



Letter from the President

Alan M. Rugman

In this Newsletter we are pleased to publish the key results of the survey of AIB members from last October-November. We thank the over 1000 members who responded.

At its recent meeting in early April 2005, the AIB Board reviewed these survey results. In terms of future annual meetings we could find no significant evidence suggesting that the timing of the meetings should be changed, so they will continue to be in late June. As to location we have concluded that the current business model needs to be rethought. We have encountered major financial issues involving the June 2006 meetings in Beijing, when the local hotels unexpectedly required large fees for rentals of conference rooms. The previous AIB Board had accepted the bid for the meetings in China without being aware of these charges. Fortunately, the local hosts at Peking University have now agreed to offset these hotel conference room charges, in addition to their previous offer to fund local events.

For the 2007 meetings the previous AIB Board had accepted in principle a bid from Indiana University to hold the meetings in Indianapolis. The current Board (chaired by Peter Buckley for this item, and in my absence) has reaffirmed that the meetings will occur in Indianapolis, probably in mid June 2007.

The AIB Board has not received any further bids for future meetings, perhaps

due to the current expectation of major sponsorships by the local host institutions. We hope to move towards a new business model whereby these financial demands are reduced, and we avoid fees for conference facilities, as in the Indianapolis bid. Thus, based on the survey results, the Board would prefer to have the 2008 meetings in Europe; 2009 in the Americas, and 2010 in Asia. The Board would be delighted to receive proposals from local hosts for the 2008, 2009, and 2010 meetings.

The sites of recent and future AIB meetings will then follow this pattern:

2000	North America	Phoenix
2001	Asia-Pacific	Sydney
2002	Americas	Puerto Rico
2003	North America	Monterey, CA
2004	Europe	Stockholm
2005	North America	Québec City
2006	Asia	Beijing
2007	North America	Indianapolis
2008	Europe	TBA
2009	Americas	TBA
2010	Asia	TBA

Turning to more immediate events, Yves Doz and his committee have produced an exciting and timely program for the Québec City meetings of July 9–12. As a result for Québec City we are expecting over 600 to register. I hope to see you there.

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Letter from the Program Chair

Yves Doz

Greetings from AIB Fontainebleau!

I am happy with how the Québec program is developing and I am looking forward to seeing you all there. The conference center is a wonderful facility, right adjacent to the conference hotels and a few minutes walk from the heart of the old French city. We not only selected a fun and practical venue, we also built a program you will find, I am sure, exciting and intellectually challenging. My warmest thanks go to all who contributed papers, panel presentations, and poster, and to the track chairs and staff who put the program together with me.

We retained and built on the pre-program activities by Nakiye in Stockholm last year:

The *Association of Japanese Business Studies (AJBS)* meeting has been expanded in a two days conference and will take place from Thursday, July 7 through Friday, July 8.

Saturday, July 9 is devoted to professional activities. This year, the *Doctoral Consortium*,

chaired by Charles Dhanaraj (Indiana University), promises to be appealing, with the Friday session including the visit to a local Canadian company and welcome dinner, and the Saturday sessions focusing on the participants' research topics and on career and publishing issues. The *Junior Faculty Consortium*, chaired by Klaus Uhlenbruck (University of Montana), will engage in a discussion about scholarship in international business. The Boeing Institute of International Business at the John Cook School of Business, Saint Louis University and the Society for the Advancement of Management Studies (SAMS) will sponsor respectively the junior faculty and the doctoral consortia, through travel stipends. SAMS will also sponsor the SAMS/AIB Award for the Best Doctoral Dissertation Proposal. We are grateful to these two organizations for their support in developing future IB academics.

Based on the great success of the 2004 inaugural workshop in Stockholm, the decision was taken to institutionalize the *AIB-JIBS*

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Paper Development Workshop. Tatiana Kostova (University of South Carolina) will be again in charge of this second AIB-JIBS Paper workshop, which will be structured in nine parallel tracks representing the nine editorial areas of JIBS.

Also for the second time, *the Teaching Roundtables*, organized this year by Kaz Asakawa (Keio University), provides a great opportunity to share teaching experiences, challenges and concerns with colleagues who have similar interest and dilemmas in teaching international business.

The program itself is built around 25 panels, 106 competitive sessions and about 156 poster contributions. The central theme of the conference, *Local Roots and Global Links* is well emphasized, with the various facets of the interaction between local and regional communities, such as Québec, and the global economy and polity, explored and analyzed.

Particularly important, well represented, and topical, in this year's program are the issues surrounding the globalization of services and their outsourcing. The ability of developed economies—such as Canada's—in making the transition to a globalized service and knowledge economy will be discussed. Some panels will bring research-based contributions from non academics bodies on these issues, such as UNCTAD, the Conference Board of Canada, and McKinsey's Global Institute.

In addition, special sessions offered in conjunction with AJBS, BALAS, WAIB, as well as the *Farmer Dissertation* and *JIBS Decade Award* sessions will continue to add variety and perspective to our conference.

The opening session on Saturday afternoon will feature a keynote speech by Henri Paul Rousseau, who heads the Caisse des dépôt et placement du Québec, the largest investor in Québec, and has a uniquely deep perspective on Québec's economy in the context of the global economy. The *Presidential Reception*, celebrating the start of our conference will be held later that night right at the Convention Center for the convenience of our members.

On Sunday, the conference will begin in full force, with the *Fellows Panel*. A total of eight fellows who contributed to the book "What is



International Business" (John Dunning, Mark Casson, John Daniels, Steve Kobrin, Bruce Kogut, Eleanor Westney, Mira Wilkins and Alan Rugman) organized the panel on the theme of their book.

Perhaps in an apt preface to holding the 2006 conference in China, we have this year a particularly strong Asian presence, both in topics and in presenters, and the closing panel of the conference will focus on the future of China in International Business. We will continue with last year's successful model by having our *Awards Ceremony* as the last event of the conference to be followed by a farewell reception.

I hope you will enjoy the charm of Québec city. Our local host, the University of Laval already has plenty of ideas to make our stay in Québec all the more enchanting. Our *Gala Dinner* will take place at the Museum of Fine Arts. During the conference, the Québec International Summer Festival (Festival d'été de Québec) will be held in Vieux-Québec from July 7 to July 17, 2005 to celebrate the 38th anniversary of the Old City. This event features over 800 artists that participate in 500 performances on large outdoor or indoor stages, or even on the streets of Old Québec. A promising program too... !

I look forward to welcoming you to Québec!

Yves Doz
The Timken Chaired Professor
of Global Technology and Innovation



An Afternoon Stroll in Québec City

Québec City may be festive or dismal in winter depending on different perspectives, but

come summer, the city springs alive with flower blossoms hanging over every little window of the historic buildings that furnish this delightfully French city. Delightful, because Québécois indicate that they are proud of having preserved their French heritage but also been able to shake off the “attitude.” Built on a very hilly terrain and situated on the banks of the Saint Lawrence River, Québec City is very picturesque. It boasts numerous art galleries, patisseries, cafes, and both casual and fine dining restaurants featuring French, Québécois, Italian, and Continental cuisines in a warm or “rocking” ambiance.

Start your stroll at the gates of the Vieux-Québec (Old Québec) and you will admire the view of Saint Lawrence and the historic artifacts telling the captivating story of this only fortified North American city. Having a special love for parks all my life, I cannot refrain from recommending Parc des Champs-de-Bataille, home to the Citadelle as well as the smaller Parc de l’Esplanade and Parc de l’Artillerie. Artwork and historic treasures dotting these parks tell the story of the amazing battles that once shook this now oh-so-quiet city.

For lunch, visit the le Diable ô Anges on Boulevard Champlain for “all you can eat mussels” with 14 different kinds of sauces in a warm and cozy ambiance surrounded by stonewalls and beamed ceilings or take a table outside. For dessert, head over to Le Cochon Dingue, just a block away on Boulevard Champlain, to enjoy the best Sugar Pie in

town accompanied with a big bowl of Café au Lait. The famous Québec maple syrup is what gives this pie its dangerously enjoyable taste. Towering above the Petit-Champlain is Fairmont Le Château Frontenac, which is accessible from du Petit-Champlain via the Funiculaire du Vieux-Québec. Take in the view on the funicular as you are being shuttled at an angle of 45 degrees. Head into the SAQ Signature at the Château Frontenac to sample the first-class wine selection with Port varieties abound.

Every street crisscrossing Vieux-Québec has its special charm, so take your time pounding the pavement! I especially enjoyed simply browsing the bountiful art galleries. Galerie d’Art Bel Art on Saint-Pierre, one of Beauchamp family’s many galleries across town, displays exquisite artwork in a stonewalled vault built in year 1625. In addition, with tax-free shipping options, even purchasing artwork could turn out to be a happy and profitable reminiscent from your trip.

