



AIB Newsletter

VOL. 11, NO. 3

THIRD QUARTER 2005



From the Executive Director

G. Tomas M. Hult

As the 47th annual meeting of the Academy of International Business in Quebec City 2005 (hosted by Laval University) has recently ended, we are finalizing arrangements for the Beijing 2006 and Indianapolis 2007 meetings. We are also planning for the 2008 to 2010 meetings. AIB is actively looking to develop a new business model to organize its annual meetings as well as be more proactive in determining locations for years into the future. We will communicate more information on these issues as they develop.

The feedback from the Quebec City 2005 meeting has been great. The 2005 meeting was attended by the most people ever (on record); 869 people attended and took part in the program which centered on "Local Roots, Global Links." The program chair, Yves Doz, and his team of track chairs along with Tunga Kiyak and Muriel Larvaron did a fabulous job of putting together the program. Next year's Beijing 2006 program, chaired by Mary Ann Von Glinow, is already being developed (see the Call for Papers in this newsletter). We encourage you to develop a paper, special session, or poster presentation for submission. Most of all, we look forward to seeing you in Beijing.

For those interested in the "numbers," we have had an excellent year! As stated above, the annual conference set a new record of 869 attendees, breaking the Stockholm 2005 record which was 811

people (as a comparison, the 2000 to 2003 conferences averaged 541 people). We had an external audit conducted by Layton and Richardson, PC which verified that AIB was \$110,000 in the black in 2004. The AIB website (<http://aib.msu.edu>) averaged more than 717,000 hits per month during the last year (an increase of 47,000 hits per month compared with the previous year), peaking at 1,011,000 hits in April 2005. Finally, and perhaps most importantly, the AIB membership increased by 11% from 2568 to 2856 during the last year (compared with an average membership of 2604 for the last ten years).

In closing, look for new website developments, AIB promotional materials created in collaboration with our publisher (Palgrave MacMillian), newsletters, AIB Insights, and *JIBS* issues in the months to come. The *JIBS/AIB/CIBER* Frontiers Conference will also be held in Rotterdam, September 28 to October 1 (hosted by Erasmus University). We hope these activities and those currently in development provide the value you expect as AIB members. As always, please let us know what we can do to provide value to you as an AIB member by emailing aib@aib.msu.edu or calling +1-5174321452.

G. Tomas M. Hult
Executive Director

Inside

Record Attendance in Québec!	2
2005 Program Committee	6
AIB 2005 Awards	7
Area Scholarships	8
Doctoral Travel Stipend Winners	8
SAMS Doctoral Consortium Stipends	9
Call for Papers: Beijing, China	10
New AIB Members	13
Just off the Press	15
Members on the Move	17



2nd Year-in-a-Row: Record Attendance in Québec!

869 AIB members came together to celebrate summer in Québec City, July 9-12, 2005. We extend our sincere thanks all who worked very hard to make this an unforgettable, second year-in-a-row record-breaking, event. Program Chair Yves Doz of INSEAD put together a very thoughtful and well-organized program for our meeting with the help of his track chairs (see conference program committee) and Ms. Muriel Larvaron. The program overcame the draw of great weather as well as the Summer Festival, Festival d'été de Québec, due to its richness with five plenary sessions featuring high-profile speakers in addition to the 104 competitive paper sessions, 28 panels, and 3 interactive posters sessions spread

over as many as 14 concurrent tracks at times. The venue was the ultra-contemporary Québec City Convention Centre in the heart of the nearly 400-year-old city.

The meeting began on Saturday, July 9, with the Doctoral Consortium chaired by Charles Dhanaraj from Indiana University and the Junior Faculty Consortium chaired by Klaus Uhlenbruck from the University of Montana. The AIB-JIBS Paper Development Workshop was institutionalized this year due to its success in 2004 Stockholm meeting. Chaired by Tatiana Kostova, the workshop featured 99 papers organized around 11 sessions, each guided by one or more departmental editor. The participants represented 23 countries. Another initiative that was continued this year after the 2004 inauguration was the Teaching Roundtables organized by Kaz Asakawa from Keio University.

The conference officially opened in the afternoon, with introductory speeches by Alan Rugman, President of AIB, and Yves Doz, Program Chair. The keynote address was given by Henri-Paul Rousseau, President and CEO of the Caisse de Dépôt et Placement du Québec, the largest investor in Québec. In his address titled "*Local Governance Rules and Global Capital Mobility*" Monsieur Rousseau looked at corporate governance and how different countries address the same problems through different local solutions. The Presidential Reception followed the opening plenary with Québécois and French wine and delicacies in the conference center foyer with floor-to-



ceiling glass windows featuring impressive views of the city.

