

Fun in the Sun in Puerto Rico!

AIB Newsletter is published quarterly by the Academy of International Business Secretariat. For information, please contact: James R. Wills, Jr., AIB Exec. Secretary or Laurel King, Managing Director, 2404 Maile Way, University of Hawai'i, CBA C-306, Honolulu, Hawai'i 96822 U.S.A.
 Tel: (808) 956-3665 • Fax: (808) 956-3261
 E-mail: aib@cba.hawaii.edu
 www.aibworld.net

AIB Staff:
 Layout - Eric Fong
 Administration - Daniel Ninomiya

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 Academy of International Business

ISSN: 1520-6262

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Sunny beaches, great sessions and warm Puerto Rican hospitality made the Academy of International Business 2002 annual meeting one to remember. Nearly five hundred and fifty participants were in San Juan, Puerto Rico to participate in the conference, and also soak up the tropical Caribbean atmosphere. The Caribe Hilton Resort in San Juan provided the perfect conference



Local Chair Arleen Hernandez and Program Chair Lorraine Eden take time out to pose for a picture

venue with its central location, excellent facilities and seaside location. Local Chair Arleen Hernandez of **host school** University of Puerto Rico found sponsorship for a fabulous Gala dinner featuring Puerto Rican dance and culture. She also did a wonderful job organizing the events and managing the conference with her impressive team of volunteers. We are grateful to the University of Puerto Rico and its sponsors for hosting the meeting, including the wonderful National Band performance and the Saturday evening gala.

Program Chair Lorraine Eden of Texas A&M University organized a thoughtful and stimulating program for the meeting with the help of her **track chairs**: Steve Salter, University of Cincinnati (Accounting & Tax); Tina Dacin, Queen's University, (Alliances & Networks); Stewart Miller,

Michigan State University (Strategy, Entrepreneurship & New Ventures); Susan Feinberg, University of Maryland (Economics); Robert Weiner, George Washington University (Finance); Yadong Luo, University of Miami (Emerging Markets); Mike Wright, University of Nottingham (Transition Economies); Eleanor Westney, MIT (Organizational Theory & Institutional Sociology); Saeed Samiee, University of Tulsa (Marketing & Supply Chains); Jing Zhou, Texas A&M University (Organizational Behavior & Human Resource Management); and Robert Kudrle and Tom Murtha, University of Minnesota (Political Economy, History & Law). The AIB thanks them all for their long hours and diligence in reviewing and finding reviewers to keep things going over the holidays to create a wonderful program. Many

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New Executive Board

Please join us in welcoming our new Executive Board! The new board will serve from August 1, 2002 until July 31, 2004.



President:
Peter Buckley,
University of Leeds



Vice President for
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Marjorie Lyles,
Indiana University



Vice President for 2003
Meeting:
Udo Zander,
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Vice President for 2004
Meeting:
Nakiye Boyacigiller,
San Jose State University

We are excited about the new term, and would also like to express our gratitude to the excellent 2001-2002 Executive Board for their outstanding service: President **Steve Kobrin**, VP Admin **Danny Van Den Bulcke**, VP 2001 Meeting **Bernard Yeung**, and VP 2002 Meeting **Lorraine Eden**

Palgrave to Publish JIBS

New Publisher for the Journal of International Business Studies

The AIB Executive Board would like to announce that from January 2003 Palgrave Macmillan (www.palgrave-journals.com/jibs/jibs/index.html) will be publishing the *Journal of International Business Studies*. This arrangement will allow the new editorial team led by Arie Lewin of Duke University to focus completely on its editorial activities. With the new editorial and publishing teams, AIB members will benefit in many ways.

From 2003 JIBS is:

- Led by a new editorial team with a mission to develop JIBS and increase its impact
- Increasing its frequency from four to six issues, providing more topical coverage of international business.
- Publishing in a larger format with a fresh new look
- Publishing more articles - 60% more high impact articles in business studies
- Offering free E-alerts, an online sample copy, free access to abstracts and online document delivery
- Access to the complete, fully searchable archive of JIBS articles from the journal's inception in 1970 - nearly 1000 searchable articles and growing
- Full-text and PDF versions of all articles from 2003 onwards
- Advance access to articles published online, ahead of the print version
- Links from bibliography to cited articles within the CrossRef scheme
- Access to additional features including online-only book reviews, commentary articles and literature reviews



JIBS Submission Procedures

The incoming editorial team of JIBS is led by Editor in Chief, Professor Arie Y. Lewin, of the Fuqua School of Business, Duke University. March 2002 marks the start of the transition period. As of March 2002 the new team is processing the new submissions. Professor Tom Brewer, the outgoing Editor in Chief, processes manuscripts submitted prior to March 2002.

Please follow the submission guidelines in the back of the current JIBS issue:

Send one copy of complete manuscript and one diskette (instructions for diskette below addresses) to:

Professor Arie Y. Lewin
c/o Brigitte Breemerkamp
ERASMUS UNIVERSITY ROTTERDAM
Rotterdam School of Management
Room F2-12
P.O. Box 1738
3000 DR ROTTERDAM
The Netherlands

Also send one copy of complete manuscript and one diskette to:

Danielle Trojan
Managing Editor JIBS
The Fuqua School of Business
Duke University
Durham, NC 27708

DISKETTE

The diskette should be a standard, 3-1/2" and should contain an electronic file of only the manuscript, in MS Word for Windows. In the electronic file, please be sure to:

- Clear the file/disk of all possible viruses:
- Erase everything from the file/disk except the manuscript (preferably by reformatting the disk completely first):
- Remove all information that could identify the author (s) of the paper (including acknowledgements and contact information): be sure to remove all identifying information from the "File, Properties, Summary" menu.
- Place ALL the submission in ONE file:
- Use the automatic page numbering system to number ALL pages, including the title/abstract page; and
- Include the title on the abstract page and insert "JIBS" before the title



The Caribe Hilton and San Juan, Puerto Rico provided an ideal venue for the 2002 conference.

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participants commented on the high quality of the sessions and presentations at the meeting. The AIB would also like to thank **Lorraine's team at Texas A&M**, which included Robert Bartholomei, Shannon Eyre, Patsy Hartmangruber, Jun Li, Raghu Sethumadhavan, Natalie Young, and Lei Zhao, for their hard work and dedication in editing the program and proceedings in time for our first June meeting.

The meeting was especially unique in that Joseph Ganitsky representative of the

Business Association of Latin American Studies (BALAS) was invited to organize three of the sessions, and BALAS members were allowed to attend the meeting at the AIB member rate. Several experts in the field of **economic geography** also attended the meeting. These two additions to the AIB membership enriched the dialogue and presentations at the meeting, which was particularly interesting, given the Latin American and geographic aspects of Puerto Rico.