Dining options are endless in Québec City. For fine dining, Le Continental, le Saint Amour, and L’Echaude are only a few of many superb options. Louis Hebert on Grande Allee Est has an enchantingly casual ambiance, superb service, delectable food, and an impressive wine selection. Casual attire is welcome in all restaurants in Québec. In the midst of this quaint city is a pleasant surprise for those who are up for some serious people watching with late night affair. At the Maurice Complex on Grande Allee Est, Voo Doo Grill offers continental cuisine with easy access to the Charlotte Lounge, Maurice Night Club and Societe Cigare for a late night smoke.

Bienvenue a Québec!

Irem Kiyak
AIB Treasurer



AIB Pre-Conference Teaching Roundtables

International Teaching Roundtables will be organized on Saturday, July 9, from 1–3 p.m. All the interested AIB participants are invited to join us. This is a great opportunity to share your teaching experiences, challenges and concerns with colleagues who have similar interest and dilemmas in teaching international business.

To participate in the Teaching Roundtables, you need to register by sending the following documents to Kaz Asakawa (asakawa@kbs.keio.ac.jp):

- Your one-page CV specifying your name, affiliation and contact information.
- Your one-page statement on teaching-related issues you would like to bring to the Roundtable.

Try to highlight any specific dilemma, challenge and best practice which can be discussed with colleagues in your group. Based on your statement of interest, you will be assigned to a group. The Roundtable Coordinator will contact you with more information after June 10. To facilitate your grouping process, you are asked to identify at least one teaching area and at least one interest area from the following list. Please specify your chosen area(s) in your one-page statement. (If you cannot find a relevant item from the list, please choose “other.”)

Your Teaching Area:

1. Cross-Cultural and Int'l Management
2. International Accounting and Finance
3. Int'l Economics & Transition Economies
4. International Entrepreneurship
5. Int'l Human Resources Management
6. Global Leadership and Ethics
7. International Marketing
8. International Trade and Negotiations
9. Global Strategic Management

Your Interest Area for Discussion at the Teaching Roundtable:

- a. Managing Classroom Dynamics
- b. Designing a Course
- c. Teaching a New Emerging Subject
- d. Developing Teaching Materials
- e. Introducing an Innovative Teaching Method
- f. Balancing Theory and Practice
- g. Distant Learning
- h. Teaching Abroad
- i. Teaching in a Foreign Language
- j. Term Papers and Exams
- k. Other

The Roundtables will provide you with an excellent opportunity to get feedback to your own agenda and to be exposed to various teaching-related issues and know-how shared by other participants. To make your roundtable presentation more effective, you are encouraged to bring any supporting material (e.g. syllabus, memo, etc.) if you wish to share it with other participants in your group.

For further information, please contact the Roundtable Coordinator:

Professor Kazuhiro Asakawa
Keio University, Japan
Graduate School of Business Administration
Tel: +81-45-564-2021
e-mail: asakawa@kbs.keio.ac.jp



Awards Nominees

2005 AIB Annual Meeting, Québec City, Canada
July 9–12, 2005

The Academy of International Business congratulates the following nominees for this year's awards. The nominees for each award are listed in alphabetical order. The winners will be announced during the AIB Awards Ceremony on Tuesday, July 12 at 5:15pm–6:45pm.

AIB Best Paper Award

Sponsored by Temple University's Fox School of Business

- **Narjess Boubakri** (HEC Montreal), **Jean-Claude Cosset** (HEC Montreal), **Klaus Fischer** (Université Laval) and **Omrane Guedhami** (Memorial University of Newfoundland), "Privatization and Bank Performance in Developing Countries"
- **Tim Devinney** (Australian Graduate School of Management), **Peter Buckley** (University of Leeds) and **Jordan Louviere** (University of Technology, Sydney), "Do Managers Behave the Way Theory Suggests? A Choice Theoretic Examination of Foreign Direct Investment"
- **Anil Gupta** (University of Maryland) and **Qing Cao** (University of Maryland), "The Strategic Embeddedness of Global Business Teams"
- **Jiatao Li** (Hong Kong University of Science and Technology) and **Fiona Kun Yao** (Hong Kong University of Science and Technology), "Competing in Multiple Geographic Markets: Multi-market Contact and Foreign Entry Location Decisions in China"
- **Jiatao Li** (Hong Kong University of Science and Technology) and **Fiona Kun Yao** (Hong Kong University of Science and Technology), "Population Exploitation, Organizational Exploration: Effects on Foreign Entry Location Decisions in China"
- **Joanne Oxley** (University of Toronto) and **Tetsuo Wada** (Gakushuin University), "The Scope of Knowledge Transfer: Evidence from US-Japan Alliances"
- **Changhui Zhou** (Peking University) and **Tony S. Frost** (University of Western Ontario), "Subsidiary's inflow and outflow of knowledge within MNCs"

AIB—Haynes Prize for Most Promising Scholar(s)

Endowed by Eldridge Haynes Memorial Trust

- **Ramdas Chandra** (Concordia University), "Explaining The Level And Rate Of Franchise Internationalization"

- **Mercedes Delgado-Garcia** (Northwestern University; Seville University), "Do Clusters Really Matter for Companies' Competitive Strategies? Evidence at the Country Level"
- **Witold Jerzy Henisz** (University of Pennsylvania) and **Bennet A. Zelner** (Georgetown University), "The Deinstitutionalization of Coerced Reforms: The Case of Private Infrastructure Investments"
- **Jane W. Lu** (Singapore Management University) and **Xufei Ma** (National University of Singapore), "The Contingent Value of Alliance Partners' Business-Group Affiliation"
- **Ronny Manos** (The College of Management, Israel), "Do Foreign Investors Destabilize Emerging Stock Markets? Evidence from the BSE, Mumbai"
- **Jasjit Singh** (INSEAD, Singapore), "Distributed R&D, Cross-Regional Ties and Quality of Innovative Output"

AIB—Richard N. Farmer Dissertation Award

Sponsored by Indiana University CIBER

- **Ahmet H. Kirca** (George Washington University), "Institutionalization of Market Orientation in the Subsidiaries of Multinational Corporations," Ph.D. awarded by the Moore School of Business, University of South Carolina.
- **Renata Kosova** (George Washington University), "Do Foreign Firms Crowd Out Domestic Firms? Evidence from the Czech Republic," Ph. D. awarded by the University of Michigan.
- **Alan R. Muller** (University of Amsterdam), "The Rise of Regionalism: Core Company Strategies under the Second Wave of Integration," Ph. D. awarded by Erasmus University Rotterdam.
- **Thomas Osegowitsch** (University of Melbourne), "The Relationship between Global Integration and Performance in Multinational Professional Engineering Companies," Ph. D. awarded by the University of Western Australia.

Overview of the 2005 AIB Annual Meeting

Quebec City, Canada - July 8-12, 2005

Information as of May 1, 2005. To view the complete up-to-date program, visit <http://aib.msu.edu/events/2005/>

FRIDAY, JULY 08

FRIDAY JUL 08 - 08:30-17:00

AIB Executive Board Meeting

FRIDAY JUL 08 - 08:30-18:30

AJBS Conference

FRIDAY JUL 08 - 15:00-20:00

Doctoral Consortium

SESSION: 1.1.4 - Competitive Spillovers

Track 3 - Growing Local Roots

SESSION: 1.1.5 - Competitive Real Options (I)

Track 4 - Economics, Finance and Taxation

SESSION: 1.1.6 - Competitive High Tech Stocks

Track 4 - Economics, Finance and Taxation

SESSION: 1.1.7 - Competitive Subsidiary Knowledge Creation

Track 5 - Innovation and Marketing

SESSION: 1.1.8 - Competitive Innovation in China and Taiwan

Track 5 - Innovation and Marketing

SESSION: 1.1.9 - Competitive Services in Emerging Markets

Track 6 - Internationalization of Services

SESSION: 1.1.10 - Competitive Regionalization Strategies

Track 7 - Managing Across Borders

SESSION: 1.1.11 - Competitive International Venture Capital

Track 7 - Managing Across Borders

SESSION: 1.1.12 - Panel From Cross-Cultural to Inter-cultural: New Paradigms and Directions for Research

Track 8 - Managing People Across Cultures

SESSION: 1.1.13 - Competitive Top Management Teams

Track 8 - Managing People Across Cultures

SESSION: 1.1.14 - Panel AJBS Special Session

SATURDAY, JULY 09

SATURDAY JUL 09 - 08:00-12:00

AIB Executive Board Meeting

SATURDAY JUL 09 - 08:00-16:00

JIBS/AIB Paper Development Workshop

Doctoral Consortium

Junior Faculty Consortium

SATURDAY JUL 09 - 12:00-15:30

AIB Chapter Chairs' Meeting

SATURDAY JUL 09 - 13:00-15:00

Teaching Roundtables

SATURDAY JUL 09 - 16:30-18:00

Opening Keynote Speech

SATURDAY JUL 09 - 19:30-21:30

Presidential Reception

SUNDAY, JULY 10

SUNDAY JUL 10 - 07:00-08:30

JIBS Departmental Editors' Meeting

SUNDAY JUL 10 - 08:30-10:00

SESSION: FELLOWS1

Fellows Panel: "What is International Business?"