Sunday, July 10 began with the Fellows Panel

chaired by Peter J. Buckley from University of Leeds entitled “*What is International Business,*” which attracted over 300 participants. 14 concurrent sessions were followed by the interactive poster sessions with lunch at the exhibit hall. At the end of the day, Palgrave Macmillan recognized the most influential paper published in the 1995 volume of the *Journal of International Business Studies* at the JIBS Decade Award Plenary followed by the reception featuring delicious wine and cheese. Anoop Madhok was the recipient of the 2005 JIBS Decade award, with the paper entitled “*Revisiting Multinational Firms’ Tolerance for Joint Ventures: A Trust Based Approach.*”

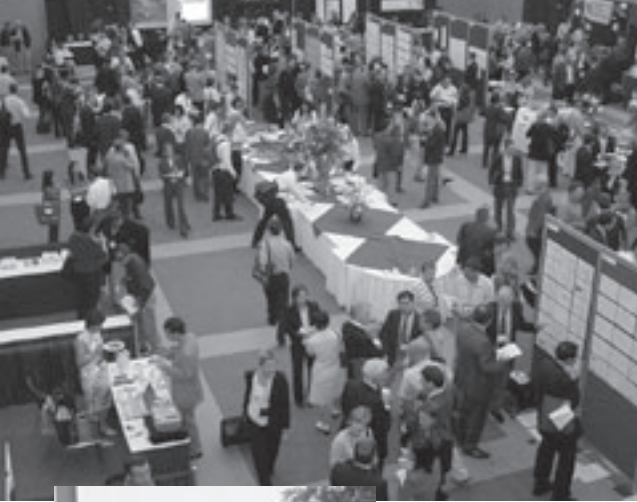
On Monday, July 11 the Women in AIB breakfast and business meeting was followed by another full day of sessions and ended with the award ceremony and a captivating address by the AIB Executive of the Year Paul Desmarais, Jr., Chairman and Co-Chief Executive Officer of the Power Corporation of Canada and Chairman of the Power Financial Corporation. The day ended with the Gala Event at the National Museum of Fine Arts. Hosted by Zhan Su and Robert W. Mantha on behalf of Laval University, the event featured private access to a very special exhibit of Camille Claudel and Rodin titled “Fateful Encounter” and also featured the Painchaud Quartet, a very talented sibling group of violin fiddlers.

Tuesday, July 12 was the last but full day of the conference. Following the concurrent sessions and the poster session, an engaging Fellows Plenary was held on China, tying this year’s conference to next year’s in Beijing. The plenary was followed by the awards ceremony. Three very special service awards were presented this year. First two went to Jim Wills, the former Executive Secretary of the AIB and Laurel King the former Managing Director of the AIB for their decade long contributions to AIB. Due to family arrangements Laurel could not make it to the meeting and Jim accepted the award on her behalf. Saeed Samiee from the University of Tulsa accepted the Immediate Past-President’s Award for Outstanding Service very graciously for his efforts in putting together and institutionalizing

the committees that made the Best Paper and Haynes Prize awards possible. Dean Jaime Alonso Gómez, Tecnológico de Monterrey (ITESM), Monterrey, Mexico was recognized as the 2005 AIB Dean of the Year. Changhui Zhou and Tony S. Frost won the AIB Best Paper Award for their paper “*Subsidiary’s Inflow and Outflow of Knowledge within MNCs,*” while Jasjit Singh received the Haynes Prize for the paper “*Distributed R&D, Cross-Regional Ties and Quality of Innovative Output.*” Renata Kosova won the Farmer Dissertation Award for her dissertation “*Do Foreign Firms Crowd Out Domestic Firms? Evidence from the Czech Republic.*” A new award was presented this year, SAMS/AIB Award for the Best Doctoral Dissertation Proposal. Sponsored by Society for the Advancement of Management Studies and the AIB Foundation, the award went to Catherine Thomas from Harvard University for “*Why Do Multinationals Do Different Things*

(continued on page 4)





(continued from page 3)

In Different Countries? An empirical investigation of the laundry detergent industry in Western Europe.

In addition, Marjorie Lyles from Indiana University, Bernard Yeung from New York University, and John Cantwell from Rutgers University were recognized by the Dean of the AIB Fellows, Don Lessard for being initiated as new AIB Fellows.