The program began on Friday, June 28 with the **Doctoral Consortium** chaired by Witold Henisz (Harvard Business School) and **Junior Faculty Consortium** chaired by Joanne Oxley (University of Michigan). The sessions included a special **meet-the-editors** roundtable organized by Lloyd Russow (Philadelphia University). The sessions were regarded highly by the participants. A stimulating **opening plenary** entitled *Geography, Trading Blocs and Investment in the Caribbean Space* chaired by Paul Latortue (University of Puerto Rico) was held in the late afternoon. Unfortunately, the **presidential reception** had to be held indoors due to rain and wind that evening, but the attendees enjoyed the exquisite cuisine, wine, and beer, accompanied by live traditional Puerto Rican *cuatro* music anyway.

Saturday, June 29 began with an interesting **conference theme panel plenary** *Geographies and International Business* chaired by 2002 Program Chair Lorraine Eden. Various concurrent sessions on cutting-edge topics were





The scenery around Caribe was as beautiful as its people. Our thanks go out to the Hotel and Host School University staff who made the conference a huge success.

held throughout the day and lunch was served at the poster session. That evening, the Department of Management at Texas A&M hosted a reception for the second annual meeting of **WAIB** (Women in the AIB). The University of Puerto Rico hosted a fabulous **Gala and Dinner** that evening for the attendees. The dinner featured a wide variety of Puerto Rican and Caribbean cuisine, including roasted pig and delicious fish dishes, to the delight of the participants. Lively Puerto Rican song and dance filled the air and everyone was delighted by the parade of traditional puppets that towered above the crowd at the end of the show. Many of the guests danced the evening away, but it was the Puerto Rican attendees who out-danced the other participants to the end.



Sunday, June 30 began with a popular early morning session—the **World Cup Soccer** final between Brazil and Germany. This was followed by equally interesting workshops, panels and competitive sessions the rest of the day. Sanjeev Agarwal and Sridhar N. Ramaswami won the **2002 JIBS Decade Award** honoring the most influential article from the 1992 volume of JIBS for their article *Choice of Foreign Market Entry Mode: Impact of Ownership, Location and Internalization Factors*, Vol. 23, No. 1, pp. 1-28. They presented this work and its contribution to the field over the past decade in a special session. The Farmer award finalists presented their research concurrently but the winner was not announced until the Monday luncheon. The sessions ended with the **AIB Fellows annual plenary** which honored John Stopford and Lou Wells' work on strategy and structure in the MNE. This was followed by a performance by the **Puerto Rican National Band** with a reception kindly hosted by Bacardi, and our new sponsor for the AIB Best Paper Award, Temple University's Fox School of Business.



On Monday, July 1, an early morning **members' meeting** was followed by a **plenary** honoring Peter Buckley and Mark Casson's thesis in the future of the MNE began the day. An interesting roundtable with the **McGraw-Hill Irwin Latin American Scholars** was one of the other sessions held that morning. An elegant **awards luncheon** was held at the hotel ballroom. AIB President Stephen Kobrin announced that David Arnold was the winner and Paul Beamish and John Adamson were first runner-up for the second annual **AIB CIBER Case Award**



sponsored by the Indiana University CIBER. Lorraine Eden, AIB Vice President - 2002 Program recognized track chairs and program committee. Saeed Samiee, chair of the best paper selection committee, announced that the winner of the inaugural **AIB Best Paper Award** sponsored by Temple University's Fox School of Business was won by Anthony

Goerzen (Babson College) and Paul Beamish (University of Western Ontario). First runner-up was the paper by David Montgomery (Stanford University), George Yip (London Business School), and Belen Villalonga (Harvard University). The **2002 Haynes Prize for Best Paper Award** for authors under 40 years of age went to Andrew Delios and Shige Makino. Selection Committee Chair Nakiye A. Boyacigiller introduced the finalists of the **2002 Richard N. Farmer Dissertation Award**. They were Juan Alcacer (New York University, PhD from University of Michigan); Chang-Su Kim (Nanyang Technology University, PhD from Rutgers University); and Douglas Thomas (University of New Mexico, PhD from Texas A&M University). Jeffrey Johnson (University of Strathclyde, PhD from University of Strathclyde) won the competition for his dissertation entitled "Firm-Specific Determinants of Success for Small High Technology International Start-ups: A Performance Study of UK and US Firms".

Dean of AIB Fellows Don Lessard spoke on behalf of the AIB Fellows and announced that Dong-Sung Cho and Stefanie Lenway had been elected as **new AIB Fellows**. Warren Keegan presented the **2002 International Executive of the Year** award to Frederico Sada, President and CEO, Grupo Vitro, who gave an interesting speech thanking the AIB for the honor and his experiences internationalizing his family glass business.

Finally, 2003, Local Chair Harvey Arbelaez from host school Monterey Institute of International Studies gave a lively presentation on the **2003 AIB Annual meeting** to be held in Monterey, California July 5-8, 2003. He encouraged all to attend the meeting in that beautiful and cool region of the USA.

San Juan was a wonderful place to visit and the weather was warm and dry enough for most participants to enjoy a trip to the rainforest, an afternoon on the beach, or a Caribbean night out on the town.

Thanks go out to the program staff, host school, AIB Secretariat, the conference hotel, and numerous participants for all their contributions. The AIB invites you to join us at the 2003 meeting in Monterey, California July 5-July 8, 2003. It will be held at the beautiful Hyatt Regency Monterey and hosted by the Monterey Institute of International Studies. The 2003 program chair will be Udo Zander of the Institute of International Business, Stockholm. See the AIB Web site at www.aibworld.net for up-to-the-minute details as they are available on the 2003 meeting page under "Events".



sessions



plenaries



posters

networking

gala

AIB 2003

exhibits

music

All conference photos used in this issue are courtesy of Hewlett Packard and Lorraine Eden

We would like to thank the Sheth Foundation and the AIB Foundation for their contributions which helped the following doctoral students with \$500 travel stipends to attend the meeting.