SUNDAY JUL 10 - 10:00-10:30

Coffee Break

SUNDAY JUL 10 - 10:30-12:00

SESSION: 1.1.1 - Panel Institutions, Politics, and Business: Emerging Research Themes

Track 1 - Context of Global Business

SESSION: 1.1.2 - Competitive Culture, Capabilities and Knowledge

Track 2 - Forging Global Links

SESSION: 1.1.3 - Competitive Cross Border Subcontracting

Track 2 - Forging Global Links

SUNDAY JUL 10 - 12:00-12:15

Break

SUNDAY JUL 10 - 12:15-13:30

SESSION: POSTER1

Poster Session 1 with Light Lunch

SUNDAY JUL 10 - 13:30-15:00

SESSION: 1.2.1 - Competitive Regulating International Business

Track 1 - Context of Global Business

SESSION: 1.2.2 - Competitive Country and Regional Environments & International Business

Track 1 - Context of Global Business

SESSION: 1.2.3 - Competitive Generating Competitive Advantage through Alliances

Track 2 - Forging Global Links

SESSION: 1.2.4 - Panel Management Challenges in the New Europe

Track 2 - Forging Global Links

SESSION: 1.2.5 - Panel International Expansion of Emerging Market Businesses

Track 3 - Growing Local Roots

SESSION: 1.2.6 - Competitive Injuries, Inequality and Insurance

Track 4 - Economics, Finance and Taxation

SESSION: 1.2.7 - Competitive Ownership, FDI and M&A

Track 4 - Economics, Finance and Taxation

SESSION: 1.2.8 - Competitive Inter-subsidiary Knowledge Transfer, and R&D Personnel Movements

Track 5 - Innovation and Marketing

SESSION: 1.2.9 - Competitive Product Innovation and Marketing

Track 5 - Innovation and Marketing

Overview of the 2005 AIB Annual Meeting

SESSION: 1.2.10 - Competitive Track 6 - Internationalization of Services
Empirical Studies of Global Services

SESSION: 1.2.11 - Competitive Track 7 - Managing Across Borders
International Acquisitions

SESSION: 1.2.12 - Competitive Track 7 - Managing Across Borders
Capabilities and Skills in Internationalization

SESSION: 1.2.13 - Competitive Track 8 - Managing People Across Cultures
Psychic Distance

SESSION: 1.2.14 - Competitive Track 8 - Managing People Across Cultures
International HRM Practices

SUNDAY JUL 10 - 15:00-15:30

Coffee Break

SUNDAY JUL 10 - 15:30-17:00

SESSION: 1.3.1 - Panel Track 1 - Context of Global Business
MNEs, Spillovers and International Development: New Research Directions

SESSION: 1.3.2 - Competitive Track 1 - Context of Global Business
Ethical and Social Issues in International Business

SESSION: 1.3.3 - Competitive Track 2 - Forging Global Links
Alliances Acquisitions and Learning

SESSION: 1.3.4 - Competitive Track 2 - Forging Global Links
Off-Shoring

SESSION: 1.3.5 - Panel Track 4 - Economics, Finance and Taxation
Unlocking the Power of Securitization in Emerging Market Countries: The Case
of Asia

SESSION: 1.3.6 - Competitive Track 4 - Economics, Finance and Taxation
International Investments

SESSION: 1.3.7 - Competitive Track 5 - Innovation and Marketing
Japanese Internationalization of R&D and Subsidiary Technology Sourcing
in the U.S.

SESSION: 1.3.8 - Competitive Track 6 - Internationalization of Services
Strategic Issues in Service Industries

SESSION: 1.3.9 - Panel Track 7 - Managing Across Borders
JIBS 3 Lenses Panel: MNE Political Strategies, Experience with Corruption
and Corporate Social Responsibility

SESSION: 1.3.10 - Competitive Track 7 - Managing Across Borders
Entry and Expansion Strategies

SESSION: 1.3.11 - Competitive Track 7 - Managing Across Borders
Learning and Expanding

SESSION: 1.3.12 - Competitive Track 8 - Managing People Across Cultures
Cultures and Values

SESSION: 1.3.13 - Competitive Track 8 - Managing People Across Cultures
Int'l OB Issues: Negotiation, Decision-making and Job Satisfaction

SESSION: 1.3.14 - Panel
BALAS Special Session

SUNDAY JUL 10 - 17:15-18:00

JIBS Decade Award Plenary

SUNDAY JUL 10 - 18:00-18:45

JIBS Decade Award Reception

SUNDAY JUL 10 - 19:30-21:30

Fellows Dinner

MONDAY, JULY 11

MONDAY JUL 11 - 07:00-08:30

WAIB Breakfast and Business Meeting

MONDAY JUL 11 - 08:30-10:00

SESSION: 2.1.1 - Panel Track 1 - Context of Global Business
International Entrepreneurship: Opportunities for Conceptual and
Empirical Advancement

SESSION: 2.1.2 - Competitive Track 1 - Context of Global Business
Multinationals' Political Strategy

SESSION: 2.1.3 - Competitive Track 2 - Forging Global Links
Partner for Alliances

SESSION: 2.1.4 - Competitive Track 2 - Forging Global Links
China

SESSION: 2.1.5 - Competitive Track 3 - Growing Local Roots
Human and Social Capital: Bridging Local and Global

SESSION: 2.1.6 - Competitive Track 4 - Economics, Finance and Taxation
Real Options (II)

SESSION: 2.1.7 - Competitive Track 4 - Economics, Finance and Taxation
Capital Structure and Dividend Policy

SESSION: 2.1.8 - Competitive Track 5 - Innovation and Marketing
Internationalization of R&D

SESSION: 2.1.9 - Competitive Track 5 - Innovation and Marketing
Born Global Firms

SESSION: 2.1.10 - Panel Track 6 - Internationalization of Services
The Shift Towards Services

SESSION: 2.1.11 - Panel Track 7 - Managing Across Borders
Networks in International Management Research: Assessing Progress,
Opportunities and Challenges

SESSION: 2.1.12 - Competitive Track 7 - Managing Across Borders
Sharing What We Know

SESSION: 2.1.13 - Competitive Track 8 - Managing People Across Cultures
Staffing International Assignments

SESSION: 2.1.14 - Panel
AIBS Special Session 2

MONDAY JUL 11 - 10:00-10:30

Coffee Break

MONDAY JUL 11 - 10:30-12:00

SESSION: 2.2.1 - Panel Track 1 - Context of Global Business
The Evolving Policy Framework for International Business and the IB
Research Agenda: A Broken Connection?

SESSION: 2.2.2 - Competitive Track 1 - Context of Global Business
Bargaining, Institutions and Power in the International Context

SESSION: 2.2.3 - Competitive Track 1 - Context of Global Business
Attracting FDI

SESSION: 2.2.4 - Panel Track 2 - Forging Global Links
Global Customer and Supplier Management

SESSION: 2.2.5 - Panel Track 3 - Growing Local Roots
Links Between Global Offshoring and the Local Institutional Context

Overview of the 2005 AIB Annual Meeting

SESSION: 2.2.6 - Competitive Track 4 - Economics, Finance and Taxation
MNC Growth and Internationalization

SESSION: 2.2.7 - Competitive Track 4 - Economics, Finance and Taxation
Taxation and Transaction Costs

SESSION: 2.2.8 - Competitive Track 5 - Innovation and Marketing
International Locational Strategies

SESSION: 2.2.9 - Competitive Track 5 - Innovation and Marketing
Innovation in Brazil, Exports and Intermediaries

SESSION: 2.2.10 - Competitive Track 6 - Internationalization of Services
Mode of Entry in Service Industries

SESSION: 2.2.11 - Competitive Track 7 - Managing Across Borders
The Drivers of Internationalization and Performance

SESSION: 2.2.12 - Competitive Track 7 - Managing Across Borders
Subsidiary Roles

SESSION: 2.2.13 - Panel Track 8 - Managing People Across Cultures
Women Don't Ask -- But Mentoring Can Help!