The AIB General Business Meeting concluded the conference with updates on the member statistics, member survey results, website usage statistics, and financials with the 2004 external audit report. At the end of the meeting the 2006 Program Chair Mary Ann Von Glinow from Florida International University invited Changqi Wu from Peking University to talk about the 2006 AIB Conference in Beijing, China. The meeting will be held at the Peking University Conference Center and the Beijing International Conference Center and hosted by Peking University, Guanghua School of Management. Mary Ann Von Glinow set a captivating theme "*From the Silk Road to Global Networks.*" A Farewell Party was held following the General Business meeting.

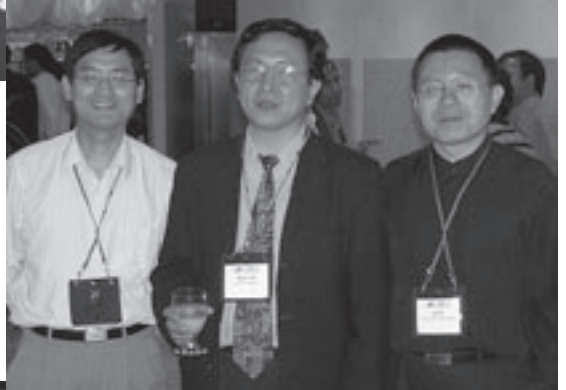
Visit <http://aib.msu.edu/events/2005/> to view more photos, to see the full list of award nominees, and to download the conference program and proceedings!



The AIB invites you to join us at the 2006 meeting in Beijing, China, June 23-26, 2006. Pre-conference activities will be held at the Peking University Conference Center while the meeting itself will be located in the Beijing International Conference Center and hosted by Peking University Guanghua School of Management. The 2006 Program Chair Mary Ann Von Glinow, Florida International University set a captivating theme "*From the Silk Road to Global Networks.*" See the AIB website for details at: <http://aib.msu.edu/events/2006/>.



Highlights from Québec



2005 Program Committee

The Academy of International Business is deeply grateful to all members of the 2005 Program Committee for the countless hours they have volunteered to make the 2005 conference an unquestionable success.

Program Chair

Yves Doz—INSEAD

INSEAD Program Assistant

Muriel Larvaron—INSEAD

Track Chairs

Sushil Vachani—Boston University (The Context of Global Business)

Jeff Reuer—University of North Carolina (Forging Global Links)

Dave Mc Kendrick—University of Durham (Growing Local Roots)

Harvey Arbeláez—Monterey Institute of International Studies (International Economics, Finance, Taxation, Regulation)

John Cantwell—Rutgers University (Innovation, Marketing, Internationalization of R&D, Location Choices of Knowledge Intensive Activities by MNCs)

Yair Abaroni—Tel Aviv University (Internationalization of Services)

Julian Birkinshaw—London Business School (Managing Across Borders)

Davina Vora—University of Texas at Dallas, and *Tomasz Lenartowicz*—Florida Atlantic University (Managing People Across Cultures)

AIB/JIBS Paper Development Workshop

Arie Lewin—Duke University

Tatiana Kostova—University of South Carolina

Placement Services Director

Lyn S. Amine—Saint Louis University

Doctoral Consortium Chair

Charles Dhanaraj—Kelley School of Business, Indiana University

Junior Faculty Consortium Chair

Klaus Uhlenbruck—University of Montana

Teaching Roundtables Chair

Kazubiro Asakawa—Keio University

Farmer Dissertation Award Selection Committee

Eleanor Westney—MIT (Chair)

Cristina Gibson—University of California, Irvine

Elizabeth Rose—Victoria University of Wellington and University of Hawaii at Manoa

Gary Knight—Florida State University

Best Paper And Haynes Prize Selection Committee

Chuck Kwok—University of South Carolina (Chair)

Arvind Pharke—Temple University

Sheila Puffer—Northeastern University

Peter Walters—Hong Kong Polytechnic University

Constantine Katsikeas—Leeds University

Local Arrangements Chair

Zhan Su—University of Laval

2005 Conference Sponsors

We would also like to thank our sponsors for making the conference possible through their generous contributions.