Doctoral Travel Stipend Winners

1. Kraiwinee Bunyaratvej, George Washington University, USA
2. Bongsoon Cho, University at Buffalo, USA
3. Manuel Portugal Ferreira, University of Utah, USA
4. Dingkun Ge, University of Illinois, USA
5. Li Guoqiang, NUS Business School, Singapore
6. Martyna Janowicz, Tilburg University, Netherlands
7. Soon Lee Eugene Kang, Texas A&M University, USA
8. David B. Kuhlmeier, Florida State University, USA
9. Lei Li, University of Texas at Dallas, USA
10. James Nebus, University of South Carolina, USA
11. Ronaldo C. Parente, Temple University, USA
12. Roberto Ragozzino, Ohio State University, USA
13. Marisela Santiago-Castro, University of Texas-Pan America, USA
14. Minnie Shroff, University of Vaasa, Finland
15. Jordan Siegel, MIT, USA
16. Siri Terjesen, London Business School, UK
17. Eric C. Tsai, Temple University, USA
18. Chung-Hui Tseng, Washington State University, USA
19. Rahul Verma, University of Texas-Pan America, USA
20. Beiqing (Emery) Yao, University of Pittsburgh, USA

Farmer Dissertation Finalist Travel Stipends

1. Chang-Su Kim, Nanyang Technology University, Singapore
2. Douglas E. Thomas, University of New Mexico, USA
3. Jeffrey E. Johnson, University of Strathclyde, UK
4. Juan Alcacer, New York University, USA

Attendance by Country:

ARGENTINA	.2	0.36%
AUSTRALIA	.10	1.80%
AUSTRIA	.2	0.36%
BARBADOS	.1	0.18%
BELGIUM	.2	0.36%
BRAZIL	.2	0.36%
CANADA	.15	2.70%
CHILE	.2	0.36%
COLOMBIA	.2	0.36%
DENMARK	.9	1.62%
DOMINICAN REPUBLIC	.1	0.18%
FIJI	.1	0.18%
FINLAND	.3	0.54%
FRANCE	.3	0.54%
GERMANY	.2	0.36%
GREECE	.2	0.36%
HONG KONG, SAR-PRC	.6	1.08%
IRELAND	.1	0.18%
ISRAEL	.2	0.36%
JAPAN	.5	0.90%
MEXICO	.4	0.72%
NETHERLANDS	.22	3.96%
NEW ZEALAND	.4	0.72%
PERU	.1	0.18%
POLAND	.1	0.18%
PORTUGAL	.3	0.54%
REP OF KOREA	.6	1.08%
REP OF SINGAPORE	.9	1.62%
SLOVAK REPUBLIC	.1	0.18%
SLOVENIA	.1	0.18%
SPAIN	.3	0.54%
SWEDEN	.9	1.62%
SWITZERLAND	.2	0.36%
TAIWAN, R.O.C.	.1	0.18%
THAILAND	.1	0.18%
TURKEY	.1	0.18%
UNITED KINGDOM	.27	4.86%
USA (includes 53 from Puerto Rico)	.386	69.42%
WEST INDIES	.1	0.18%
Total:	.556	

McGraw-Hill/Irwin Latin American Scholars

The six McGraw-Hill/Irwin Latin American Scholars received \$500 travel stipends to assist them in traveling to the meeting through a generous donation from McGraw-Hill/Irwin. The AIB Foundation awarded each with complimentary registration, and a one-year AIB membership. Representatives from the AIB Executive Board, McGraw Hill-Irwin and the scholars participated in a special round table session on Monday, July 1.

Rebecca Arkader, COPPEAD, Fed. Univ. of Rio de Janeiro (BRAZIL), rebecca@coppead.ufrj.br
 Adolfo Bertoa, ICDA (ARGENTINA), director@icda.uccor.edu.ar
 Constanca Bianchi, Universidad Adolfo Ibanes (CHILE), constanca.bianchi@uai.cl
 Roberto Gonzalez, PUCMM (DOMINICAN REPUBLIC), rgonzale@pucmm.edu.do
 Marlella Olivos, Univ. San Ignacio de Loyola, CLADEA (PERU), molivos@mail.mba-sil.edu.pe
 Humberto Serna Gomez, Universidad de Los Andes (COLOMBIA), hsg@adm.uniandes.edu.co

International Executive of the Year:

Frederico Sada: President and CEO, Grupo Vitro

JIBS Decade Award:

Sanjeev Agarwal and Sridhar N. Ramaswami: *Choice of Foreign Market Entry Mode: Impact of Ownership, Location And Internalization Factors*, Vol. 23, No. 1, pp. 1-28

AIB-CIBER Case Award, sponsored by Indiana University CIBER:

David Arnold, Harvard Business School, Harvard University

1st Runner Up:

Paul Beamish, and John Adamson, Richard Ivey School of Business, The University of Western Ontario

Haynes Prize for Best Paper:

Andrew Delios and Shige Makino: *Bunched Foreign Market Entry: Competition and Imitation Among Japanese Firms, 1980-1998*.

AIB Best Paper Award, sponsored by Temple University's Fox School of Business:

Anthony Goerzen (Babson College) and Paul Beamish (University of Western Ontario): *Geographic Scope and Multinational Enterprise Performance*.

1st Runner-Up:

David B. Montgomery (Stanford University), George S. Yip (London Business School), and Belen Villalonga (Harvard University): *An Industry Explanation of Global Account Management*.

Richard N. Farmer Dissertation Award:

Jeffrey E. Johnson, University of Strathclyde, UK (PhD from University of Strathclyde): *Firm-Specific Determinants of Success for Small High Technology International Start-ups: A Performance Study of UK and US Firms*.

Finalists:

Juan Alcacer, New York University (PhD from University of Michigan): *The Impact of Firm Rivalry On Location Choices In Global High Tech Industries*.

Chang-Su Kim, Nanyang Technology University, Singapore (PhD from Rutgers University): *The Co-Evolution Alliance and Technology Networks: Cross-Border R&D Alliances and Interfirm Learning in the Global Pharmaceutical Industry*.

Douglas E. Thomas, University of New Mexico (PhD from Texas A&M University): *Who Goes Abroad? International Diversification By Emerging Market Firms Into Developed Markets*.



Nakiye Boyacigiller (center) with the Farmer Dissertation Award winner and finalists (left to right): Jeffrey E Johnson, Juan Alcacer, Chang-Su Kim, and Douglas E Thomas



Executive of Year, Frederico Sada (center) with Steve Kobrin (left) and Warren Keegan (right)



Sanjeev Agarwal and Sridhar Ramaswami won the JIBS Decade Award



Shige Makino (center left) and Andrew Delios (center right) receive their awards for the Haynes Prize, given to the best paper by authors under 40



Anthony Goerzen receives the inaugural AIB Best Paper award, sponsored by Temple University's Fox School of Business

JUST OFF THE PRESS

MASAAKI KOTABE and **PREET S. AULAKH** (Fox School of Business and Management, Temple University) have edited *Emerging Issues in International Business Research* (Edward Elgar Publishing, 2002, ISBN: 1-84064-836-8). Top scholars in the field of international business contribute to this comprehensive analysis of the current state-of-the-art in IB research. The focus of the book is to examine international business research from an issue-oriented approach rather than the functional approaches that have been characteristic in the recent evolution of the field. In evaluating the current state and future directions in research areas unique to international business, the book is structured in three parts: the macro-environment, interactions between business and institutions, and competition and strategy. Scholars, students and policymakers interested in international business issues will find this collection a unique and useful tool in their work. For more informaton, please visit <http://www.e-elgar.co.uk>.