SESSION: 2.2.14 - Competitive Track 8 - Managing People Across Cultures
Intangible Assets: Intelligence/Knowledge

MONDAY JUL 11 - 12:00-12:15

Break

MONDAY JUL 11 - 12:15-13:30

SESSION: POSTER2

Poster Session 2 with Light Lunch

MONDAY JUL 11 - 12:30-13:30

AIB Fellows Business Meeting

MONDAY JUL 11 - 13:30-15:00

SESSION: 2.3.1 - Panel Track 1 - Context of Global Business
Environmental and Natural-Resource Issues in International Business

SESSION: 2.3.2 - Competitive Track 3 - Growing Local Roots
Clusters: Development and Evolution

SESSION: 2.3.3 - Competitive Track 4 - Economics, Finance and Taxation
Banking, Financial Institutions and Post-privatization

SESSION: 2.3.4 - Competitive Track 4 - Economics, Finance and Taxation
Location Decisions

SESSION: 2.3.5 - Competitive Track 5 - Innovation and Marketing
Knowledge Integration and Knowledge Management in MNCs

SESSION: 2.3.6 - Panel Track 6 - Internationalization of Services
Global Outsourcing of Services: Developing a Research Agenda

SESSION: 2.3.7 - Competitive Track 7 - Managing Across Borders
Value Chains and Networks

SESSION: 2.3.8 - Competitive Track 7 - Managing Across Borders
Managing Uncertainty and Risk

SESSION: 2.3.9 - Competitive Track 8 - Managing People Across Cultures
Difficult Human Relationship in Global World: Conflict and Stress

SESSION: 2.3.10

Farmer Dissertation Session

Coffee Break

MONDAY JUL 11 - 15:30-17:00

SESSION: 2.4.1 - Competitive Track 1 - Context of Global Business
Institutions & Multinationals' Assets & Performance

SESSION: 2.4.2 - Competitive Track 1 - Context of Global Business
Multinational Ownership, Structure & Organization

SESSION: 2.4.3 - Competitive Track 1 - Context of Global Business
The Environment & Multinational Performance

SESSION: 2.4.4 - Competitive Track 2 - Forging Global Links
Global Supply Chain

SESSION: 2.4.5 - Competitive Track 3 - Growing Local Roots
Clustering: Innovation and Performance

SESSION: 2.4.6 - Panel Track 4 - Economics, Finance and Taxation
The Conference Board: The Link Between Barriers to Trade and Canada-US
Relative Productivity

SESSION: 2.4.7 - Competitive Track 4 - Economics, Finance and Taxation
Debt Service and Regional Concentration

SESSION: 2.4.8 - Competitive Track 4 - Economics, Finance and Taxation
Financial Integration and Information Economics

SESSION: 2.4.9 - Competitive Track 5 - Innovation and Marketing
Patents, Licensing and Methodological Issues

SESSION: 2.4.10 - Competitive Track 5 - Innovation and Marketing
Capabilities, Branding and Marketing

SESSION: 2.4.11 - Panel Track 6 - Internationalization of Services
Outsourcing, Restructuring of the Global Economy, and Changes in
Multinational Business Strategy

SESSION: 2.4.12 - Competitive Track 7 - Managing Across Borders
Theories of International Market Competition

SESSION: 2.4.13 - Competitive Track 7 - Managing Across Borders
Subsidiary Contributions

SESSION: 2.4.14 - Competitive Track 8 - Managing People Across Cultures
Managerial Control, Power and Inter-organizational Issues

MONDAY JUL 11 - 17:15-18:00

AIB Executive of the Year Award Presentation

MONDAY JUL 11 - 19:00-22:00

Gala Event at the Museum of Fine Arts

TUESDAY, JULY 12

TUESDAY JUL 12 - 07:30-08:30

JIBS Editorial Review Board Meeting

TUESDAY JUL 12 - 08:30-10:00

SESSION: 3.1.1 - Competitive Track 1 - Context of Global Business
FDI and Its Impact

SESSION: 3.1.2 - Panel Track 1 - Context of Global Business
Fostering Business Opportunities at the Base of the Pyramid

SESSION: 3.1.3 - Competitive Track 2 - Forging Global Links
Networks

SESSION: 3.1.4 - Competitive Track 2 - Forging Global Links
International Joint Ventures

SESSION: 3.1.5 - Competitive Track 3 - Growing Local Roots
Investment Attraction: Global and Local

SESSION: 3.1.6 - Competitive Track 4 - Economics, Finance and Taxation
Accounting Standards

SESSION: 3.1.7 - Competitive Track 4 - Economics, Finance and Taxation
Crisis, Contagion and Volatility

Overview of the 2005 AIB Annual Meeting

SESSION: 3.1.8 - Competitive Track 5 - Innovation and Marketing
National Attributes, Innovation and Technology Diffusion

SESSION: 3.1.9 - Competitive Track 5 - Innovation and Marketing
Internet Marketing and SME Marketing

SESSION: 3.1.10 - Panel Track 6 - Internationalization of Services
McKinsey Global Institute Research on the Global Resourcing of Services

SESSION: 3.1.11 - Competitive Track 7 - Managing Across Borders
Diversification Strategy

SESSION: 3.1.12 - Competitive Track 7 - Managing Across Borders
MNC Structures and Integration Processes

SESSION: 3.1.13 - Competitive Track 8 - Managing People Across Cultures
The Society and HR Practices

SESSION: 3.1.14 - Competitive Track 8 - Managing People Across Cultures
Multinational Groups and Teams

TUESDAY JUL 12 - 10:00-10:30

Coffee Break

TUESDAY JUL 12 - 10:30-12:00

SESSION: 3.2.1 - Competitive Track 1 - Context of Global Business
MNCs, Political Hostility and Terrorism

SESSION: 3.2.2 - Competitive Track 1 - Context of Global Business
Institutions, Emerging Markets and Multinationals

SESSION: 3.2.3 - Panel Track 2 - Forging Global Links
North American Forest Products Industry Facing International Competition

SESSION: 3.2.4 - Competitive Track 2 - Forging Global Links
Determinants of Performance in Crisis

SESSION: 3.2.5 - Competitive Track 4 - Economics, Finance and Taxation
Trade and Gravity Model

SESSION: 3.2.6 - Competitive Track 4 - Economics, Finance and Taxation
Firm Valuation

SESSION: 3.2.7 - Competitive Track 5 - Innovation and Marketing
Alliances, Knowledge and Inter-firm Technology Transfers

SESSION: 3.2.8 - Competitive Track 5 - Innovation and Marketing
National Identity, Cross-culture and Consumer Contexts

SESSION: 3.2.9 - Competitive Track 6 - Internationalization of Services
Empirical Tests of IB Theory in Service Industries

SESSION: 3.2.10 - Competitive Track 7 - Managing Across Borders
Internationalization of Small and Young Firms

SESSION: 3.2.11 - Panel Track 7 - Managing Across Borders
Research on Multinationality-Performance Relationship: Current Status
and New Directions

SESSION: 3.2.12 - Competitive Track 8 - Managing People Across Cultures
Global Leadership Research, Methods and Theory

SESSION: 3.2.13 - Competitive Track 8 - Managing People Across Cultures
Expatriates - Still an Issue

SESSION: 3.2.14
Meet the Editors Session 1

TUESDAY JUL 12 - 12:00-12:15

Break

TUESDAY JUL 12 - 12:15-13:30

SESSION: POSTER3
Poster Session 3 with Light Lunch

TUESDAY JUL 12 - 13:30-15:00

SESSION: 3.3.1 - Panel Track 1 - Context of Global Business
The Organizational and Environmental Context Dimension of the Scope-
Performance Relationship (or) What NGOs Can Teach (and Learn From)
International Business About Diversification

SESSION: 3.3.2 - Competitive Track 1 - Context of Global Business
Emerging Market Environment

SESSION: 3.3.3 - Panel Track 1 - Context of Global Business
The Resource Curse Revisited: Managing Mineral-Resource Revenues for
Sustainable

SESSION: 3.3.4 - Competitive Track 2 - Forging Global Links
Network Strategies

SESSION: 3.3.5 - Competitive Track 2 - Forging Global Links
Performance in Strategic Alliances

SESSION: 3.3.6 - Competitive Track 4 - Economics, Finance and Taxation
Theoretical Contributions on Internationalization

SESSION: 3.3.7 - Competitive Track 4 - Economics, Finance and Taxation
Emerging Markets

SESSION: 3.3.8 - Competitive Track 5 - Innovation and Marketing
Developing Country Firms, First Movers and Diversification in Asia

SESSION: 3.3.9 - Competitive Track 5 - Innovation and Marketing
Franchising, and the International Supply Chain

SESSION: 3.3.10 - Panel Track 6 - Internationalization of Services
Globalization of Business Education: Strategic Approaches, Opportunities,
and Challenges

SESSION: 3.3.11 - Competitive Track 7 - Managing Across Borders
Joint Ventures and Alliances

SESSION: 3.3.12 - Competitive Track 8 - Managing People Across Cultures
Leadership, its Effects and Effectiveness

SESSION: 3.3.13 - Competitive Track 8 - Managing People Across Cultures
HRM Practices and Performance