Boeing Institute of International Business, Saint Louis University

Caisse de dépôt et placement du Québec

Indiana University CIBER

INSEAD

Laval University

Microsoft Canada

Palgrave Macmillan

Quebec City Area Tourism and Convention Bureau

Schulich School of Business, York University

Society for the Advancement of Management Studies (SAMS)

University of South Carolina CIBER

AIB 2005 Awards

2005 AIB Service Awards

James R. Wills, Jr., (pictured)
University of Hawaii
Laurel A. King, University
of Hawaii

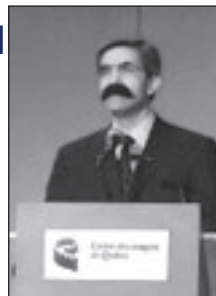


**Immediate Past President's
Award for Outstanding Service**
Saeed Samiee,
University of Tulsa



**2005 Executive of the Year
Award**
Desmarais, Paul Jr. — Power
Corporation of Canada

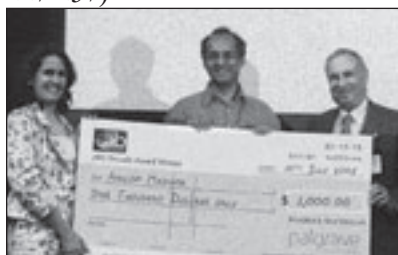
2005 Dean of the Year Award
Gómez, Jaime Alonso
— Tecnológico de Monterrey,
Monterrey, Mexico



2005 JIBS Decade Award

Sponsored by Palgrave Macmillan

Anoop Madhok, (pictured below, middle) —
“Revisiting Multinational Firms’ Tolerance for Joint
Ventures: A Trust-Based Approach” (*JIBS* 26.1, pages
117-137)



2005 Temple/AIB Best Paper Award

*Sponsored by Temple University's Fox School of
Business*

Winner: Changhui Zhou (Peking University) and
Tony S. Frost (University of Western Ontario) —
“Subsidiary’s Inflow and Outflow of Knowledge
within MNCs”

Runner-up: Anil Gupta and **Qing Cao** (University
of Maryland) — “The Strategic Embeddedness of
Global Business Teams”

2005 Haynes Prize for the Most Promising Scholar

Winner: Jasjit Singh (INSEAD Singapore)—
“Distributed R&D, Cross-Regional Ties and
Quality of Innovative Output”

Runner-up: Witold Jerzy Henisz (University of
Pennsylvania), **Bennet A. Zelner** (Georgetown
University) — “The Deinstitutionalization of
Coerced Reforms: The Case of Private Infrastructure
Investments”

2005 Richard N. Farmer Dissertation Award

Sponsored by the Indiana University CIBER

Winner: Renata Kosova (George Washington
University, Ph.D. awarded by University of Michigan)
— “Do Foreign Firms Crowd Out Domestic Firms?
Evidence from the Czech Republic”

2005 SAMS/AIB Dissertation Proposal Award

*Sponsored by Society for the Advancement of
Management Studies*

Winner: Catherine Thomas (Harvard University)—
“Why do multinationals do different things in
different countries? An empirical investigation of
the laundry detergent industry in Western Europe”

Best Reviewer Award

Cyril Bouquet, York University

Qing Cao, University of Maryland

José Antonio Lopez, Federal Reserve Bank of San
Francisco

Mona Verma Makhija, Ohio State University

Giacomo Negro, Bocconi University

Anne Susann Rohn, University of Kiel

Stephen Donald Strombeck, Azusa Pacific
University

Tony W. Tong, SUNY — Buffalo

Ivo Zander, Stockholm School of Economics



Doctoral Travel Stipend Winners

The following doctoral students were awarded US\$500 travel stipends to attend the 2005 Meeting in Quebec City. These travel stipends were made possible through the generous contributions of the **Madhuri and Jagdish Sheth Foundation** and matching contributions from the **AIB Foundation**.

Nancy Chen-Yifeng, Lingnan University, China
Akash Dania, University of Texas, USA
Carol Finnegan, Michigan State University, USA
Ajai Singh Gaur, National University of Singapore, Singapore
Hamid Hassan, University of Tsukuba, Japan
Hsiu-Yun Hsieh, University of Birmingham, UK
Xia Jun, Texas Tech University, USA
Morris Kalliny, University of Texas-Pan American, USA
Andreas Klossek, Freiberg University of Technology and Mining, Germany
Alexander Krasnikov, University of South Carolina, USA
Xufei Ma, National University of Singapore, China
Peter Magnusson, Saint Louis University, USA
Shavin Malhotra, Carleton University, Canada
Luis A. Perez-Batres, Texas A&M University, USA
Min-Chan Pyo, George Washington University, USA
Jase Ryan Ramsey, University of South Carolina, USA
Mark John Roberts, University of Melbourne, Australia
Weilei Shi, University of Pittsburgh, USA
Fu-sheng Tsai, I-Shou University, Taiwan
Priti Verma, University of Texas, USA
Tiemin Wang, London Business School, UK
Srdan Zdravkovic, Saint Louis University, USA
Xueyuan Zhang, Erasmus University/Rotterdam School of Mgmt, the Netherlands
Yuan Yuan Zhou, Ohio State University, USA
Yue Maggie Zhou, University of Michigan, USA
Jianglei Zou, University of Leuven, Belgium

Area Scholarships

The following faculty members were selected as **AIB Foundation Area Scholars** for the 2005 Meeting in Quebec City. The recipients of the scholarship are awarded two years complimentary AIB membership, complimentary meeting registration for the 2005 conference, and a US\$500 travel stipend to attend the meeting.