ILAN ALON (Crummer Graduate School of Management, Rollins College) has just published an edited volume entitled *Chinese Culture, Organizational Behavior, and International Business Management* (Greenwood Publishing, 2003, ISBN: 1-567-20546-1). The impact of Chinese culture can be felt in all areas of business and management in China, from Chinese firms to Western companies. This edited volume integrates contributions from multiple disciplines and regions of the world, including China, Hong Kong, Taiwan, France, Australia, New Zealand, Canada, the United Kingdom, and the United States. More than merely a compendium of how-to-do-business-in-China tips, this book examines the influence of culture--specifically, Confusion values and Chinese traditions--on foreign direct investment, joint ventures, management styles and theories, and organiztaional behavior. For more information, please contact Greenwood Publishing at 1-800-225-5800.

Members on the Move

BHARAT B. BHALLA, Professor of Finance, has been appointed as the Associate Dean and Director of Graduate Programs in the Fairfield University Charles F. Dolan School of Business.

JANET Y. MURRAY joined the Boeing Institute of International Business at Saint Louis University as an Associate Professor of International Business. She is the recipient of the 2001 Hans B. Thorelli Best Paper Award for the manuscript published in the Journal of International Marketing in 2001 that has made the most significant contribution to international marketing theory or thought. She can be reached at: murrayjy@slu.edu.

STEVE MCGUIRE from the School of Management has won the University of Bath's John Willis Award. The award recognizes dedication to the academic and personal lives of students combined with accomplishment in research. Nominations for the award are made by staff and students from across the university. The award was presented to Dr. McGuire by the Chancellor of the University at the summer Degree Congregation on July 10th.

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
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

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

New Members

Welcome to the new members who joined between May 16 and September 22, 2002!

Aisyah Abdul Rahman	Tor Eriksson	David Lewis	Elizabeth Robles
Arawati Agus	Muhammad Iqbal Fadillah	Guoqiang Li	Juanita Rodriguez
Juan Alicea Rivera	Jorge J Ferreira Vieira	Douglas Long	Mildred Rodriguez
Edward Amador	Naixa Franquiz	Francisco Lopez	Helen Rogers
Naoki Ando	Bella Galperin	Ilia Lopez Jimenez	Sililuck Rojanakitummai
Jesus Arteaga-Ortiz	Kivy Garcia Robledo	Carmen Lozada	Federico Sada
Jorge Ayala-Cruz	Esteban Garcia-Canal	Le Lu	Yuka Sakurai
Hasan Bachtiar	Maria de Lourdes Gaudier	Dora M. Luk	Ivan Sanchez
Gabriel Bartolomei	Sylvain Gauthier	Anthony Madpak	Rick Schroath
Edna Bartolomei Diaz	Wendy Gauthier Arrieta	Erik Strøjer Madsen	Carmen Sepulveda
Myrna Berrios	Mehmet Genc	Markus Makela	Pinya Silayoi
Gary Braun	Guliz Ger	Julia Manea	Oi Ling Siu
Jerry Breshin	Leonard Ginocchi	Antonio Carlos Manfredini-	Russell Smith
Laurie Buonanno	Juan E. Gonzalez Marrero	Oliveira	Adriano Solis
Myriam Burgos	Doreen Gooden	Rafael Marrero	Juan Sosa Varela
Gisela I. Carrero-Morales	John Griffin	Norazila Mat	John Steward
John Cassidy	Jian Gu	Jose Mata	Vanessa Stott
Karen Castro Gonzalez	Lukman Hakim	Rob McEllister	Noorasiah Sulaiman
Sunanta Chairsakeo	Claudia Halabi	Dean McFarlin	Il-Seok Sung
Mohammed Naim Chaker	Chris Haynes	Carl B. McGowan, Jr.	Surat Supitchayangkool
Wilco W. Chan	Yvonne Huertas	John Medcof	Anwar Suprijadi
Chen-Ho Chao	Masahiro Ida	Joel Mendelson	Dwight Sutherland
Lavern Chapman	Zaidi bin Isa	Dennis Michaud	Karsten Engsig Sørensen
Marta Z. Charron	Linae Ishii-Devine	Eric Miller	Norihiko Takeuchi
Kui Yin Cheung	Douglas W. Jack	Stewart Miller	Esther P.Y. Tang
Wah-leung Cheung	Haeran Jae	Milagros Miranda Diaz	Janet Tinoco
Irene Hau-siu Chow	Nanda Jayanta	Jose Miro Vargas	Jose Manuel Toral
Bhagwan Chowdhry	Kari Jordan	Vincent Mok	Peter Towson
Elie Virgile Chrysostome	Jaechul Jung	Judy Morgan	David Trabal
Wiparat Chuanrommanee	Orsalia Kalantzopoulos	David Morris	Keith Tripp
Myrtelina Corujo	Imthiyaz Khan	Shaohua Mu	Luz Vega
Patrick Cronin	Ghim Eu Khoo	Hirohisa Nagai	Rahul Verma
Geng Cui	Donghee Kim	Teresa K.Y. Ng	Jifu Wang
Mario E. Davila Escobar	Sang Ho Kim	Eric W.T. Ngai	Pien Wang
Drew Davis	Bonnie Kincaid	Jorgen Ulf-Moller Nielsen	Jeanie M. Welch
Juan De Nigris	Leomar Korth	Lucy Ojode	Robert Wiedenhaefer
P. Soegiono Dharmatjpto	Leiana Kourany-Alvarez	Arturo Oliver	Diana Wong
Franco Ditri	Christopher Lai	Luis Otero	Hey Jeon You
Rachel Doern	Danny S.H. Lam	Piotr Ploszayski	Kaisheng Zeng
Barbara Donato	Matti Lampinen	Corazon Reyes	Shi Zhang
Tom Donnelly	Victor Lau	Rody Rivera	Dongsheng Zhou
Peggy Ellis	Li Lee	Odette Rivera Cabezudo	Yuanyuan Zhou

With Sympathy

Long time AIB Member **Douglas W. Nigh**, associate professor of international business at the Moore School and research director for the Center for International Business Education and Research (CIBER) at the University of South Carolina, died August 16 after a long battle with brain cancer. He was 55.

Doug, a native of Rochester, N.Y., earned his undergraduate and MBA degrees at Indiana University and his Ph.D. at UCLA. He specialized in political risk management and issues management in the multinational firm, internationalization of service firms, business in the Pacific Basin, and the theory of the multinational firm. He came to the Moore School of Business in 1977 from Pennsylvania State University.

