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 the 2003 meeting
 under *Events*

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The Beautiful Monterey Peninsula Welcomes You!

Let's Celebrate and Discover Together



Waves Crashing off Big Sur

article by Harvey Arbeláez, 2003 Host School Chair

Situated just two hours south of San Francisco, the Monterey Peninsula, with its magnificent coastline and natural scenery, attracts a plethora of domestic and international visitors every year. Home to the notorious Pebble Beach Golf Course and Cannery Row, Monterey is a quaint community rich in history, beauty, diversity, activity, and artistry, which offers any traveler a unique and memorable experience.

History

The Bay of Monterey was discovered by Juan Rodriguez Cabrillo in 1542. Spanish claim to the territory was affirmed in 1602 when Sebastián Vizcaino set foot on the Peninsula and named it Monterey in honor of Count de Monte Rey, Viceroy of New Spain. Father Junípero Serra, a Franciscan priest who played a major part in California's history, and Gaspar de Portola arrived in Monterey to establish the first mission, the Mission

of the Presidio of San Carlos de Borromeo de Monterey. In 1776, Monterey was named the capital of both Alta (upper) and Baja (lower) California.

In 1821, Mexico proclaimed its independence from Spain, which encouraged the rapid growth of *ranchos* and increase in hide and tallow trade. Commodore John Drake Sloat of the U.S. Navy arrived in Monterey in 1846 and two years later, the Treaty of Guadalupe Hidalgo was signed formally making Alta California part of the United States.

“ **Monterey by the Smell
 Carmel by the Sea
 Pebble Beach by Capitalism
 Seaside and Marina by Diversity
 Pacific Grove by God, and
 The entire precious Monterey
 Peninsula by Peace!** ”

Chaplain Walter Colton served as the first Mayor and Judge (Alcalde) of Monterey, and established California's first newspaper, *The Californian*, and supervised the construction of Colton Hall which served

...continued on page 4

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LETTER FROM THE PRESIDENT

Dear Colleague

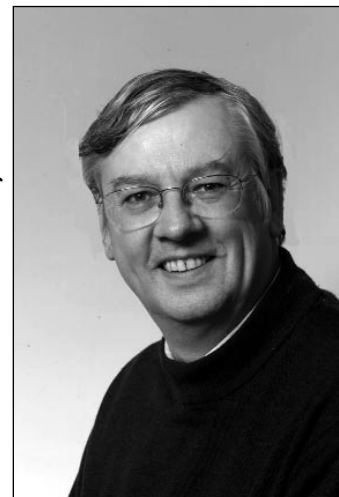
The AIB Board is currently working towards making the Monterey 2003 Conference the best one yet. Udo Zander is leading from the front in making the theme 'The Power of Ideas and International Business' the lightning rod of the Conference.

The Conference title gives us pause for thought. Current ideas which are much to the fore at the moment are globalisation, ethical issues and the role of multinational firms in development. Ideas on "failed states" interact with globalisation in our perceptions of the endemic failure of some parts of the global economy to rise above subsistence levels. We constantly ask ourselves what lessons can be learned from the spectacular 'breakouts' from underdevelopment that include Japan, Singapore, South Korea and now (at least the coastal regions of) China.

The issues of globalisation and ethical behaviour are intertwined. Acceptance of global capitalism is hampered by illegal, immoral and unethical behaviours as perceived from different (culturally influenced) viewpoints. On the host country side, the lack of development and corruption are linked (see Abed and Gupta (eds) *Governance, Corruption and Economic Performance* IMF, 2002).

As always, the managers of multinational enterprises are at the sharp end of these outcomes. They are cultural brokers and channels of spillovers into the host economy. Unravelling this nexus of globalisation, development, failed states and appropriate ethics is a key task for international business academics. We have been (and still are) accused of missing 'the big picture'. The Monterey Conference allows us all an opportunity to redress this.

Roll on July.



Peter J. Buckley
AIB President

Yours sincerely,

A handwritten signature in black ink that reads "Peter J. Buckley". The signature is written in a cursive, flowing style.

Peter J. Buckley

New JIBS Contact Information

As of January 1, 2003, the Journal of International Business Studies is operating under new management. Please refer to the information below in regards to correspondence for the Journal.