Raj Agrawal, Institute for Integrated Learning in Management, India
Maria Victoria Cortes-Rodriguez, Universidad del Valle, Colombia
David Iremadze, Caucasus School of Business, Georgia



SAMS Doctoral Consortium Stipends

The following doctoral students were awarded travel stipends to specifically participate in the Doctoral Consortium at the 2005 Meeting in Quebec City. These stipends were made possible through the generous contributions of the **Society for the Advancement of Management Studies (SAMS)** and limited matching funds by the **AIB Foundation**.

Helena Barnard, Rutgers University, USA
 Arjun Bhardwaj, University of Western Ontario, Canada
 Jae Chul Jung, University of Western Ontario, Canada
 Sergio Willian Pinho Carvalho, Baruch College, NY, USA
 Mike Chao, Saint Louis University, USA
 Asda Chintakananda, University of North Carolina at Chapel Hill, USA
 Kerri Crowne, Temple University, USA
 Jing-Lin Duanmu, University of Bath, UK
 Gerald Yong Gao, University of Hong Kong, Hong Kong, SAR-PRC
 Stephane Girod, University of Oxford, UK
 Elko Klijn, Leeds University, UK
 Ian Hyeock Lee, Indiana University, USA
 David L. Leibsohn, University of Michigan, USA
 Hui Ping Li, Rutgers University, USA
 Chai-Ling Liu, University of Manchester, UK
 Candace Martinez, University of Illinois, USA
 Jahan Ara Peerally, University of Mauritius, Canada
 Larissa Rabbiosi, Politecnico di Milano, Italy
 Miguel Ramos, University of Minnesota, USA
 Oliver S. Schilke, Witten Herdecke University, Germany
 Margaret S. Schomaker, University of Minnesota, USA
 Ciara Sutton, Stockholm School of Economics, Sweden
 Florian Tæube, Frankfurt University, Germany
 Vasyl Taras, University of Calgary, Canada
 Catherine Thomas, Harvard University, USA
 Kim-Chi Trinh, Duke University, USA
 Henry Xie, Saint Louis University, USA
 Yuping Zeng, Peking University, China
 Junfeng Zhang, Temple University, USA
 Yanli Zhang, Rutgers University, USA
 Weiting Zheng, National University of Singapore, Singapore
 Lili Zhu, George Washington University, USA
 Joy Huan Zou, University of Manchester, UK

AIB 2005 Meeting Registrants by Country

Country	Count
Australia	33
Austria	6
Barbados	2
Belgium	4
Brazil	3
Canada	94
Chile	1
China	6
Colombia	3
Denmark	9
Egypt	1
Finland	6
France	11
Georgia	1
Germany	10
Greece	1
Hong Kong, SAR-PRC	11
Hungary	1
India	4
Ireland	5
Israel	7
Italy	4
Jamaica	1
Japan	16
Korea, South	8
Mexico	4
Netherlands	16
New Zealand	15
Portugal	5
Singapore	19
South Africa	1
Spain	13
St. Vincent	1
Sweden	15
Switzerland	8
Taiwan, R.O.C.	29
Thailand	3
Turkey	2
United Arab Emirates	2
United Kingdom	66
USA	422
TOTAL	869



From the Silk Road to Global Networks: Harnessing the Power of People in International Business

**June 23-26, 2006
Beijing, China**

Peking University and Beijing International Convention Center

**Program Chair: Mary Ann Von Glinow,
Florida International University (aib2006@fiu.edu)**

Submission Deadline: January 17, 2006

Theme: *From the Silk Road to Global Networks: Harnessing the Power of People in International Business*

From its genesis in ancient times, through its pinnacle during the Tang dynasty, until its slow demise seven hundred years ago, the Silk Road has played a unique role in foreign trade, religion, culture and political relations that stretches beyond China itself. Its mark is seen on civilizations on all sides of the Asian continent. Travel was then limited to camels and horses. Today's world with the latest developments in global networks, where the Internet connects even the most remote locales, coupled with changes in political and economic systems, makes the Silk Road a global phenomenon. The commonality across the Silk Road and Global Networks is not trade per se, but people. People are and always have been the spark, that when ignited, make things happen.