Doug Nigh was a "great friend and colleague," said Douglas P. Woodward, associate professor of economics who coauthored a book with Nigh in 1998. "Doug found his greatest comfort in his family," Woodward said. "His two daughters are stellar students, and a source of continual pride for their father. His legacy can also be found in the many articles and books he published, and in the many students who remember him as an outstanding teacher."

He was an active member of the AIB for the last ten years. He will be greatly missed by all.

Hiring in "Organizational Behavior"

Thunderbird, The American Graduate School of International Management, is hiring for a full-time, tenure track appointment in Organizational Behavior. Ideal candidates would possess demonstrated expertise in international organizational behavior and/or cross-cultural management.

Our preference is to hire someone at the level of Associate Professor, with an established record of teaching and research. As to teaching, preference will be given to candidates who are able to teach in the full-time, graduate degree program and executive education, both degree and non-degree. There are opportunities to teach abroad. The appointment will be effective August, 2003.

Thunderbird is ranked by U.S. News and World Report and the Wall Street Journal as the number one school of International Business in the United States. Our full-time graduate degree is an MBA in International Management.

Additionally, we offer an executive MBA in International Management, which is ranked 25th in the nation.

We are a private, non-profit graduate school with approximately 1,100 full-time students.

Thunderbird is located in Glendale (metropolitan Phoenix), Arizona, and also has campuses in Tokyo, Japan and Archamps, France, and summer programs in various locations around the world.

Organizational Behavior faculty are a part of the Management group, which consists of: David Bowen, who is also Dean of Faculty and Programs at Thunderbird; Andrew Inkpen; Kannan Ramaswamy; Caren Siehl; Mary Teagarden; and William Wan.

Applications should be received by September 30, 2002, Applicants should submit a current vita and evidence of teaching effectiveness to:

Dr. Caren Siehl

Chair, Organizational Behavior Search Committee
Thunderbird, The American Graduate School of
International Management
15249 North 59th Ave.

Glendale, Arizona 85306-6000 USA

E-mail: siehlc@t-bird.edu

Thunderbird is an equal opportunity/affirmative action employer.



Why not Change the World?

ENTREPRENEURSHIP

Rensselaer Polytechnic Institute is seeking to hire an innovative, highly energetic individual to drive its new, campus-wide initiative to establish "entrepreneurship" as an integral part of its overall academic program. As a central element within the strategic vision for the Institute, entrepreneurship at Rensselaer represents the embodiment of its core founding mission, which is to "apply science to the common purposes of life."

The ideal candidate will hold a PhD degree and have sufficient experience both as a scholar and practitioner in the field of entrepreneurship to be qualified for a senior academic appointment. The person holding this position will be charged with the task of infusing entrepreneurship throughout the Rensselaer community, including fostering a culture that recognizes and supports the continuation of technological entrepreneurship, developing entrepreneurship experiences throughout the curriculum, working closely with the Deans and faculty to create joint educational programs and cross-disciplinary research in entrepreneurship, and working with the leaders of Rensselaer's current entrepreneurship programs to bring the philosophical as well as practical aspects of entrepreneurship into the mainstream of academic life across the Rensselaer community.

While it is envisioned that the person selected will reside in the Lally School of Management and Technology, the position will have overall responsibility for infusing entrepreneurship across the entire academic program and in this role will hold the title of Assistant Provost for Entrepreneurship and report to the Provost. The intended role of the individual will be to work broadly and cooperatively across the various schools and programs at the Institute to ensure that the impact of this important initiative will be felt throughout the entire campus.

Rensselaer Polytechnic Institute is located in New York's Capital Region, which is surrounded by some of the most striking scenery in North America. Interested persons should submit a letter of interest, a current CV, and the names of five references to: Michael H. Wacholder, Chair, Entrepreneurship Search Committee, Rensselaer Technology Park, 100 Jordan Road, Troy, NY 12180. E-mail: wachorn@rpi.edu.

Rensselaer is an Equal Opportunity/Affirmative Action Employer.
Women and Minorities are strongly encouraged to apply.



Why not Change the World?

DIRECTOR

Severino Center for Technological Entrepreneurship

Rensselaer Polytechnic Institute is seeking to hire a creative, energetic individual to direct the Severino Center for Technological Entrepreneurship. The Center, founded in 1988, is located within the Lally School of Management and Technology. Its core mission is to serve as a bridge connecting the teaching and research activities on campus to the practice of entrepreneurship in the business community, broadly defined. Since its founding, the Center has been a place—a community—where current and future entrepreneurs can come together and share experiences.

The ideal candidate will hold an advanced degree and have sufficient experience both as a scholar and practitioner in the field of entrepreneurship to be considered for an academic appointment. The responsibilities of the Director include providing the overall strategic vision for the Center's entrepreneurship programs as well as leading the Center's many outstanding programs (e.g. Entrepreneur of the Year Award, the Rensselaer Entrepreneurship Internship Program, and the student Business Plan competition). In addition, the Director is expected to engage in program development and fund raising activities that will advance the world-class reputation of the Center, encourage basic and applied research on entrepreneurship, and serve as a liaison between Rensselaer and the business community, the Tech Park, the Incubator, the campus-wide Office of Technology Commercialization, and Rensselaer's distinguished community of alumni entrepreneurs.

Rensselaer Polytechnic Institute is located in New York's Capital Region, which is surrounded by some of the most striking scenery in North America. Interested persons should submit a letter of interest, a current CV, and the names of five references to: Michael H. Wacholder, Chair, Severino Search Committee, Rensselaer Technology Park, 100 Jordan Road, Troy, NY 12180. E-mail: wachorn@rpi.edu.

Rensselaer is an Equal Opportunity/Affirmative Action Employer/
Women and Minorities are strongly encouraged to apply.

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. 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
AA/EEO Employer

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



NEW YORK UNIVERSITY STERN SCHOOL OF BUSINESS

**NYU Stern School of Business
is pleased to announce appointments
of eminence for its faculty in
International Business**

Dean Frederick Choi

Abraham L. Gitlow Professor of
Accounting & International Business

C. Samuel Craig

Catherine and Peter Kellner Professor
of Entrepreneurship & Arts &
Media Management

Susan Douglas

Paganelli-Bull Professor of Marketing
and International Business

Durairaj Maheswaran

Research Professor

Nouriel Roubini

Stansky Faculty Fellow

Marti Subrahmanyam

Teaching Excellence Fellow

The Multinational Business Review

is now published at
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by the Boeing Institute
of International Business
John Cook School of Business



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Editor in Chief

Seung H. Kim, Ph.D.

Dr. Seung Kim is a professor of international business and finance. Since 1984 he has served as the founding director of the Boeing Institute of International Business in the John Cook School of Business at Saint Louis University.