For manuscript submissions
please contact:

Danielle Trojan
Managing Editor, JIBS
c/o Professor Arie Y. Lewin
The Fuqua School of Business
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For more information, please visit the JIBS website at:
<http://www.jibs.net>

Please note: Only, reviewers and authors of active papers that were originally submitted to JIBS before March 2002, may continue to correspond with Professor Thomas Brewer using brewert@msb.edu.

Farmer Dissertation Award Fund

The Richard N. Farmer Dissertation Award is in need of your help. The original endowment has been depleted, but the AIB has continued to fund this important award. The award is designed to reward superior doctoral dissertations in the field of international business. The winner receives a plaque and a check for \$1000 at the awards ceremony at the AIB annual meeting. Richard Farmer was one of the founders of the AIB and served as president from 1977-78. After he died in 1987, the AIB received a donation for the dissertation award from his estate and named the award in his honor. He was a member of the faculty of the Kelley School of Business at Indiana University for 22 years. An internationally known scholar and prolific author, he was considered to be among the founding fathers of international business in the United States.

Please send contributions for the Richard N. Farmer Dissertation Award Fund to the AIB Foundation. Donations are tax deductible, and can be made separately or with any payment made to the AIB. On the dues or registration form, just check the box for donations to the AIB Foundation, with a note that you want your donation to specifically support the Richard N. Farmer Dissertation Award. Thank you for your support.

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College of Business Administration
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2404 Maile Way
Honolulu, Hawaii 96822
USA

as the public school and town meeting hall. On October 13, 1849, Colton Hall was selected as the site of the first convention, which resulted in California becoming the 31st state on October 13, 1849. After Statehood, various counties were established and Monterey was chosen as the first County Seat.

Located in Old Monterey, Colton Hall is now a museum and is owned by the City of Monterey. Visitors can learn more about the history of Monterey and the significance of Colton Hall by visiting the museum.

Must See Attractions

In and Around Cannery Row and Old Monterey

Discover the charm of Old Monterey in one day. A visit to the world-renowned **Monterey Bay Aquarium** is a favorite attraction for any visitor interested in learning more about the marine life surrounding the Monterey Bay. The aquarium offers interactive exhibits, tide-pools, a penguin feeding show, and unique showcases of sharks, fishes and turtles. Afterwards, venture through **Cannery Row**, the historic waterfront district or head to Fisherman's Wharf for some clam chowder and a whiff of Monterey's fresh seafood. Learn more about Historic Downtown through the **Path of History** tour and if you are in town on a Tuesday, visit the **Old Monterey Market Place** where local farmers and vendors offer fresh fruits and vegetables and unique crafts. A visit to the local museums, the Monterey Museum of Art and "La Mirada" Museum, and the Museum of Natural History in Pacific Grove, will be also an enjoyable experience.

Just Outside of Monterey

If you are interested in a scenic drive, head south on Highway 1 towards **Big Sur** where you will witness an amazing coastline of crashing waves against huge rock formations. On your way to Big Sur, stop at **Point Sur Lightstation** which has been and remains in operation for over a century. Point Lobos, just outside Carmel, is another pleasant place to visit. Robert Louis Stevenson was inspired by **Point Lobos** when he wrote the classic book *Treasure Island*. Another scenic drive is **17-mile drive** where one can stop at the various points, including **Pebble Beach Golf Course**; you can end your drive at the **Carmel Mission** to experience what mission life was like and view California's first library.



Waves Crashing off Big Sur

For a taste of literature and history, visit the **National Steinbeck Center** located in Salinas, approximately 30 minutes from Monterey. Guests will have the opportunity to learn more about

Salinas Valley, which provided the inspiration of many of John Steinbeck's novels. Steinbeck, a Nobel Laureate in Literature and whose birth centennial was celebrated last year, reflected, for example, on the life in Monterey in his book *Cannery Row*. By the way, there is a house on the Monterey Institute campus that serves the purposes of the Admission Office. Steinbeck lived in this lovely "adobe" for a time.

If you are looking for the wine country, you need not travel to Napa Valley. The **Monterey Wine County** is home to more than 40 vineyards and is most known for its prize-winning Chardonnay grape, which comprises 40% of total grape acreage.

Outside of Monterey

For a day-trip, venture south about 90 miles to San Simeón where the renowned **Hearst Castle** is located. Once the mansion of media giant William Randolph Hearst, the castle includes 165 rooms, an amazing art and antique collection and beautifully landscaped grounds.

