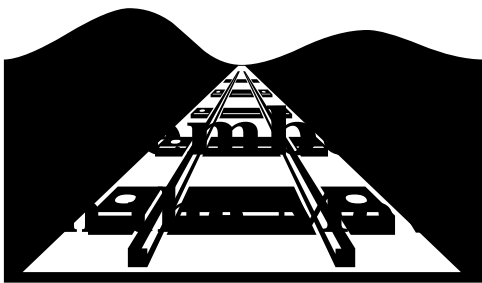
**ROLF MIRUS** (University of Alberta) and **BERNARD YEUNG** (New York University and William Davidson Institute, University of Michigan) announce their new book, *The Economics of Barter and Countertrade* (424 pp. Edgar Elgar Publishing Limited, The International Library of Critical Writings in Economics Series). This book is a collection of the most important articles on barter and countertrade, from early scepticism to recent sophisticated theoretical models and empirical evidence. It is a timely collection due to the resurgence of barter and countertrade following the financial crises in Russia, Asia and Argentina, and it serves as a reference source for those with an interest in trade and international economic relations. For more information, please visit [www.e-elgar.co.uk](http://www.e-elgar.co.uk). To order, please E-mail [direct.order@marston.co.uk](mailto:direct.order@marston.co.uk).

**THOMAS P. MURTHA**, **STEFANIE ANN LENWAY**, and **JEFFREY A. HART** announce their book, *Managing New Industry Creation: Global Knowledge Formation and Entrepreneurship in High Technology* (ISBN: 0804742286, Stanford University Press, December 2001). The book concerns industry creation as knowledge creation. The authors argue that a new class of global, knowledge-driven manufacturing industries has emerged in which learning, continuity and speed define competition. In these new industries, access to knowledge-creation processes matters more than ownership of physical assets. Location matters only insofar as it confers learning advantages and market access. Companies need strategies that can mobilize their organizations' country-specific strengths and freely leverage them in open, global learning partnerships with allies, suppliers and consumers. The authors drew their insights from first-hand discussions with over 160 managers and scientists in the U.S., Asia and Europe who helped found the high-information-content flat panel display (FPD) industry. To order, please visit [www.amazon.com](http://www.amazon.com) or any major bookstore.

**FERNANDO ROBLES** (George Washington University), **FRANCOISE SIMON** (Columbia University), and **JERRY HAAR** (North-South Center, University of Miami) announce their new book, *Winning Strategies for the New Latin Markets* (ISBN: 0-13-061716-4, Financial Times/Prentice Hall, 2003). The book unlocks the opportunities that emerge from a golden triangle of the Brazilian, Mexican, and U.S. Latin markets, which represent two-thirds of the region's market power. A detailed account of integrators and specialists in con-

sumer, retail, telecommunications, energy, health, and financial markets reveals how firms are crafting strategies through the value chain from manufacturing to finance and marketing.

**GEORGE J. SIEDEL** (University of Michigan) has just published a book entitled *Using the Law for Competitive Advantage* (ISBN 0-7879-5623-6, San Francisco: Jossey-Bass). The book describes a process that enables managers to reframe legal concerns as business opportunities. For further information and to order, please visit [www.amazon.com](http://www.amazon.com) or any other major bookstore.



**GEORGE J. SIEDEL** has been named by the Fullbright Commission as a Distinguished Chair in the Humanities and Social Sciences. He is the Williamson Family Professor of Business Administration at the University of Michigan Business School.

**HARRY G. HARRIS**, Visiting Professor at the University of California, Davis, joined Indian Prime Minister Atal Bihari Vajpayee as an invited speaker at the 51st annual conference of the Pacific Asia Travel Association [PATA] in New Delhi, India in April 2002. Harry spoke on globalization and the impact of terrorism in the world community and global tourism industry. His ten-day program also included assessments of tourism activities in Mumbai and Kolkata.

**DAN LAUFER** will be joining the faculty at the University of Cincinnati as an Assistant Professor in the Marketing Department in the Fall 2002 semester. Dan recently completed his doctorate in Marketing and International Business at the University of Texas at Austin.