Editor

Hangxin John Zhao, Ph.D.

Dr. John Zhao is an associate professor of international business. He teaches courses in international business, Asian business and strategic management.

Business Manager

Karen Schneider, MBA

Ms. Schneider has more than 15 years experience in academic administration. She has been with the Boeing Institute of International Business since 1998.

For more information

contact the
Multinational
Business Review at

mbr@slu.edu or call (314) 977-3630.

NEW IN INTERNATIONAL BUSINESS FROM PALGRAVE

INTERNATIONAL BUSINESS: ADJUSTING TO NEW CHALLENGES AND OPPORTUNITIES

Frank McDonald, Heinz Tuselmann and Colin Wheeler

Published in association with the UK Chapter of the Academy of International Business, this ninth volume in the AIB series successfully brings together an integrated set of research concepts and results to present some contrasting views about how international business is adjusting to the challenges and opportunities that the 21st century presents.

Academy of International Business
336 pp. / 0-333-98411-0 / \$69.95 cl.

INTERNATIONAL BUSINESS: EUROPEAN DIMENSIONS

Edited by Michael D. Hughes and James H. Taggart

This seventh volume in the Academy of International Business series focuses on the European dimensions of international business and presents the work of leading scholars.

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MULTINATIONALS IN A NEW ERA

International Strategy and Management

Edited by James H. Taggart, Maureen Berry and Michael McDermott

This volume in the AIB series focuses on globalization and international business, and presents the work of leading international business scholars delivered at the 27th AIB conference.

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ASIAN POST-CRISIS MANAGEMENT

Corporate and Governmental Strategies for Sustainable Competitive Advantage

Edited by Usha C.V. Haley and Frank-Jürgen Richter

Asian Post-Crisis Management explores, among other things, the lesson that traditional methods of operation through debt financing and over investing will fail, as exemplified in the case of Kim Woo Chong and the Daewoo group.

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25 Strategies for Business Success

Michael Backman and Charlotte Butler

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This book explores four key issues in the world economy: the changing context of international business, the continuing pace of economic integration, international joint ventures and knowledge management.

368 pp. / 0-333-99444-2 / \$67.50 cl.

INNOVATION AND FIRM PERFORMANCE

Econometric Explorations of Survey Data

Edited by Alfred Kleinknecht and Pierre Mohnen

The emergence of new firm-level data, including the European Community Innovation Survey (CIS), has led to a surge of studies on innovation and firm behavior. This book documents progress in four interrelated fields: investigation of the use of new indicators of innovation output; investigation of determinants of innovative behavior; the role of spillovers, the public knowledge infrastructure and research and development collaboration; and the impact of innovation on firm performance.

359 pp. / 0-333-96109-9 / \$69.95 cl.

LATIN AMERICA

Its Future in the Global Economy

Edited by Patricia Gray Rich

This book is a timely contribution to the effort to meet the complex challenges of Latin America's increasing participation in world markets.

302 pp. / 0-333-92901-2 / \$65.00 cl.

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Edited by Julian Birkinshaw and Neil Hood

This is the first book to specifically address the subsidiary development process—a phenomenon by which multinational company subsidiaries enhance their resources and capabilities. It shows how this process is integral to multinational corporate evolution, which is largely driven by changes in subsidiaries and their development.

416 pp. / 0-312-21471-5 / \$69.95 cl.

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Strategy and Implementation

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Nancy Hubbard

Many acquisitions fail yet acquirers continue to make the same mistakes: poor planning, lack of communication and mishandled implementation. In this fully revised and updated edition, including a new chapter on new technology and e-commerce acquisitions, Nancy Hubbard provides a six-stage planning process for acquisitions.

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THE EMERGENCE AND IMPACT OF MNC CENTRES OF EXCELLENCE

A Subsidiary Perspective

Edited by Ulf Holm and Torben Pedersen

This book explores an important new element in the development of the multinational corporation. While previously the parent company was seen as the center, and the foreign subsidiaries as the periphery, today it is recognized that different subsidiaries have different roles, and are linked to each other in a complicated pattern. One crucial aspect of this is that some subsidiaries become "centers of excellence" controlling resources on which other parts of the corporation depend for their operations.

290 pp. / 0-312-22917-8 / \$79.95 cl.

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The Richard Ivey School of Business is recognized world-wide for the quality of its management education. The School's major activities include: a highly regarded MBA program, a selective undergraduate program, a well established doctoral program active in most major areas of management; as well as executive education programs for managers, including an expanding Executive MBA program. The School is internationally oriented in terms of curricula, research, faculty, and student exchanges. The School generously supports high quality faculty research dealing with issues of interest and relevance to practicing managers. Excellence in teaching and course development is highly valued. The faculty is collegial and engages in interdisciplinary investigation as well as independent inquiry. As part of the School's recruiting campaign, approximately a dozen faculty with research interests in Organizations and Strategic Management have joined the faculty in the past few years. Recent faculty recruits include graduates of M.I.T., Carnegie-Mellon, Harvard, Northwestern, SUNY-Buffalo, Pennsylvania State, and U.N.C. - Chapel Hill.

The School is located in London, Ontario, a community of 340,000 equidistant from Toronto and Detroit. Our Executive MBA facilities are located in Mississauga, Toronto and Hong Kong. Road, air and train links to major Canadian and U.S. cities are excellent.

Faculty Position - Women In Management & Organizational Behaviour

The School is part of a larger University community with approximately 26,000 full-time students. The School seeks candidates for one probationary (tenure track) position at the level of Associate in the area of Organizational Behaviour. Applications with especially strong research and teaching records will be considered for a tenured Associate Professor or Full Professor position. It is anticipated that the appointee may be appointed to the **Corus Entertainment Chair in Women in Management**. The successful candidate must have a distinguished record of research in management, specializing in gender and diversity. This position is available to begin in July 2003 or possibly sooner. Due to the School's significant presence in executive programs, tenured faculty members are expected to teach in programs for senior managers.

These positions are subject to budget approval. All qualified candidates are encouraged to apply; however, Canadian citizens and permanent residents will be given priority. The Richard Ivey School of Business and The University of Western Ontario are committed to employment equity and welcomes applications from all qualified women and men, including visible minorities, aboriginal people and persons with disabilities.

Applicants should send their Curriculum Vitae to Professor Mitch Rothstein, Organizational Behaviour Area Coordinator, the Richard Ivey School of Business, The University of Western Ontario, London, Ontario, Canada N6A 3K7 by November 30, 2002. The review of applications will continue until the position has been filled, but applicants are encouraged to apply as early as possible.