To inspire the innovator in you, head north about an hour and a half to **Silicon Valley** to visit the Tech Museum of Innovation or the Intel Museum. There is always plenty to do and see in beautiful **San Francisco** and, of course, the wineries await you in **Napa Valley**.

The Gala Event

The Monterey Institute will host the gala event on Monday, July 7 at the world-famous *Monterey Bay Aquarium* from 7:30p.m. to 11:00p.m. Transportation to and from the Hyatt Regency Monterey will be provided.

Come join us at this unique location that will allow you to explore the rich and varied marine life of Monterey Bay and the oceans beyond. An array of food stations that capture the essence of Monterey will be setup as a strolling buffet throughout the spectacular Outer Bay Wing. You will have the opportunity to dine while surrounded by over 540 different animal and plant species in exhibit galleries that are acclaimed internationally for their beauty and innovative design.

As you stroll through the Aquarium, tour guides will be available to answer any questions you may have about the sea life. As a special feature, you will be able to view a 20-minute presentation of divers feeding the fish in the Kelp Forest Exhibit. Conclude your evening by dancing the night away to "music from around the world" under a gallery of life-sized replicas of whales and dolphins. This will be a most unforgettable experience and should not be missed.



Kelp forest exhibit at the Monterey Aquarium



Ready for the 2003 AIB Annual Meeting?

Monterey, California - Home of the world-renown Monterey Bay Aquarium, venue for this year's Annual meeting gala event hosted by Monterey Institute.

Find out more on our web site at www.aibworld.net! Click "Events" to get to the 2003 meeting page, or click on the "2003 Monterey" banner on the front page.

Monterey in Pictures



The Monterey Harbor and Marina, provides access to a number of recreational and commercial venues for both visitors as well as residents

A treasury of fabulous scenery and hiking await visitors at destinations such as Carmel Beach (below) and the Pacific Grove Coastline (lower right)



DIRECTIONS TO HYATT REGENCY MONTEREY

From San Francisco International Airport to Hyatt Regency Monterey

Take Highway 101 South until you arrive at the 156 West turn off, which is labeled "Monterey Peninsula". Veer right onto 156 West which will turn into 1 South. Exit Highway 1 at the Del Monte/Pacific Grove exit and follow until the 3rd signal labeled "Sloat" and turn left. Proceed half a mile until Sloat ends at the driveway of the Hyatt. Continue through the signal labeled "Mark Thomas" and veer right at the top of the hill.

From San José International Airport to Hyatt Regency Monterey

Take Highway 101 South until you arrive at 156 West turn off, which will be labeled "Monterey Peninsula". Veer right onto 156 West which will turn into 1 South. Exit Highway 1 at the Del Monte/Pacific Grove exit and follow until the 3rd signal labeled "Sloat" and turn left. Go _ mile until Sloat ends at the driveway of the Hyatt. Continue through the signal labeled "Mark Thomas" and veer right at the top of the hill.

From The Greater Los Angeles Area to Hyatt Regency Monterey

Take 405 North until it meets the 5 North and stay on the 5 North for approx. 2.5 hrs. Exit on 46 West toward Paso Robles. Exit 46 West at the 101 North. From 101 North, take Highway 68 West (Salinas exit) and continue to Main St., turn left (you are now on Highway 68). Continue through Salinas to Monterey Airport (Olmsted Rd.) and turn right. Take the next left (Garden Road) and continue to Mark Thomas Dr.; take another left. At the next light make a left turn and follow the road up the hill to the Hyatt.

From Monterey Airport to Hyatt Regency Monterey

- Exit airport onto Olmsted Rd.
- Turn right onto Garden Rd.
- At the end of Garden Rd., turn left onto Mark Thomas Dr.
- At the next stop light turn left onto Old Golf Course Rd.

Just In Case

If for any reason, when you are driving on Highway One southbound, and you missed the Del Monte / Pacific Grove exit, do not panic! Simply take the Monterey exit and turn to the left on the traffic light. You are now on Aguajito Road. You will pass on your right the Monterey Peninsula College and the Hilton. At the intersection of this road with Mark Thomas Drive at the second light, turn to the left. You are on business because the Hyatt Regency Monterey is just ahead of you. You will not miss it.

When driving on Highway One northbound, just take the Aguajito Road exit. You are now on Mark Thomas Drive. Pass the traffic light and keep going on Mark Thomas Drive. You will see the sign for the Hyatt in front of you.