## New AIB Members

*members joining from March 11 to May 15, 2002*

Wendi L. Adair  
 Elizabeth Alexander  
 Marta Almeyda  
 Celeste Maria Amorim  
 Rebecca Arkader  
 Javier Baella  
 Adolfo Bertoa  
 Constanca Bianchi  
 Ricarda B. Bouncken  
 Guillermo Cardoza  
 Bongsoon Cho  
 Kittinoot Chulikavit  
 Mario Cordova  
 Stephen H. Craft  
 David Doyon  
 Kelly J. Dunn  
 Carmen Espina  
 Paul D. Esqueda  
 Jiing-Lih Farh  
 Maryann Feldman  
 Clare Francis  
 Dingkun Ge  
 Roberto Gonzalez  
 Gene Hahn  
 Terry Hallmark  
 I. Han  
 Mark Hartley  
 Xiyu He  
 Marilyn Healy  
 Locksley G.M. Henry  
 Annelies Hogenbirk  
 John Holmes  
 Mohammed S. Hossain  
 Kenneth Husted  
 Hiroaki Itakura  
 Martyna Janowicz  
 Eugene Kang  
 Supara Kapasuwana  
 Dennis Karney  
 Martin Kenney  
 Myoung Sook Kim  
 Irem Kiyak  
 Rao Kowtha  
 Luis Filipe Lages  
 Paul LaTortue  
 Michael Lawless

Huiping Li  
 Keith E. Maskus  
 Ray Mataloni  
 Elena Matinez  
 Erika Mendez  
 Francisco Montalvo  
 Memsud Musabasic  
 Hyeon Jeong Park  
 Jone L. Pearce  
 Luis Pereiro  
 Gail Pesyna  
 Christos N. Pitelis  
 Sridhar Ramaswami  
 Joan Enric Ricart  
 Orlando C. Richard  
 Nadine Roijackers  
 Rick A. Rudy  
 Carlos Rufin  
 Dennis Sakalauskas  
 Marisela Santiago-Castro  
 Ernie Scalberg  
 Marquerite Schneider  
 Humberto Serna Gomez  
 Minnie Shroff  
 Dionisis Skarmas  
 Per Sonne  
 Maritza Soto  
 John W. Story  
 Rizwan Tahir  
 Siri Terjesen  
 Peter Thibeault  
 Rob F. Thomas  
 James E. Titus  
 Sandra L. Torres  
 Eric C. Tsai  
 Daniel Tsakpo  
 Greg B. Turner  
 Ana Valenzuela  
 Hans L. Van Kranenburg  
 Ernst Verwaal  
 Stephen Weld  
 Michael N. Young  
 Chun Zhang  
 Yushan Zhao  
 Jing Zhou

## SOUTHEAST USA

Chapter Conference  
November 7-9, 2002  
Atlanta, Georgia

The 2002 annual meeting of the AIB-SE, will be held in Atlanta, GA in cooperation with the Southern Management Association meeting, on November 7-9, 2002. You are invited to submit papers and/or panel proposals that deal with any international business topic. A Proceedings issue is published with the accepted paper submissions. Three (3) copies of the full paper, or at least a detailed abstract of not less than six (6) pages, must be received as email attachments in MS-Word.

For more information, contact:

Dr. Cheryl Van Deusen  
AIB-SE 2002 Conference Chair  
Dept. of Management, Marketing  
& Logistics  
University of North Florida  
4567 St. Johns Bluff Road  
Jacksonville, FL 32224

Tel: 904-620-2780  
Fax: 904-620-2782  
Email: cvandeus@unf.edu

## NORTHEAST USA

Chapter Conference  
September 26-28, 2002  
Salisbury, Maryland

The 2002 meeting will be held September 26-28, 2002 in Salisbury, Maryland. The host is the Perdue School of Business at Salisbury University. The program chair is Dr. Richard Hoffman.

The conference theme is "Global Transformations". Globalization of economies, markets, and cultures is affected by a number of factors including: regional economic integration (EU, NAFTA, ASEAN, MERCOSUR), changing technology, security issues, and innovation.

Awards for best paper and best doctoral student paper will be presented.

For more information, contact:

Dr. Richard C. Hoffman,  
Program Chair  
Perdue School of Business  
Salisbury University  
Salisbury, MD 21801

Tel: 410-548-5398  
Fax: 410-546-6208  
Email: rchoffman@salisbury.edu

## SOUTHWEST USA

Chapter Planning Report  
March 5-8, 2003  
Houston, Texas

The 2003 AIB-SW conference will be held in Houston, Texas, March 5-8, 2003. By June 30, the conference committee will mail call for papers to the region and other parts of North America. To maintain good standards, the chapter will make every effort to accept quality papers and panel sessions. A total of ten tracks will be organized. In addition, several special panels and plenary sessions are being planned. The chapter will provide three best papers awards and will also present a special award to the "2003 International Businessperson of the year".