Paper and Panel Submissions:

Submission of papers based on international or cross-national data is particularly encouraged. Paper and panel submissions for AIB 2006 are categorized into ten tracks. Each paper or panel proposal must be submitted to only one track. Please select the track closest to your proposal from the list below.

Track I: The Context of Global Business

Track Chair: John Mezias, University of Miami

This track seeks papers examining important factors and trends affecting global business. Such topics include, but are not limited to international political economy, MNE-State relations, country risk, regional trade blocks, liabilities of foreignness, international non-governmental organizations, MNE management of global stakeholders, subsidiary networks, global corporate social responsibility and ethics compliance, MNEs operating under host-country and international law, global versus regional international business, information technology and distance in today's global economy, and the history of global business.

Track 2: International Economics, Finance, Accounting and Taxation

Track Chair: Tamir Agmon, The College of Management

Recent developments in the research in economics, financial economics and accounting make these important fields in business more amenable to International Business research. In particular, the focus on incomplete and imperfect markets, the introduction of behavioral aspects into economic research, and the strong connection between ethics, governance, and accounting bring the world of economics, finance, and accounting and the world of International Business closer. Papers that explore the relations and the potential of imperfect contracting, corporate governance, behavioral economics and behavioral finance, financial intermediation, and growth and development are welcome, as well as any other paper in economics, finance, tax, and accounting.

Track 3: Managing People Across Cultures

Track Chair: Peter Dowling, University of Canberra

This track covers the broad areas of International Human Resource Management (HRM) and International Organizational Behavior (OB). We are interested in HRM and OB contributions from the traditional Western MNE expatriate perspective as well as from a host country perspective and the perspective of internationalizing Asian firms that are beginning to expand into developed markets.

Track 4: International Strategic Management: Managing and Competing Across Borders

Track Chair: Simon Collinson, University of Warwick

Although this track will include papers examining corporate international structures and organization mechanisms in multinational firms, contributions will have an explicit strategy dimension. The emphasis will be on both understanding and improvement. How do our research insights inform the formulation of appropriate strategies, the development of effective organization structures and the ability of managers to manage across borders?

Track 5: Strategies for Entry, Expansion and Operations Abroad

Track Chair: Klaus Meyer, University of Reading

The track covers research pertaining to establishing, growing and managing business abroad. This includes for instance decisions concerning the location, timing and modes of foreign entry, the management of joint ventures and subsidiaries, and longitudinal studies into processes of internationalization and subsidiary growth. Of particular interest are papers analyzing the adaptation of people and businesses to different local contexts.

Track 6: Marketing and Supply-Chain

Track Chair: Chris White, Michigan State University

This track invites papers that address issues relevant to academics and practitioners interested in global marketing and supply-chain. Manuscripts appropriate for this track may include, but are not limited to, those addressing supply-chain strategies in global operations, global product innovation management, global branding, market assessment and entry decisions, horizontal and vertical global market segmentation, planning and implementing issues of global marketing programs, export and import marketing issues, global marketing topics relating to transitional and emerging economies, comparative marketing systems, global competitive marketing strategy, global alliances in marketing, and cross-cultural marketing issues.

Track 7: Harnessing the Power of Learning, Knowledge and Innovation

Track Chair: Marjorie Lyles, Indiana University

The knowledge-based approach is important to firms with subsidiaries or partners in Asia as well as to Asian firms. This track addresses how knowledge is created, transferred, assimilated,

transformed and used as well as new innovations and the processes of Research and Development (R&D) and new knowledge creation. The track will explore how the processes of learning, knowledge management and innovation influence MNCs and internationalizing firms and how the context, content, and intervening variables affect these processes.

Track 8: Offshoring and Outsourcing: Entrepreneurship in Action

Track Chair: Subhash Jain, University of Connecticut

This track focuses on the benefits and costs of offshore outsourcing to both the home country and the host country. Is offshore outsourcing a passing phenomenon or is it likely to continue? What type of firms find offshore outsourcing beneficial? What nations are popular destinations and for what type of outsourced work? What public policy issues does offshore outsourcing raise? Are these the new entrepreneurs? What role does entrepreneurship play?

Track 9: Security and International Competitiveness: Internet security and Intellectual Property

Track Chair: Rob Grosse, Thunderbird

Security issues have risen to high visibility in the early 2000s. This track is interested in exploring the relations between security issues (national security or homeland security; corporate security; etc.) and the competitiveness of firms. Do security problems cause lack of competitiveness? Is security a risk or a cost to business, or both? How does corporate security contribute to competitiveness or lack of it? These are some issues that may help to define the scope of this track. It will be particularly useful to include measurement of the security impacts on business competitiveness.