SOUTHEAST ASIA
CHAPTER CONFERENCE

August 5-7, 2003
Macau, SAR, China

The 2003 Academy of International Business (AIB) Southeast Asia Regional Conference is hosted by the Hong Kong Institute of Business Studies (HKIBS), Lingnan University, Hong Kong. We invite papers for presentation and proposals for panel discussion related to the Conference Theme from scholars, business executives, professionals, and public policy makers. Every paper submitted should have a global/international orientation and must be scholarly in content. Conceptual, theoretical and empirical papers, using qualitative and quantitative methodologies, will all be considered. Manuscripts submitted must be complete papers, and accepted papers will be published in the conference proceedings.

Submission deadline is **May 9, 2003**. The registration deadline is **June 16, 2003**.

For more information, please contact the
Conference Secretariat:

Hong Kong Institute of Business Studies
Lingnan University
Tuen Mun, Hong Kong
Tel: (852) 2616 8373
Fax: (852) 2572 4171
E-mail: hkibs@ln.edu.hk

Call for papers can be found at
www.aibworld.net under "Chapters"

NORTHEAST USA
ANNUAL
CONFERENCE

October 2-4, 2003
Manchester, New Hampshire

The 2003 annual conference of AIB-NE, will be held in Manchester, New Hampshire, on October 2-4. The host institution is the School of Business of Southern New Hampshire University. The program chair is Dr. Massood Samii.

The theme of the conference is *Globalization in the Age of Information Technology*. Deadline for submission of paper and panel proposals is **July 1, 2003**. Award for best paper and best student paper will be presented during the conference. Electronic submissions are preferred and should be sent as an email attachment in MS-Word.

Send submissions to,
or for more information contact:

Dr. Massood Samii, Program Chair
School of Business
Southern New Hampshire
University
2500 North River Road
Manchester, NH 03106-1045
U.S.A.

The Launching of AIB-India Chapter

(Mumbai, January 31 - February 2, 2003)

At the proposal of Danny Van Den Bulcke, Vice President Administration – and responsible for the regional chapters – and José de la Torre, Past President, the previous Executive Board under president Steve Kobrin decided to launch a major initiative to get academics from the emerging countries into the organization, in particular China, India and Latin America. The new Board, led by president Peter Buckley, asked José and Danny to pursue their efforts with the initiatives that had been launched previously.

Contrary to the failed earlier attempts to set up chapters in countries such as, Russia and South Africa, it was decided that there should be a minimum of 15 to 20 members before a new chapter could actually get started. The AIB Board agreed to sponsor a founding conference, to grant special membership conditions and to subsidize local travel grants to those attending the inaugural conference. Also McGraw Hill Irwin sponsored the participation of Asian and Latin American scholars for the Sydney and Puerto Rico Conferences respectively and consequently helped to jumpstart AIB's new internationalisation drive.

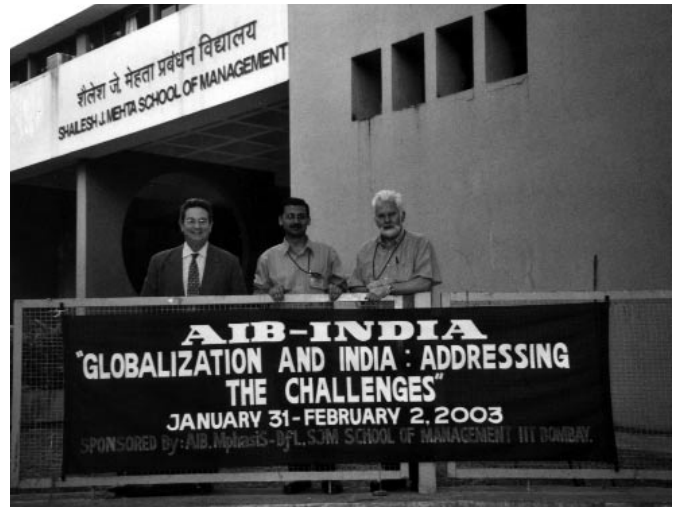
Professor Shishir Jha from the Indian Institute for Technology, Bombay and the Shailesh J. Metha School of Management accepted to take the lead in setting up an AIB-India Chapter during the Inaugural Conference in Mumbai from January 31 to February 2, 2003.