For AIB Southwest Chapter activities, contact:

Jane LeMaster  
Chapter Chair  
College of Business  
University of Texas-Pan  
American  
1201 W. University Drive  
Edinburg, TX 78539

Tel: 956-381-3317  
Email: jlemaster@panam.edu

# SOUTHWEST USA

## Chapter Report

The 2002 Academy of International Business U.S. Southwest Chapter Conference was held in St. Louis, Missouri (March 6-8) in conjunction with the 2002 Federation of Business Disciplines 29th Annual Conference. FBD is a collection of 13 business conferences/disciplines and was attended by 1000 participants from the U.S. and overseas. The elected chapter officers for 2002-03 are as follows:

Chapter Chair:

Jane LeMaster, University of Texas-Pan American

Vice President Publicity & Membership:

Rock-Antoine Mehanna, Wartburg College

President:

M. Kabir Hassan, University of New Orleans

Secretary & Treasurer:

Melissa N. Castillo, University of Texas-Pan American

Vice President Programs:

Wolfgang Hinck, University of Texas-Pan American

Proceedings Editor:

Jennifer Pope, University of Texas-Pan American

The AIB-SW Chapter Organizing Committee planned a very timely and informative meeting. The following are the highlights of 2002 conference:

- a) A total of 22 sessions were organized and 60 papers were presented.
- b) Over 75 presenters and participants registered for the meeting
- c) Two Special Panel Sessions were organized on the topic of "GLOBALIZATION ISSUES & INTERNATIONAL BUSINESS TRENDS". Selected IB scholars and speakers who spoke to the special sessions included: Masaaki Kotabe, Temple University, David Ricks, University of Missouri-St. Louis, Terry Clark, Southern Illinois University-Carbondale, Lyn Amine, St. Louis University Allan Bird, University of Missouri-St. Louis, Julian Gaspar, Texas A&M University, College Station and Lorraine Eden, Texas A&M University, College Station.
- d) The conference proceedings (2002 Southwest Review of IB Research) was edited by Melissa Costillo, University of Texas-Pan American.
- e) The program committee members, conference track chairs, and best paper authors were recognized for their contributions as well. Linda Jacobson, President, Global Vision Strategies, St. Louis was awarded the 2002 Best IB Person of the year award. The winners of the McGraw-Hill/Irwin Distinguished Paper Award was won by Halil Kiyamaz (University of Houston-Clear Lake) and Osman Kilic (Quinnipiac College). The title of the a paper was AWealth Effect of International Mergers and Acquisitions on Foreign Targets and Bidders.@ In addition, M. Kabir Hassan (University of New Orleans) was the recipient of the 2002 Prentice Hall Outstanding Educator Award.



AIB U.S. Southwest Chapter Officers with Keynote Speaker at the 2002 St. Louis Conference (L to R): **Syed Tariq Anwar**, Chapter Chair 2001-02 (West Texas A&M University), **Lyn Amine**, Local Liason (St. Louis University), **Duane Burdorf**, Secretary/Treasurer 2001-02 (C.H. Robinson, Inc, Laredo), **Linda Jacobson**, 2002 IB Person of the Year (Global Vision Strategies), **M. Kabir Hassan**, VP Publicity 2001-02 (University of New Orleans), **Wolfgang Hinck**, Program Chair 2002 (University of Texas-Pan American), **Jane LeMaster**, President, 2001-02 (University of Texas-Pan American)



Invited Panel Speakers and AIB U.S. Southwest Chapter Officers at the 2002 St. Louis Conference (L to R): **Syed Tariq Anwar** (West Texas A&M University), **Jane LeMaster** (University of Texas-Pan American), **David Ricks** (University of Missouri-St. Louis), **Lyn Amine** (St. Louis University), **Wolfgang Hinck** (University of Texas-Pan American), **Lorraine Eden** (Texas A&M University-College Station), **Terry Clark** (Southern Illinois University-Carbondale), **Masaaki Kotabe** (Temple University), **Allan Bird** (University of Missouri-St. Louis)

# Call for Papers

## *A Handbook of Qualitative Research Methods for International Business*

to be published by Edward Elgar

### Additional Chapters are sought, particularly on

Alternative data collection methods  
Challenges of cross-cultural and comparative research  
Data analysis methods for qualitative IB research  
Conducting longitudinal IB research  
Doing research in African, the Middle East or South America  
Combining qualitative and quantitative research  
Ethics and intercultural business research  
The impact of gender on conducting IB research  
IB research paradigms / epistemology  
Validity and reliability concerns

### Potential contributors, please contact the editors:

Rebecca Marschan-Piekkari, Swedish  
School of Economics and Business  
Administration, Finland  
rebecca.piekkari@luukku.com

Catherine Welch, University of New South  
Wales, Australia  
c.welch@unsw.edu.au

## 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 applicants 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 -- via E-mail with attachment (Word or Adobe Acrobat preferred) to:

[recruiting@management.wharton.upenn.edu](mailto:recruiting@management.wharton.upenn.edu). Please mail your material to:

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

Applicants should send materials by November 1, 2002  
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The University of Pennsylvania is an equal opportunity employer and takes its obligation in that area very seriously.