SESSION: 3.3.14
Meet the Editors Session 2

TUESDAY JUL 12 - 15:00-15:30

Coffee Break

TUESDAY JUL 12 - 15:30-17:00

SESSION: FELLOWS2
AIB Fellows Panel: China's Future Role in International Business

TUESDAY JUL 12 - 17:15-18:45

AIB General Business Meeting & AIB Awards Ceremony

TUESDAY JUL 12 - 18:45-19:30

Farewell Party

Select Results from the October 2004 Member Survey

Below, please find a select number of tables from the October 2004 member survey, conducted online. An expanded version of the results can be found at <http://aib.msu.edu/surveys/2004-10-results.asp>

Page 1 – Q3) Conference Timing

Question: Please rate your preference for the following dates for future conferences (post 2006):

Options: Late June, July, September, October, November

Scale: 7-point Likert Scale (1-Low Preference, 7-High Preference)

Date	1-Low (%)	2 (%)	3 (%)	4 (%)	5 (%)	6 (%)	7-High (%)	Count	Mean	StDev
Late June	25.8	4.8	2.3	12.1	8.7	19.7	26.6	895	4.38	2.380
July	22.0	7.3	2.6	10.3	8.8	19.8	29.3	924	4.53	2.352
September	38.0	8.2	5.7	15.5	7.5	14.0	11.0	890	3.33	2.232
October	39.1	11.3	4.5	14.2	7.3	12.1	11.5	882	3.21	2.235
November	39.2	10.0	3.3	15.5	7.2	11.2	13.5	901	3.29	2.282

Result: Mean preference for Late June and July are significantly higher than September, October, and November. The differences within the two groups are not statistically significant. Further analysis of respondents who indicated that they will not be attending the Québec conference yielded similar results.

Page 1 – Q4) Future Site Locations

Question: Please rate your preference for the following dates for future site locations:

Options: North American (NA) Hub City, NA Resort Town, Europe, Asia, Latin America, Africa

Scale: 7-point Likert Scale (1-Low Preference, 7-High Preference)

Location	1-Low (%)	2 (%)	3 (%)	4 (%)	5 (%)	6 (%)	7-High (%)	Count	Mean	StDev
NA Hub City	15.2	6.3	3.8	17.8	12.4	21.3	23.3	894	4.63	2.083
NA Resort	17.5	8.5	5.3	18.0	13.1	19.7	18.0	873	4.32	2.100
Europe	4.2	2.2	3.1	10.6	14.8	26.7	38.4	926	5.63	1.583
Asia	12.5	6.4	5.1	12.4	13.3	22.1	28.2	902	4.86	2.060
Latin America	15.7	9.6	5.7	12.8	13.3	19.0	23.8	889	4.51	2.155
Africa	32.5	12.1	6.4	14.4	11.1	10.1	13.3	870	3.43	2.208

Result: Mean preference for Europe is significantly higher than for all other locations. Mean preference for Africa is significantly lower than for all other locations. Mean preference for Asia is significantly higher than for NA Resort and Latin America. All other differences are non-significant.

Page 2 – Q3) JIBS Content Rating

Question: Would you rate the content of JIBS on average as:

Answers: Superior quality research (A rank journal), High quality research (A- rank journal), Moderate quality (B+/B rank), Poor quality (C+ or lower), No opinion

Rank	Count	%
A	274	28.6
A-	505	52.8
B+/B	148	15.5
C+ or lower	9	.9
No opinion	21	2.2
Total	957	100.0

Page 2 – Q5) JIBS Peer Review Process

Question: How would you rate the JIBS peer review process?

Answers: Excellent, Good, Average, Poor, No Opinion

Rating	Count	%
Excellent	88	11.0
Good	233	29.1
Average	108	13.5
Poor	80	10.0
No opinion	292	36.5
Total	801	100.0

Page 2 – Q6) JIBS Overall Experience

Question: Overall, how would you rate your experience with JIBS in the last 2 years?

Answers: Excellent, Good, Average, Poor, No Opinion

	Count	%
Excellent	117	13.3
Good	378	42.9
Average	156	17.7
Poor	61	6.9
No opinion	170	19.3
Total	882	100.0

John Fayerweather (1922-2005) Remembered

There are many ways to remember him, and the memories of those who knew John Fayerweather reveal his multiple contributions as leader, teacher, researcher and mentor. He helped found the AIB in 1959, and he was our first President in 1960-1961 – a distant time which explains why many post-1980 AIB members know or remember little of him. Throughout his academic career, he was a great organizer tirelessly writing notes, memos, letters and reports to pull people in and bring them together and to build consensus instead of imposing his will on others.

He wrote the first IB textbook in 1960: *Management of International Operations; Text and Cases* (McGraw-Hill). It had few adoptions because there were hardly any IB courses outside of international economics, finance and foreign-trade (import-export) management. John helped fill this gap by organizing summer programs in the mid-1960s to guide the new young teachers of international marketing and management, comparative systems, area studies and business-government relations.

His crowning academic achievement was his 1969 monograph *International Business Management: A Conceptual Approach* (McGraw-Hill) which gave unity to the IB field by presenting major themes that remain valid and inspiring today. From economics, he drew the notion of unique *resources*—the source of competitive advantages—that could be fruitfully transmitted by international firms to host nations. Putting these resources to local use required *adaptations* to the foreign cultures and social systems analyzed in the social sciences. These two processes of “resource transmission” and “relations with host societies” often generate mutually benefits for both the multinational firm and the affected nations but sometimes they result in *conflicts* involving the power-based confrontation of the interests of the firm with different national interests and nationalistic attitudes—the political dimension of his conceptual framework. These transactions, relations and conflicts in diverse foreign countries lead toward a *fragmented* pattern of policies and activities that weaken the effectiveness of the multinational corporation whose unique potential vis-à-vis local national firms lies largely in its *unified* global capabilities. Achieving a balance between such “fragmentation” and “unification” composes the final *organizational* focus of his conceptual framework.

Thereby, he gave us the conceptual framework that guided or can be used to interpret the subsequent studies by many IB researchers of “global integration versus national responsiveness,” of “conflict resolution,” of “resources” and “advantages” and of the “structure and functioning” of multinational enterprises.

John Fayerweather was a voracious reader who shared his readings with IB scholars through his publication *The International Executive* for which he wrote book and article reviews as well as classified bibliographies at a time when it was difficult to locate materials for the new IB courses then being designed and offered.

His rectitude was striking. Thus, he did not hesitate to leave the AIB which he had helped found because it had accepted grants from the U.S. State Department and given the use of its mailing list to business associations on the side of multinational enterprises in their conflicts with governments. He returned to our flock only after the AIB Constitution had been amended to ban such dangerous liaisons. These and other events of his life are recounted in his 1986 monograph *A History of the Academy of International Business from Infancy to Maturity: The First 25 Years* (South Carolina Essays in International Business). He also wrote his professional autobiography for JIBS in 1994 (Vol. 25, No. 1, pp. 1-44).

His moral and intellectual authority shines through the recent condolence messages—ranging from a student who was asked by his Japanese teacher to translate John Fayerweather’s 1969 book and who derived his IB vocation from this assignment which ultimately led him to become an AIB Fellow, to a member who thinks he is John Fayerweather’s “grandson” for having studied under a teacher who had been John’s doctoral student! As one mourner said: “What an enormous family we are!”—thanks to him. John Fayerweather’s legacy is broad and deep and we can extend it by contributing to the IB field which he loved so much and to which he gave of himself repeatedly, in many guises and so fruitfully.

Jean Boddewyn
Zicklin School of Business
Baruch College

CALL FOR PAPERS:
Due date for submission of papers is October 7, 2005



Safeguarding the Public: Responsible Business Practices, Ethical Behavior, and Fraud Prevention

2006 Midwest Academy of International Business Conference
42nd Meeting of the MBAA
March 15-17, 2006 ■ Palmer House Hilton ■ Chicago, Illinois

PROGRAM CO-CHAIRS:

Dr. Vern Terpstra, Emeritus Professor, University of Michigan
Dr. Anthony C. Koh, Associate Professor, University of Toledo

THEME:

Safeguarding the Public: Responsible Business Practices, Ethical Behavior, and Fraud Prevention

MEETING ANNOUNCEMENT:

The annual meeting of the Midwest Academy of International Business will be held in conjunction with the Midwest Business Administration Association (MBAA) annual meeting in Chicago during March 15-17, 2006.

WHO SHOULD ATTEND?

Academicians, business professionals, government and NGO representatives, students in higher education (particularly masters and doctoral students), and any individual interested to learn about issues pertaining to *Safeguarding the Public* in a global environment and to network with conference participants should attend.