Track 10: Internationalization of Asian Firms: Early and late internationalization from Asia.

Track Chair: Michael Enright, University of Hong Kong

This track covers the patterns and processes of internationalization of Asia firms. From Japan's global giants to China's nascent multinationals following "Go Global" strategies, Asian firms are becoming more prominent on the world scene. The track will explore the nature of the internationalization of Asian firms and the extent to which the internationalization of Asian firms is similar or different to that of non-Asian firms.

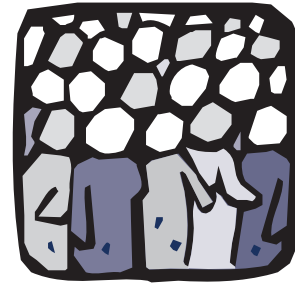
The deadline for submissions for the 2006 AIB Conference is **January 17, 2006**. As in the past years, submissions will be accepted through AIB's online submission system. For up-to-date information about the conference and related events, detailed submission instructions, and important deadlines, please check the conference website at <http://aib.msu.edu/events/2006/>. Any questions regarding this call for papers should be submitted to the track chairs or the Program Chair, Mary Ann Von Glinow, at aib2006@fiu.edu.

We look forward to receiving your submissions and to seeing you in Beijing!

Dr. Mary Ann Von Glinow
Program Chair, AIB 2006 Annual Meeting
Florida International University
aib2006@fiu.edu

New AIB Members

We welcome the following 241 new members who joined our community between April 16, 2005 and July 15, 2005.



Michael Ablassmeir
Nipun Agarwal
Ekin Alakent
Hussam Al-Shammari
Monika K. Aring
Christian Geisler Asmussen
Suma Athreye
Ilan Avrichir
Gernot Baeurle
Emiko Ban
Jean- Pascal Bassino
Robert Beauregard
Magne Berg
Rosalind Bergemann
Joy Bhadury
Neelu Bhullar
Niels Billou
Alex Bitekhtine
Hein Bogaard
Karl Johan Bonnedahl
Dev Boojihawon
Urs Buehlmann
Edith Busija
Colin Campbell-Hunt
Enda Carolan
Jean-Luc Cerdin
Kah-Hin Chai
Stephen Chandler
Wei-Hsiung Chang
Ricardo Checchi
Asavin Chintakananda
Amon Chizema
Dae-Woo Cho
Chang Hwan Choi
Lim Chor Ghee
Cheng-Min Chuang
Rosa Chun
Emin Civi
Mitchell Cohen
J. Ronald Collins
Gary Cook

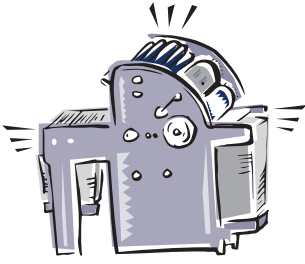
Claudio Cozza
Michael Crooks
Kerri Crowne
Akash Dania
Surja Datta
Alison Dean
Tatjana Dekleva-Koljenovic
Stefano Denicolai
Hanna-Kaisa Desavelle
Nikhilesh Dholakia
Dante Di Gregorio
Samuel Doss
Eric Drouart
Serdar Durmusoglu
Bernadine Johnson Dykes
Jessica Eden
Carolyn Erdener
Laura Erkkila
Richard Fairchild
Mehdi Farashahi
Chen Ferguson
Cedwyn Fernandes
Nicoletta Ferro
Marien Fielding
Margaret Fletcher
Gaston Fornes
Sascha Furst
Eleanna Galanaki
Ajai Gaur
Myron Glucksman
Sougand Golesorkhi
Dion Greenidge
Byoung-Chun Ha
Laura Haar
Virva Haltsonen
Mary A. Krome Hamilton
Mary Han
Mitsuyo Hanada
Savita Hanspal
Hamid Hassan
Frank T Herrera

Michael A. Hitt
Michael Holmes
Sing Keow Hoon-Halbauer
Chi-Yu Huang
Chunlong Huang
Richard Yu Yuan Hung
Shirley Hunter
Diane Hutchinson
Milla Huurros
David Iremadze
Akie Iriyama
Arun Kumar Jain
Juan Jané
Norah Josefchuk
Azhdar Karami
Egide Karuranga
Tim Kastle
Saleema Kauser
Shahriar Khaksari
Lynda Khalaf
Daekwan Kim
Konstantin Korotov
Sascha Kraus
Tobias Kretschmer
Mahesh Kumar
Alejandro Lago
Somnath Lahiri
Chandrashekhhar Lakshman
Lauren Ledger
Khan-Pyo Lee
Mark Lennon
Frederic W. Lindahl
Johan Paul Lindeque
Chen-Yu James Liu
Chia-Ling Liu
Ching-Hsiang Liu
Chi-Wei Liu
Hong Liu
Harri Lorentz
Rafael Lucea
Hiromi Maenaka