Phone: 519-661-3298

Fax: 519-661-3959

E-mail: mrothstein@ivey.uwo.ca

Faculty Position
GLOBAL ENVIRONMENT OF BUSINESS

The Richard Ivey School of Business is recognized world wide for the quality of its management education. The School's major programs include: a highly regarded MBA program; a small, very selective undergraduate program; a well-established doctoral program; as well as an expanding portfolio of programs for executives including a traditional Executive MBA program and Executive program delivered via videoconferencing. The School maintains an international orientation for research, curricula, faculty recruiting and student exchanges. High quality scholarly research as well as research dealing with issues of interest to practicing managers is actively encouraged and generously supported. Excellence in teaching is also highly valued. The faculty is collegial and engages in interdisciplinary and collaborative research. The Ivey School is also embarking on a substantial program of teaching and research activities in Asia.

One probationary (tenure track) or tenured position at open rank in the Global Environment of Business (GEOB) area group is available to begin in July 2003. Candidates for a tenure track position must have a Ph.D. or equivalent or be close to completion. Candidates for a tenured appointment must have a Ph.D. The successful candidate will teach in a core MBA and/or HBA course that will require expertise in analyzing the interface between businesses and their external environments around the world. Consideration of the formal political and legal institutional arrangements, the informal social and cultural institutional settings, and the other organizations operating in countries and trading areas that affect business operations is a central focus of the course. A managerial perspective that considers how these and related micro and macroeconomic factors affect a firm's pursuit of competitive advantage is required. The successful candidate will be a skilled teacher, comfortable with a case/discussion teaching format, and have an active research program indicating an expanding contribution to management literature at the academic and practitioner levels. A background in an underlying discipline such as political economy, economics, political science, or sociology would be an asset, as would some regional expertise supported by a foreign language capability.

This position is subject to budget approval. All qualified candidates are encouraged to apply; however, Canadian citizens and permanent residents will be given priority. The Richard Ivey School of Business and The University of Western Ontario are committed to employment equity and welcomes applications from all qualified women and men, including visible minorities, aboriginal people and persons with disabilities.

The review of applications will continue until the position has been filled, but applicants are encouraged to apply as early as possible. Deadline for submission is February 28, 2003. Applicants should send their C.V. to Professor Tony Frost, Richard Ivey School of Business, The University of Western Ontario, London, ON, Canada N6A 3K7.

Phone: 519-661-4136 / Fax: 519-661-3485
E-mail: tfrost@ivey.uwo.ca

Faculty Position
General Management / Strategy

The Richard Ivey School of Business (formerly the Western Business School) is widely recognized for the quality of its management education and research. The School's programs include: a highly regarded MBA program, a prestigious undergraduate program, a well-established doctoral program; and executive education programs for managers, including an Executive MBA program. Research, teaching, and course development are highly valued and supported at the School. The School is internationally oriented in research, curricula, faculty and students. The School supports research dealing with issues of interest and relevance to practicing managers. The faculty is collegial and engages in interdisciplinary investigation as well as independent inquiry.

The School's principal location is London, Canada, a community of 340,000 halfway between Toronto and Detroit. Nestled among the Great Lakes, the climate in London is relatively pleasant. The Executive MBA facilities are situated in Toronto and Hong Kong. Road, air and train links to major Canadian and U.S. cities are excellent. The School is part of a larger University community with the equivalent of 26,000 full-time students.

The School seeks candidates for at least one probationary (**tenure track**) or **limited term** position at the level of Assistant or Associate Professor in the General Management / Strategy area. Applications for a tenured Associate Professor or Full Professor position are encouraged if the candidate's qualifications and record of achievement demonstrate the ability to quickly assume a leadership role. The position is available as of July 2003. The successful candidate will have demonstrated a strong commitment to the practice of management in both research and teaching. The ability to teach the core Strategy course (formulation and implementation) is essential. A demonstrated interest in international management is an asset. Several years of teaching experience with a proven ability in executive education programs is also highly valued.

This position is subject to budget approval. All qualified candidates are encouraged to apply; however, Canadian citizens and permanent residents will be given priority. The Richard Ivey School of Business and The University of Western Ontario are committed to employment equity and welcomes applications from all qualified women and men, including visible minorities, aboriginal people and persons with disabilities.

Applicants should send their Curriculum Vitae to Professor Tima Bansal, Richard Ivey School of Business, The University of Western Ontario, London, Ontario, Canada N6A 3K7. Submission deadline is November 30, 2002.

Phone: 519-661-4211 / Fax: 519-661-3485
E-mail: gmarea@ivey.uwo.ca

16th DOCTORAL TUTORIAL IN INTERNATIONAL BUSINESS

Athens, Greece
December 8, 2002

For the 16th consecutive year a Doctoral Tutorial for International Business students will be organized in conjunction with the Annual Conference of the European International Business Academy (EIBA). The 2002 Doctoral Tutorial will take place at the Athens University of Economics and Business on December 8 immediately before EIBA's Annual Conference (8-10 December).

The event will take place on Sunday, December 8 (whole day). All participating students are also required to attend the EIBA Conference that will commence on Sunday evening, December 8, 2002.

EIBA-EIASM have delegated the organization of this Tutorial to Professor Danny VAN DEN BULCKE of the University of Antwerp (Belgium) who will act as Chairman.

The core faculty for the Tutorial is composed of leading scholars in the field of International Business. More details about the Faculty will be provided later.

The first objective of the Tutorial is to provide an opportunity to doctoral students in International Business to discuss their research plans and their work in progress both with a distinguished international faculty and their colleagues. The second purpose is to get them acquainted with the international EIBA-network of experts and colleagues working in the field of International Business.

The students who are selected to participate in the Tutorial will be requested to present a short paper about their thesis proposal. Participating students are required to also attend the EIBA Annual Conference, immediately following the Tutorial. They will benefit from a reduction on the registration fee, however. An award of approximately 500 EURO will be given to the student who presented the most promising thesis proposal (see list of previous winners to the right).