PAPERS and SPECIAL SESSIONS OF PANELS, SYMPOSIA, TUTORIALS, AND WORKSHOPS:

Papers and special session proposals focused on this year's theme within a global/international context in the practice of strategy, entrepreneurship, accounting, finance,

marketing, supply chain management and production, law and ethics, human resource management, e-commerce, and transition/emerging economies are welcome. If you wish to conduct a special session (panel, symposium, tutorial, or workshop), please submit a summary of at least two pages on what you propose to do in your session and why it is of interest and importance to Academy members. There is considerable latitude and flexibility as to content and conduct of these special sessions. However, you must provide your own participants (such as panel members) and any unusual equipment needs. All paper presenters, participants of panels, symposia, tutorials, and workshops must register and attend the meeting. An award will be presented to the best paper competitively reviewed within the regular session track.

STUDENT TRACK (only authored by students)

College students, particularly those pursuing masters and doctoral degrees, are encouraged to submit their papers to the Student Track. An award will be presented to the best paper competitively reviewed within the Student Track. Only papers solely authored by students will be reviewed in this track; papers co-authored between students and faculty will be reviewed in the regular track.

PROCEEDINGS:

Midwest Academy of International Business will publish Proceedings containing all papers presented at the meeting. This publication is distributed at the conference.

INSTRUCTIONS FOR CONTRIBUTORS:

1. A copy of the complete paper must be received by October 7, 2005. (No extension or abstracts). Please provide a Microsoft Word version of your paper, preferably as an attachment via email.
2. Completed papers are not to exceed twenty-five double spaced typewritten pages including figures, tables, and references.
3. A title page with a complete list of author(s), address(es), phone number(s), and email address(es) should be included as a cover sheet. The first page of text should include the title of the paper, but not the authors' names or affiliations. Paper submissions to the conference are blind refereed. Papers should follow the style guidelines of *Journal of International Business Studies*. Best Paper Awards will be presented to the winners at the Annual Meeting of the Midwest AIB Chapter held on Friday, March 17, 2006.
4. Panel, Symposium, Tutorial, and Workshop proposals must be complete and detailed as to (a) the topic of the session, (b) who will present, and (c) what materials will be presented. Papers and Proposals must be received by October 7, 2005.

5. Submissions must be original and must not have been previously published, copyrighted, or presented at another conference.
6. Anyone submitting a paper or special session proposal must register for and attend the meeting to present the paper or panel if it is accepted.
7. More information about the conference can be found at the MBAA website at <http://www.mbaaconference.org/call.htm>
8. All submissions should be sent, preferably by email, to:

Dr. Anthony C. Koh, Program Co-Chair,
2006 Midwest AIB Conference
College of Business Administration,
The University of Toledo
Mail Stop #103
2801 W. Bancroft St., Toledo, OH 43606

Phone (419) 530-2287
Fax (419) 530-4610
Email: Anthony.Koh@Utoledo.Edu

2006 Midwest AIB Conference PAPER REVIEWERS, SESSION CHAIRS, and DISCUSSANTS

You are also invited to serve as a paper/manuscript reviewer, session chair, or as a discussant. If you are interested to serve the Midwest AIB Chapter in one or more capacities, please email your interest to the Program Co-Chair at Anthony.Koh@Utoledo.Edu

CALL FOR PAPERS:

Focused Issue of *Journal of International Business Studies*



Three Lenses on the Multinational Enterprise: Politics, Corruption and Corporate Social Responsibility

Due Date: August 21, 2005

Co-Editors:

Lorraine Eden, Texas A&M University, JIBS Departmental Editor

Amy Hillman, Arizona State University, JIBS Guest Editor

Peter Rodriguez, University of Virginia, JIBS Guest Editor

Donald Siegel, Rensselaer Polytechnic Institute, JIBS Guest Editor

Introduction

Scholars who study multinational enterprises (MNEs) have recently drawn substantial attention to the complex relationship between international business and society. The rapid pace of globalization, ever-increasing volumes of international trade and investment, coupled with recent corporate scandals have substantially heightened the importance of issues relating to politics, corporate social responsibility (CSR) and corruption. When compared to other international business topics, research on these three “lenses” on the MNE—politics, corruption and CSR—remains somewhat embryonic, with critical unresolved issues regarding frameworks, measurement, methods and theory. Extant research on these issues has developed in parallel but autonomous fashion.

This creates rich opportunities for integration and extension of disciplinary perspectives since the research questions that arise from consideration of these issues cut across numerous business disciplines (e.g., strategy, finance, accounting, marketing) and often benefit from insights drawn from other social science disciplines (e.g., economics, political science, sociology, psychology, geography). Moreover, these topics are germane to countries at all levels of economic development and may be pursued via theoretical and empirical (quantitative or qualitative) efforts. We therefore encourage scholars who work in these areas, regardless of disciplinary boundaries, to submit to the Focused Issue, and interdisciplinary approaches are particularly encouraged.

Research Questions

Some research questions that might be addressed in this *JIBS* Focused Issue include:

- How do MNE political strategies vary across nations?
- How do MNE political strategies influence firm performance and public policy?
- How are MNE political strategies integrated with market strategies?
- How does government or private sector corruption affect firm strategy and performance?
- What is the relationship between private sector corruption and government corruption?
- What determines the experience of corruption for firms and how can it be managed?
- What is the best way to benchmark CSR activities of firms across countries?
- Is there a tradeoff between CSR and firm performance and how does this vary across countries?
- What is the relationship between corporate leadership and CSR?
- What is the relationship between government regulation and CSR in various countries?
- What is the relationship between government corruption and MNE political strategies?
- What is the relationship between MNE political strategies and their propensity to engage in CSR?
- How do institutions affect the corruption, CSR and political activities of multinationals?

Review Process

Submissions must be made on or before August 21, 2005, through the regular JIBS electronic submission process, at: <http://www.outdare.com/jibs/submission/guidelines.php>. Please mark your submission to go to the “Three Lenses” Focused Issue. All papers will go through the regular double-blind review process, and must follow the *JIBS* Guidelines for Contributors, Style Guide and Manuscript Format:

- <http://www.outdare.com/jibs/submission/guidelines.php>
- <http://www.outdare.com/jibs/submission/style.php>
- <http://www.outdare.com/jibs/submission/format.php>

Editorial Review Board

A special Editorial Review Board will be constituted for the JIBS Focused Issue. If you are interested in being a reviewer, please forward your name, a short CV, full mailing address information and the areas in which you would like to review (political strategies, corruption and/or CSR) to Lorraine Eden, IPE Departmental Editor, JIBS at leden@tamu.edu, on or before June 30, 2005.

JIBS Focused Workshop

A paper development workshop will be held in early 2006 to promote engagement among scholars interested in the topics of the Focused Issue and to intensify the development and maturation of submitted manuscripts. Participation in the conference is by invitation only. The program will discuss manuscripts under review for the *JIBS* Focused Issue. The workshop will also include scholars with expertise in the field as consultants and discussants. The dates, location and procedural details remain to be finalized and will be communicated separately.

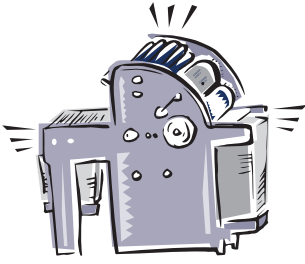
Time Line (Tentative)

August 21, 2005	Deadline for electronic submission of papers to <i>JIBS</i>
September 30, 2005	Notification to authors regarding acceptance for <i>JIBS</i> Focused Workshop
December 16, 2005	First-round <i>JIBS</i> Reviews completed
Early 2006	<i>JIBS</i> Focused Issue Workshop
July 2006	Final decisions on papers accepted for <i>JIBS</i> Focused Issue

More Information

For additional information on the “Three Lenses” *JIBS* Focused Issue please contact:

- Arie Lewin, Duke University, *JIBS* Editor-in-Chief, ayl3@duke.edu
- Danielle Trojan, Duke University, *JIBS* Managing Editor, dtrojan@duke.edu
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- Peter Rodriguez, University of Virginia, *JIBS* Guest Editor, rodriguezp@darden.virginia.edu
- Donald Siegel, Rensselaer Polytechnic Institute, *JIBS* Guest Editor, sieged@rpi.edu