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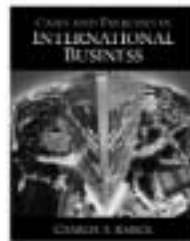
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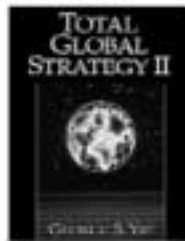
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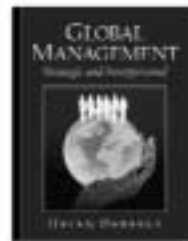
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ISBN: 0-13-061964-7



*Globalization and Business*  
Daniels/Radebaugh/Sullivan  
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ISBN: 0-13-062030-0

## Temple University

### The Fox School of Business and Management Department of General and Strategic Management

Temple University, The Fox School of Business and Management, expects to fill one full-time, tenure-track Assistant or Associate Professor position in International Business/Strategy, starting in the Fall 2003. We are looking for individuals with a strong research record, ability to network with executives and entrepreneurs in the field, and commitment to high-quality teaching.

The Fox School has a major thrust in building a strong international business research and education program. At the Fox School, the Institute of Global Management Studies (IGMS) (<http://www.sbm.temple.edu/igms/>) oversees an undergraduate, graduate, and doctoral program in international business. Through its IGMS, the Fox School is making an even greater commitment to new courses and programs in all aspects of globalization. The new IGMS Center for International Business Education and Research (IGMS-CIBER) will commence operations in the Fall, 2002. Candidates will have the opportunity to participate in a wide variety of research and teaching programs, including work at Temple's branch campuses in Rome and Tokyo.

Interested candidates should send an application, including curriculum vitae, current research samples, and a list of three references (letters not required) to the Recruiting Chairperson, listed below. The application deadline is **October 31, 2002**.

Professor Masaaki "Mike" Kotabe, Chair - Recruiting Committee  
Temple University, The Fox School of Business and Management  
The Institute of Global Management Studies  
349 Speakman Hall (006-00)  
Philadelphia, PA 19122, USA.



**MICHIGAN STATE UNIVERSITY, The Eli Broad Graduate School of Management** is seeking applications for an academic-year, **tenure-track position** in the area of **International Marketing**. Appointment is intended to resume with Fall Semester 2003, but earlier dates will be considered. In addition, we are interested in a **visitor** in the same discipline for the Spring 2003 semester (January-June 2003).

We have a specific need for individuals who can teach International Marketing/Business courses at the MBA and Executive MBA level, but who also have an interest in undergraduate and Ph.D. teaching on those topics. Assistant/Associate candidates are desired but the rank is open. Please submit your application or nomination as soon as possible.

Both the tenure-track and visiting positions will have competitive salaries. The tenure track position requires extensive research, quality teaching, and support of MSU-CIBER activities within a challenging and collegial professional environment. Qualifications include a doctorate from an accredited university, a record of demonstrated research accomplishment, and reputation commensurate with position level. Formal doctorate level coursework in International Marketing is highly desirable.

The Department of Marketing and Supply Chain Management ranks high in a number of academic rankings. The Broad Graduate School of Business was ranked # 12 in *The Wall Street Journal's* most recent rankings of MBA programs. The Center for International Business Education and Research (CIBER) is often regarded as one of the best federally-supported national resource centers in international business.

Inquiries about the positions should be directed to S. Tamer Cavusgil (cavusgil@msu.edu) or Tomas Hult (hult@msu.edu). Please send resumes to Professor S. Tamer Cavusgil, The John W. Byington Endowed Chair in Global Marketing, Department of Marketing and Supply Chain Management, Michigan State University, 370 N. Business College, East Lansing, Michigan 48824-1122, U.S.A. (Phone: 517-432-4320).

MSU is an Affirmative Action/Equal Opportunity Institution, and persons with disabilities have a right to request and receive reasonable accommodation.

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:

**AIB Newsletter  
2404 Maile Way, CBA-C306  
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**AIB Copy Deadlines are:**

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

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 Insights**

For consideration in *Insights*, feature articles may be sent at any time to Newsletter Submissions Editor Betty Jane Punnett. Submissions should be a maximum of 2000 words and of general interest to the AIB membership. See *AIB Insights* for details.

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

**eureka@caribsurf.com**

You may also mail articles with a diskette to:

**Betty Jane Punnett  
Dept. of Management Studies  
The University of the West Indies  
Cave Hill, Barbados  
West Indies**

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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