For more information, please contact:

Professor Danny VAN DEN BULCKE
University of Antwerp-RUCA
Middelheimlaan 1
2020 Antwerp
Belgium

Fax : +32 3 218 06 66 / Email : dvdb@ruca.ua.ac.be

Mme. Marion HEBBELYNCK
EIBA c/o EIASM
Rue d'Egmont-sstraat 13
1000 Brussels
Belgium

Fax : +32 2 512 19 29 / Email : eiba@eiasm.be

Previous Winners of the Best Thesis Proposal Award :

1987 Andreas ZIELKE (University of Dortmund) "Success Factors of International Ventures - The German Experience in the US." **1988** Jorma LARI-MO (University of Vaasa) "The Impact of Firms' Characteristics and Strategy on Foreign Direct Investment Decision Behaviour and Performance." and Christine WEISFELDER (University of Michigan) "When Do Taxes Matter? An Empirical Analysis of Taxation of Foreign Source Income and Corporate Competition in Foreign Markets." **1989** Karin FLADMOE-LINDQUIST (University of Minnesota) "Ownership and Control Patterns of International Service Companies." **1990** Jeannette CAPEL (Tinbergen Institute, Rotterdam) "Exchange Rates and Foreign Direct Investments." and Ivo ZANDER (Stockholm School of Economics) "Technology and Technological Change in Swedish Firms : 1965-1990." **1991** David PARKINSON (Wharton School) "Innovation Processes and International Competition : A Comparative Study of the US and Japan Machine Tool Industry." and Dorothee FEILS (University of South Carolina) "Shareholder Wealth Effects of International Mergers and Acquisitions." **1992** Monika WEBER-FAHR (Trier University) "Segmentation of European Labour Markets : A Consequence of Multinational Firms' Investment?" **1993** Thomas PUETZ (Université de Strasbourg) "Decision Processes in Research and Technology Management : A Comparative Study between France and Germany." **1994** Anne-Wil HAZING (University of Maastricht) "Organizational Bumble-Bees : International Transfers as a Control Mechanism in Multinational Companies." **1995** Tomaso PEREZ (University of Ancona) "Multinational Enterprises and Technological Spill-overs." and Omar TOULAN (Massachusetts Institute of Technology) "Market Liberalization, Competitive Behaviour and the Internationalization Strategies of Firms : The Case of Argentina." **1996** Odile JANNE (University of Reading) "The Geographical Spread of Corporate Technological Activity in Europe." and Georgine KRYDA (University of Illinois, Urbana Champaign) "Modeling the Bargaining Game between Multinational Firms and Britain's Monopolies and Mergers Commission." **1997** Andreas GAST (Massachusetts Institute of Technology) "Role of Corporate Headquarters and Cooperation among Subsidiaries during Global Product Launches." **1998** Elvira HAEZENDONCK (University of Antwerp-RUCA) "The International Competitiveness of Maritime Industrial Development Area (MIDA) based Clusters." and Jeffrey E. JOHNSON (University of Strathclyde) "Firm-Specific Determinants of Success for Small Global Start-ups : A Performance Study of US & UK Firms." **1999** Jan Hendrik FISCH (Hohenheim University) "International Distribution of R&D in Multinational Corporations." **2000** Olivier IRRMANN (University of Vaasa) "International negotiations in cross-border acquisitions : an analysis of intercultural communication during the post-acquisition integration process." **2001** Rekha KRISHNAN (Tilburg University) "International Alliance Outcomes : The Moderating Effect of Process."

Managing in Turbulent Times: Lessons from Latin American Business

BALAS 2002
Call for Papers
April 2-5, 2003
Sao Paulo, SP, Brazil

Risk and security have moved to the forefront of business agendas across the globe. But these are not new challenges for those doing business in Latin America. At various times and to various degrees, the countries in this region have seen tremendous upheaval in their political, economic and social structures. The business community has not only survived but found ways to thrive.

The conference theme was chosen to remind us of what we have learned and what we can teach others in these times. This conference will consider the various strategies employed by Latin American businesses in times of uncertainty. Two types of papers are particularly welcome: those that draw from established theories to show specific applications and adaptations developed in Latin America and those that use the Latin American experience as a contribution to the development of theory. Besides the theme track, many other subject area tracks will welcome papers. These are listed on the web site www.fgvsp.br/balas2003.

Deadline for submission of papers is **Monday 4 November 2002**. Only papers of the highest quality will be accepted for presentation at the conference. Please verify the theoretical, conceptual and methodological rigor of papers before submitting them.

Language: Papers may be written in Spanish, Portuguese or English. All papers must include an abstract written in English. In order to ensure the comfortable exchange of ideas among all participants, papers will be presented at the conference in English.

FGV-EAESP is pleased to host BALAS 2003 in the vibrant city of Sao Paulo. The conference is scheduled to be held in the luxurious Renaissance Hotel in a protected area near Avenida Paulista, the heart of Brazil's business community.

For more information
visit the conference website: www.fgvsp.br/balas2003
contract us at: balas2003@fgvsp.br

BALAS 2003 hosted by FGV-EAESP, www.fgvsp.br
Antonio Carlos Manfredini & Victoria Jones,
Conference Chairs

AIB INDIA

Inaugural Conference
January 31 - February 2, 2003
SJM School of Management IIT Bombay
Bombay, India

Main Topics:

- North-South trade, India and the WTO
- World markets and global competitive strategies
- International expansion strategies for Indian multinational firms
- Multinational business management strategies in the Indian market
- India as an off-shore supply location; International logistics of supply & purchasing
- International finance, investment, insurance and real estate issues
- International political economy, MNE-State relations, Political Risk assessment
- Organizational behavior and international management
- Human resources strategies

One objective of the conference is to invite all interested academics to form a national chapter of the AIB. A business meeting will be scheduled during the conference for this purpose.

For more information, please contact
the Conference Secretariat:

Dr. Shishir K. Jha
Assistant Professor
Sailesh J. Mehta School of Management
IIT Bombay
Bombay 400 076
India

Tel: +91-22-5767781 Ext 7845
Fax: +91-22-5722872
E-mail: shishir@som.iitb.ac.in



AIB MEMBERSHIP APPLICATION

ACADEMY OF INTERNATIONAL BUSINESS

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Type of Membership: Regular - \$85 Student - \$45 Low Income - \$45* Electronic - \$25** (Developing Countries - Web access to JIBS & Directory, etc. No print materials)

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Your Name and ID Number (if sponsoring new member below)

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Make cheques payable to the **Academy of International Business**. Overpayments will be processed as gifts to the AIB Foundation and/or the Adopt-A-Library program and acknowledged in the *AIB Newsletter*. Applicants outside the US are requested to pay by credit card or to remit funds by means of International money order denominated in US dollars or by check drawn upon a US bank. Foreign cheques must have micro-encoded banking information, including the ABA routing number at the bottom of the cheque, a US bank address and have the US dollar amount imprinted on them. The regular annual membership dues of \$85 and the Student and Low-income annual membership of \$45 in the Academy of International Business both include \$40 for a one-year subscription to the *Journal of International Business Studies*. Federal Employer ID #23-7442958

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Method of Payment:

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

Credit Card Number _____

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

Signature (If Credit Card payment) _____

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

MAIL TO:
Academy of International Business
University of Hawaii at Manoa - CBA
2404 Maile Way (C-306)
Honolulu, HI 96822-2223 USA

FAX TO: (808) 956-3261

* Low income memberships are offered to individuals with gross annual incomes below US\$25,000.
** Electronic Membership is available only to members in developing countries who qualify for low income.