Just off the Press

- ⇒ **Abbas J. Ali** (Indiana University of Pennsylvania) ⇒ **David Hanson** (Duquesne University) has announced the publication of *Islamic Perspectives on Management and Organization* (Edward Elgar Publishing 2005, ISBN: 184376766X). This pioneering book covers issues related to Islamic assumptions about organization and management, enabling readers to understand the challenges in managing corporations that operate in an Islamic environment. Relying on classic interpretations of organizational issues without ignoring the contemporary though, the author uses original sources and extensive business, psychology, sociology, and religious references to highlight the orientations and practices that lead to superior performance in a Muslim environment. Scholars and practitioners will find this book a necessary resource for broadening their understanding of the religious and cultural aspects of conducting business across cultures.
- ⇒ **John H. Dunning** (University of Reading/Rutgers University) and **Rajneesh Narula** (Copenhagen Business School/University of Reading) announce the publication of *Multinationals and Industrial Competitiveness* (Edward Elgar Publishing 2005, ISBN: 1843766868). This book contributes to the contemporary debate on the role of multinational enterprises (MNEs) in economic development in an increasingly globalizing, knowledge-intensive and alliance-based world economy. Emphasis is placed on the increasingly significant role of national governments in promoting the intellectual capital of their indigenous resources and capabilities, and of inter-firm collaborative alliances. Covering a range of issues from economic development, alliance capitalism, government policies, regional integration and industrial development, this authoritative book will greatly appeal to academics and economists, especially those interested in international business and management.
- ⇒ **David Hanson** (Duquesne University) has authored the book, *CE Marking, Product Standards, and World Trade* (Edward Elgar Publishing 2005, ISBN: 1843767732). This book is one of the first books to analyze the nature and dynamics of the European system of mandatory product safety standards, a major non-tariff trade barrier that has created major obstacles for US Exporters to the European Union. The author looks at the patterns of EU decision-making through a functional comparative analysis with the US, and in the context of the institutional alliances and rivalries that shape outcomes. The author also examines the way in which EU has implemented the CE Marking system and its impact on US exporters.
- ⇒ **Carl Kay** (Director, J-Seed Ventures) has recently co-authored a book with **Tim Clark** (Senior Fellow, Sunbridge) titled *Saying Yes to Japan: How Outsiders are Reviving a Trillion Dollar Services Market* (Vertical 2005, ISBN: 1932234187). The book examines the history and future of Japan's service sector, exposing structural shortcomings and offering innovative ways to take advantage of the trillion-dollar hole in the nation's domestic economy. Revealing analyses of the real estate, finance, health care and information technology industries are coupled with up-close profiles of entrepreneurs from around the world who successfully use their 'outsider' perspectives to answer surprisingly underserved customer needs. More details can be seen at the book's web site: www.sayingyestojapan.com. The authors will be giving a talk about the content of the book at the AJBS conference and also deliver a poster session at the AIB conference in Québec in July.
- ⇒ **Erdener Kaynak** (Penn State University at Harrisburg) announces the publication of *European Perspectives in Marketing* (Haworth Press 2004, ISBN: 078902568X). This book reports on the results of up-to-date

research examining the current changes and developments in the way that products are being marketed in the enlarged European Union and its neighbors. These changes are viewed through various aspects of marketing such as outsourcing, consumer behavior, and internationalization of high-tech firms, and international antitrust strategies.

- ☞ **Reuben Mondejar** (City University of Hong Kong), along with Arthur Gogatz (University of Nancy) have authored *Business Creativity: Breaking the Invisible Barriers* (Palgrave Macmillan 2005, ISBN 1403945098). The book takes a new look at creativity enhancement. It targets 12 invisible barriers that prevent people from accessing the natural creativity they had as children and shows the reader how to break through them and create conditions under which creativity can flourish. The authors offer a brainstorming model and suggest practical hands-on advice. The book strongly argues that creativity is something that can be taught. The authors maintain that with creativity, it is not enough to slip outside the box occasionally, instead one has to climb on top of that box and stand there alone, and this requires overcoming the invisible barriers of negative thinking, habit and fear.
- ☞ **Trevor Morrow** (University of Ulster), **Sharon Loane** (University of Ulster), **Jim Bell** (University of Ulster), and **Colin Wheeler** (University of Portsmouth) have co-edited *International Business in an Enlarging Europe* (Palgrave Macmillan 2005, ISBN: 1403947627) as part of the book series of the AIB UK Chapter. Based on the best papers presented at the 31st Annual Conference of the AIB UK Chapter, this book provides unique insights into the likely impact on international business policy and practice, following the dramatic changes to the context of the European marketplace.
- ☞ **Pietra Rivoli** (Georgetown University) has recently authored *The Travels of a T-Shirt in the Global Economy: An Economist Examines the Markets, Power, and Politics of World Trade* (Wiley 2005, ISBN: 0471648493). The book takes the reader on a fascinating, around-the-world journey to reveal the economic and political lessons from the life story of a simple t-shirt. Over five years, Dr. Rivoli traveled from a Texas cotton field to a Chinese factory to a used clothing market in Africa, to investigate

compelling questions about the politics, economics, ethics, and history of modern business and globalization. Using the story of the t-shirt to illustrate the major issues of the globalization debate, this uniquely entertaining business book offers a surprising, enlightening, and balanced look at one of the major topics of our time.

- ☞ **Charles C. Snow** (Penn State University), along with Raymond E. Miles (University of California, Berkeley) and Grant Miles (University of North Texas), announce publication of their new book, *Collaborative Entrepreneurship: How Communities of Networked Firms Use Continuous Innovation to Create Economic Wealth* (Stanford University Press 2005, ISBN: 0804748012). Anticipating the future environment of business, *Collaborative Entrepreneurship* discusses a revolutionary new competitive strategy of continuous innovation that fulfills the need for efficient provision of a constant stream of new products, services, and markets. The book explains how firms can build a collaborative community within which they can freely share in the creation of wealth through innovation with the assurance that the wealth they create will be equitably distributed. *Collaborative Entrepreneurship* describes how barriers both inside the firm and within their existing markets - barriers that produce limited knowledge utilization and incremental innovations - can be overcome so that shared knowledge can drive continuous, sustained innovation across a network of firms and markets.
- ☞ **Yingqi Annie Wei** (Lancaster University) and **V.N. Balasubramanyam** (Lancaster University) have co-edited *Foreign Direct Investment: Six Country Case Studies* (Edward Elgar Publishing 2004, ISBN: 1843764679). This book consists of detailed case studies of foreign direct investment (FDI) in China, India, Ireland, Malaysia, Mexico, and Sub-Saharan Africa, providing a critical review of the determinants and impact of FDI on growth and development, employment, technology transfer, and trade. Researchers, scholars, and practitioners in the areas of international economics, foreign direct investment, multinational enterprises, and development economics should find the book of interest.



Members on the Move

James W. Gabberty, Associate Professor of Information Systems at Pace University has accepted an invitation by the Faculty Resource Network at New York University to become a visiting “Scholar-in-Residence” this summer. During his residency, Dr. Gabberty will establish collaborative partnerships with Professors in the Leonard M. Stern’s School of Business, to continue extending his research agenda of linking Globalization with Information and Communications Technology (ICT), and studying China’s rise to prominence and that nation’s ICT dependency.

Bill Pendergast, Professor at the Orfalea College of Business, Cal Poly/San Luis Obispo, has taken a leave of absence to serve as Chief of Party for the University of Delaware’s (Lerner College of Business) USAID-funded MBA program in Sarajevo, Bosnia and Herzegovina. The first AACSB-accredited program in the Balkan region, the Sarajevo Graduate School of Business (SGSB) is a joint venture with the Faculty of Economics at the University of Sarajevo. SGSB accepted its first class of 29 MBA students in September 2004 and plans a robust development of new programs over the next 3 years. During his early months in Sarajevo, Bill authored a case study and teaching note on the Sarajevo Graduate School of Business that was adopted by the Balkan Case Challenge organized by World University Services-Austria for their finalist Business Case Competition held in Sarajevo in May 2005.

AIB Newsletter would like to share the latest news about its members in the Members on the Move and Just Off the Press sections. Email your professional accomplishments, book publications, promotions, and honors, to: aib@aib.msu.edu . Please limit your announcements to 150 words and identify the name of the section it is intended for in the subject line of your email.

New AIB Members

We welcome the following 164 new members who joined our community between February 1, 2005 and April 15, 2005.