At the request of José de la Torre, Jerry Rao, CEO of Mphasis-BFL, delivered the keynote address as co-sponsor of the conference and set the tone for the general theme of 'Globalization and India: Addressing the Challenges'. This same theme was pursued in 12 different sessions with 31 papers about topics such as: Globalization and Culture, India as an Offshore Location, WTO and India Trade, MNC Strategies, International ventures, etc.

There also was a panel session about the conference's theme, chaired by José de la Torre with N.S. Siddhartan, Institute of Economic Growth, New Delhi and Danny Van Den Bulcke, University of Antwerp as panel members, which resulted in a lively and open discussion.

At their first Business Meeting the participants elected Shishir Jha as President of AIB India. A provisionary Board will look into the need of having different Indian subregions and institutions represented and a venue for the 2004 Conference.

When the AIB Board and the members at the Business meeting next July in Monterey accept the proposal, AIB will have a new Chapter from India. Together with its dynamic US and world regions the AIB will be even more global than before.



From Left to Right: AIB Past President **José de la Torre**, AIB-India President **Shishir Jha**, and past AIB Vice President of Administration, **Daniel Van Den Bulcke** at the first ever AIB-India Conference

JUST OFF THE PRESS

ILAN ALON (Crummer Graduate School of Business, Rollins College) has edited *Chinese Culture, Organizational Behavior, and International Business Management* (2003, Praeger Publishers, ISBN# 1-56720-546-1). The book examines the influence on culture – specifically, Confucian values and Chinese traditions – on foreign direct investment, joint ventures, management styles and theories, and organizational behavior. For more information, please visit www.greenwood.com.

YADONG LUO (University of Miami, Florida) has written his new book, *Multinational Enterprises in Emerging Markets* (Copenhagen Business School Press, 2002. ISBN 87-630-0046-6, 405 pages). The book aims at providing international managers with a series of lessons on how to reap maximum returns while mitigating related hazards arising from economic, regulatory, and socio-cultural environments. Unlike other books, which tend to be very general in offering these lessons, Yadong Luo explicates the issues concretely, comparatively, and thoroughly. The book further details how MNEs should enter an emerging market, with whom they should partner, and why they should integrate emerging market operations with other global activities. Luo updates changes of government policies on foreign investment, explains commonalities and distinctions among emerging markets, and addresses how to assess country competitiveness and industrial conditions. As a former practitioner dealing with emerging markets and as a current scholar on international strategy, Luo provides a unique combinatory view of emerging markets. This book offers important guidelines that every company with a global vision wishes to consult. For more information, please contact Copenhagen Business School Press at direct.order@marston.co.uk.

CHARLES C. SNOW (Smeal College of Business Administration, Penn State University) announces the reissue of *Organizational Strategy, Structure and Process* by Raymond E. Miles and himself. The book originally published by McGraw-Hill in 1978, will be reissued in 2003 by Stanford Business Books as one of two books in the new series, Stanford Business Classics. Miles and Snow will be featured in a Retrospective to be published by the Academy of Management Executive in November 2003.

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:

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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

Members on the Move

HARRY G. HARRIS, Visiting Professor at the University of California, Davis, presented an executive seminar on globalization as well as contemporary political and economic issues in Asia at the Toyota Corporation's Institute of International Economic Studies [IIES] in Tokyo. While in the region, Harry also traveled to Seoul, Korea for a series of colloquia with members of the Korean business community.

ROMIE LITRELL, Faculty of Business, University of Auckland, New Zealand was selected by the Emerald Library Literati Club for his paper: "Desirable Leadership Behaviors of Multi-Cultural Managers in China", which was selected as most Outstanding Paper in 2002 volume based upon (1) Reflection of the journal's purpose to ensure the readers needs are being met. (2) New and useful information, which will benefit readers. (3) Appropriate presentation and style that allows easy access to concepts and data.

New AIB Members

Welcome 147 new members joining from December 5, 2002 - March 6, 2003

Frafulla Yeshawant Agnihotri	Dabbadie Francois-Xavier	Ted London	Hidetoshi Sasaki
Girish Agrawal	J. George Frynas	Wendy Yuing Lu	Viveca Sasi
Raj Agrawal	Peter Gabrielsson	Brent Mac Nab	Brian Satterlee
Salah Al-Otham	Uday Garg	Andrea Magrassi	Mondo Sexter
Yasmina Araujo Cabrera	Sanjaya S. Gaur	Vassilios Maniatis	Yongjiang Shi
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Lanxin Cao	Gary Henderson	Paul Metcalfe	Donald J. Swanz
Malcolm Chapman	Paul Hickey	Washid Mohammad	Jianchao Tian
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Bryony Conway	Jana Hranaiova	Thi Tuyet Mai Nguyen	Trinadha R Vasa
Emma Cooke	Zailan Jaafar	Ludger Odenthal	Alessandra Vecchi
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Elizabeth Danon-Leva	Ralph Ezekiel Jhirad	P.L. Beena	Chengqi Wang
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Mehendi Das Paul	Nasser Kadasah	Georgios Patagias	Jinyang Wei
Usha Dasari	Ronald Kalafsky	Jagruti Patel	Gesa Weitzel
Plato Datta	Suneel Kapoor	Kristy Petty	David Williams
David L. Davis	Lampros Koliopoulo	Hua Qui	Yu Feng Wu
Leigh Davison	Dorota Kornacka	Krishnarajpet Ramaswamy	Nevena Yakova
Edward Dinicola	K.L. Krishna	Andres Ramirez	Sengun Yenyurt
Lauren E. Doster	Ivy Kuan Ling Chen	Andreas Ringas	Kamran Zaki
Jing-lin Duanmu	Peter Lane	Joseph Rocereto	Dilek Zamantili Nayir
Thomas Dukes	Ann L. Langlois	Timothy P. Roth	Peter Zettinig
Samuel L. Dunai	David Anthony Law	Elizabeth Rubenstein	Guanyu Zhao
Denise Dunlap-Hinkler	Jeoung Yul Lee	Romuald E.J. Rudzki	Zhen Zhu
Pat Eason	Feng Li	Jason Ryan	
Nehad Elsawaf	Chia Hua Lin	James Ryerson	

EIBA 29th Annual Conference

December 11-13, 2003
Copenhagen, DK

The MNC as a Knowing Organization

The theme of the 2003 EIBA conference refers not only to the expanding literature on topics such as 'organizational learning' and 'organizational knowledge', but is also related to classical issues in IB research.

The conference especially invites both theoretical and empirical contributions that may help us reach a synthetic understanding of the role of knowledge both for the theory of the MNC and for the challenges facing its managers. Of course – papers on other aspects of international business are – as always – also welcome.

Deadline for submission of papers is **July 15th** electronically and via the website

www.cbs.dk/eiba2003/

Before September 15, 2003, all authors will be notified on the acceptance of their submitted paper.

The program chair is Prof Torben Pedersen.

**Copenhagen Business School
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AMERICAN SOCIETY FOR COMPETITIVENESS (ASC) CALL FOR PAPERS FOURTEENTH ANNUAL CONFERENCE OCTOBER 9-11, 2003 Washington, D.C. Area

The fourteenth Annual Conference on **Competition in a Turbulent World** will be held in the Washington, D.C. area on October 9-11, 2003. The conference will concentrate on the elements of success in the global economy. Papers dealing with national, regional, and global strategies related to the themes suggested below are welcome. Panels and symposia that highlight emerging theories, cutting-edge research or best corporate practices are also sought. Special consideration will be given to papers, abstracts, and symposia proposals that facilitate exchange between scholars and practitioners. In addition, proposals for panels will be considered.

Papers/proposals focusing on the following major topics (but not limited to the following topics) are sought:

Global Competition, Privatization and Market Change, Corporate Responsibility and Global Compact, Competing in Dynamic Global Industries, Human Resource Issues, Public Affairs and Corporate Communications. Accepted papers will be published in the conference proceedings. Selected papers will appear in the *Journal of Global Competitiveness*. At least one author is required to attend the conference. Highly competitive papers may be invited for publication in one of the journals of the Society--*Advances in Competitiveness Research* or *Competitiveness Review*. The deadline for the receipt of submitted papers is **May 30, 2003**. To facilitate the blind peer review process, the first page should include: Title of paper, authors' name(s), institutional affiliation(s), and phone and fax number(s). The second page should repeat the paper title but should contain no information that would identify author or institution. Publication style guidelines of the American Psychological Association should be used. Please send four copies of the paper, abstract or symposium proposal to:

Prashanth B. Nagendra, Academic Program Chair
American Society for Competitiveness
PO Box 1658
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