Uriel Addo-Kissi	Adam Fremeth	M Mcguinness	Bert Spector
Nezar Al Basri	Samia Friesen	Brent Mckenzie	Anna Stafsudd
Masashi Arai	Roberto Gamarra	Diogo Monteiro	Yu-Shan Su
Monica Araya	Francisco Garcia	Sanford Moskowitz	Isabelly Susilowati
Prabir Bagchi	Dr. Kawal Gill	Ghiyath Nakshbendi	Robert L. Sweezey
Donald Barrere	Irene Goll	Scott Neils	Robyn Swinehart
Maureen Benson-Rea	Cameron Gordon	Phillip Nell	Vasyl Taras
Atipol Bhanich	Daniel Gruszynski	Nancy Nichols	Burcu Tasoluk
Supapol	Allegre Hadida	Vivian Okere	Albert Teo
Arjun Bhardwaj	Gene Hahn	Oktay Ozdenli	Jennifer Thomas
Olivier Boiral	Nancy Haskell	Alessandro Pagano	Michael Troilo
Banu Bozkurt	Joan Henderson	Naresh Pandit	Sheng-Ya Tseng
Derick W Brinkerhoff	John Hill	Luis Perez-Batres	Chen-Ying Tu
Jennifer Brinkerhoff	Dan Horne	Jean-Louis Perrault	Chengang Wang
Amanda Bullough	Mei-Ching Huang	Douglas Peterson	Chi-Feng Wang
Steven Burgess	Josephine Igoe	Sheila Puffer	Huanglin Wang
Jack Cadeaux	Jennifer Isern	Min-Chan Pyo	Liyang Wang
Qing Cao	Tomasz Jasinski	Stephen Rawlinson	Shih-Ju Wang
Dan Caprar	William Judge	Clint Relyea	Shouhong Wang
Jagdeep S. Chhokar	Carl Kay	Maija Renko	Michael Wild
Yu-Ching Chiao	Christian Keen	Diane Riordan	Paul Willie
John A. Chopoorian	Alexander Krasnikov	Mark Roberts	Jaimee Wolf
Nina Cole	Hsin-Chih Kuo	Kelly Robin	Susan Wong
Diane Coseo	Jung-Ho Lai	Anne Susann Rohn	Eric Wood
Ayse Costello	In Hyeock (Ian) Lee	Daniel Rottig	Pei-Chuan Wu
Prakash Das	Yong Li	Karen Ruckman	Sibin Wu
Suparna Das Gupta	Torsten Lihra	Dale Russell	Harry Xia
Howard Dick	Pei-Fen Lin	Chiraz Saidani	Lianzan Xu
Magda Donia	Wan-Yu Lin	Subarna Samanta	Yoshitaka Yamazaki
Dr David Timothy	Heng-Yih Liu	Anshu Saran	Qin Yang
Duval	Runjuan Liu	William Sawyer	Johnson Kwame
Cynthia Eckert	Weiping Liu	Terri A Scandura	Yeboah
Matthias Eggertsson	Mulotte Louis	Rolf Stefan Schaefer	Ayse Yuce
Katalin Eibel-Spanyi	Bryan Lukas	Stephan Schulte	Bennet Zelner
Daniel Ellens	Elissavet Lykogianni	Grishma Shah	Yuping Zeng
Rangamohan Eunni	Surya Madiraju	Jang-Sup Shin	Weiting Zheng
Nathalie Fabry	Sumit K. Majumdar	Jagadeesh Sivadasan	Lianxi Zhou
Ying Fan	Shavin Malhotra	Anne Smith	Nan Zhou
Carlyle Farrell	Ronny Manos	Stephen Smith	Yue Zhou
Colleen Flynn	Rogelio Martinez	Olivia Snapp	Hong Zhu
Mario Fortuna	John Mathews	Ioannis Soilemetzidis	Lili Zhu
Mary Foster	Daniel Mccarthy	Carlos M. P. Sousa	

The Multinational Business Review

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



SAINT LOUIS
UNIVERSITY

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

Hongxin 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.

Managing Editor

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.

MBR has been named one of the five core journals in international business.

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COLLEGE OF BUSINESS ADMINISTRATION

The Management and International Business Department at Florida International University's College of Business Administration invites applicants for the following positions:

- ❖ Assistant or Associate Professor in International Business
- ❖ Assistant or Associate Professor in Organizational Behavior/Human Resources
- ❖ Assistant or Associate Professor in Strategic Management/International Management

Required qualifications include: a Ph.D. in Business Administration or related field and the ability to teach undergraduate, masters, doctoral and executive education courses. Applicants should have a demonstrated ability to publish in premier journals.

Florida International University, a member of the State University System of Florida, is Miami's only public, urban research university. It is a Carnegie I Research University with solid support from both government and business community, and serves 27,820 undergraduate and 6,351 graduate students reflective of the diverse community of South Florida. Florida International University is an Equal Access/Equal Opportunity Employer.

The College of Business and particularly the International Business Programs at FIU are among the top 25 in the United States. The Department of Management and International Business houses two nationally recognized centers, namely the Center for International Business Education and Research (CIBER) and Center for Global Entrepreneurship. Typical FIU salaries fall in the 75th percentile of AACSB pay for faculty in Accredited Public University. Extensive additional compensation is available through international executive programs.

All applicants must be postmarked by October 15, 2005 (late postmarks cannot be accepted). Department representatives will be attending the Academy of International Business (AIB) and Academy of Management (AOM) and the Strategic Management Society (SMS) 2005 conferences.

Applicants should submit their packages to: Dr. Sumit K. Kundu, Chair – Search Committee, Ingersoll-Rand Professor in International Business, Department of Management and International Business, College of Business Administration, Florida International University, University Park, RB 345B, Miami, FL 33199, USA.

Boeing Institute
of International
Business



John Cook
School of
Business

SAINT LOUIS
UNIVERSITY
Position Announcement

Assistant/Associate Professor of International Business

The University a Catholic Jesuit institution dedicated to education, research, and healthcare. The University fosters the intellectual and character development of 11,000 students on campuses in St. Louis, Missouri, and Madrid, Spain. Founded in 1818, it is the oldest university west of the Mississippi and the second oldest Jesuit university in the United States. Through teaching, research, health care and community service, Saint Louis University is the place where knowledge touches lives. Learn more about SLU at www.slu.edu.

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

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

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

- ◆ **Accreditation:** The school is fully accredited by the AACSB.
- ◆ **International Business:** Degrees are offered at the undergraduate, MBA, and Ph.D. levels. The Boeing Institute of International Business also offers an Executive Master of International Business degree.

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

Curriculum Vitae To be considered, please send a curriculum vitae with cover letter, transcripts, and teaching evaluations to:

Representatives of the Institute will
be attending the Annual **AIB**
meeting in Quebec in July. Please
contact the Institute to schedule a
time we can meet at the conference.

Dr. Seung H. Kim, Director
Boeing Institute of International Business
Saint Louis University's John Cook School of Business
3674 Lindell Boulevard St. Louis, MO 63108-3397
Phone: (314)977-3898
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Email: biib@slu.edu
Website: <http://biib.slu.edu>

Saint Louis University is an affirmative action and equal opportunity employer.



AIB Annual Meetings for 2008, 2009, and 2010 Request for Proposals from Host Schools

The AIB is seeking proposals from host schools wishing to host the 2008, 2009, or 2010 AIB Annual Meeting. The board has identified the preferred locations for these conferences, as follows:

- **2008 Conference: Europe**
- **2009 Conference: Americas (North, Central, or South)**
- **2010 Conference: Asia**

The host school, in consultation with the Executive Secretariat, must identify the meeting venue, handle the logistics with the hotel, plan site visits to locations of interest in the area (e.g. factory tours), and provide on-site staff support during the conference.

The elected *AIB Vice President for Program* for the specific meeting year in question will be responsible for the conference program. This involves selecting the conference theme and managing the research paper solicitation, selection, and program organization. This activity is done in close cooperation with the AIB Secretariat and the host school.

A host school representative should attend the prior conference as well as the AIB board meeting that occurs just before the conference for face-to-face planning. The Spring AIB Board meeting often takes place at the conference location, providing an opportunity to go over the final details of the annual conference. It would be very useful for one or two staff members to also attend the previous year's meeting and help with the conference in order to learn how an AIB meeting is run.

There may be up to three cost items that the host school will be expected to fund: the cost of one gala event, the costs for any support staff utilized, and the costs for the meeting venue (if applicable):

GALA EVENT: The host school, which is critical to the success of the AIB Annual Meeting, traditionally sponsors an evening dinner or a similar gala event which showcases the institution and local culture. In the past, host schools have arranged government and/or corporate sponsors that have also hosted a dinner or reception. These occasions have been used to give a briefing of the investment opportunities and the economic climate in the area or to have a senior corporate officer give a brief speech.

SUPPORT STAFF: A person at the host school is assigned primary responsibility for host school activities. This person should have a part-time graduate assistant or administrative assistant to work on the conference beginning at least six months prior to the start date. During the conference, the host school must provide staff for check-in and on-site registration as well as AIB office coverage. (During the peak registration period, up to ten staff members will be required.) The host school staff will work in close coordination with the AIB Secretariat. Depending on the locale, additional staff may be required for the airport, buses, etc.

MEETING VENUE COSTS: Traditionally, AIB has been able to negotiate with meeting hotels so that the meeting facilities are provided at no additional charge in return for a guaranteed number of lodging rooms. However, if the meeting has to be held in a non-hotel venue or, if for some reason, such a deal cannot be negotiated with the meeting hotel in question, the host school may be expected to contribute a majority of the meeting venue costs.

Potential host schools should include an endorsement signed by the school's Dean and/or another high-level university administrator such as a vice president, provost, or president with budget authority, indicating the institution's financial support for the above cost items.

Please send your proposals to: Tunga Kiyak, Managing Director
Academy of International Business
Michigan State University
7 Eppley Center
East Lansing, MI 48824-1121
Email: aib@msu.edu
Phone: 517-432-1452
Fax: 517-432-1009