Ian Maitland
Kristiina Makela
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Just off the Press

- ⇒ **Harvey Arbeláez** (Monterey Institute of International Studies) and **Reid William Click** (George Washington University) have co-edited *Latin American Financial Markets: Developments in Financial Innovations* (International Finance Review Book Series Vol. 5, Elsevier JAI 2005, ISBN: 0762311630). The book is a collection of 21 original papers on Latin American finance by prominent researchers in and out of the region. This is an attempt to bring them together under the same cover so that the commonality and peculiarity of Latin finance can be more easily discerned across different applications as well as compared across countries. While topics are diverse (encompassing corporate finance, banking, equity and bond markets, dollarization, and pension funds), the papers range from country-specific to comparative and international in perspectives.
- ⇒ **John S. Hill** (University of Alabama) has authored *World Business: Globalization, Analysis and Strategy* (Thomson South-Western 2005 ISBN: 0324274114). This text is a new approach to world business that emphasizes globalization, economic change, cultural development and the roles that history and geography play in determining national destinies. This contemporary text has chapters on global industry and competitor analysis, corporate internationalization and globalization processes, global and multi-market strategies and supply chains as well as localization strategies with in-depth looks at the effects of religion on behaviors. Relevant short and long cases are featured, all with comprehensive instructor materials as part of a complete set of teaching materials. Students have found this text pleasant reading; its principles are readily absorbed and easy to apply to current global events. Instructor copies and further details can be found at <http://hill.swlearning.com>
- ⇒ **Alan M. Rugman** (Indiana University) has published *The Regional Multinationals: MNEs and 'Global' Strategic Management* (Cambridge University Press 2005, ISBN: 0521842654). While many firms label themselves as 'global', very few handle worldwide sales and operations. This book demonstrates that most multinationals are in fact strongly regional and that only a tiny percentage of the world's top 500 companies sells and/or delivers globally. Rugman exposes the facts behind the popular myths of doing business globally, explores a variety of regional models and offers an authoritative agenda for future business strategy.
- ⇒ **Craig C. Julian** (University of Adelaide) has published *International Joint Venture Performance in South East Asia* (Edward Elgar 2005, ISBN: 1843760940). Julian argues that the International Joint Venture phenomena represents two opposing trends. On the one hand, an analysis of the number of new IJVs reveals that they are becoming increasingly popular as a mode of overseas entry and expansion. On the other hand, however, the significance of a robust growth trends is overshadowed by the incidence of high failure. The book examines the factor influencing the marketing performance of IJVs in South East Asia, including market characteristics, conflict, commitment, product characteristics, marketing orientation, control, trust, partner contributions, and partner's needs.
- ⇒ **Mike W. Peng** (University of Texas at Dallas) has recently authored a new textbook, *Global Strategy* (Thomson South-Western 2006, ISBN: 0324288522). It is designed to satisfy the needs of three types of undergraduate or MBA courses typically taught by AIB members: (1) global or international strategy courses, (2) strategic management courses (especially those taught by internationally oriented professors), and (3) international business courses (especially those

taught by strategic oriented instructors). The book has been successfully deployed in all these three types of courses in Great Britain, Hong Kong, Norway, and the United States, among other countries. A paperback, international student edition for non-US schools is available (ISBN: 0324306024).

☞ **Erdener Kaynak** (Penn State University at Harrisburg) and Frederic Jallat (ESCP-EAP) announce the publication of *Marketing Issues in Western Europe: Changes and Developments* (Haworth Press 2005, ISBN: 0789028387). Recognizing that Europe is not a uniform market and that each European country is comprised of differing marketing systems of varying importance, this book clears the fog from marketing practices and strategic issues for this crucial area of the business world. Detailed examination of industries and marketing practices not only clearly explores the shifting trends within the countries described, but can also be seen as a bellwether for neighboring regions on the continent. Respected international experts provide an up-to-date inside look at what the pressing concerns are and what unique strategies work for business in various sectors.

☞ **Theodore H. Moran** (Georgetown University) and **Gerald T. West** (Multilateral Investment Guarantee Agency) have edited *International Political Risk Management: Looking to the Future* (World Bank Press, 2005, ISBN: 0821361546). Like its two predecessors in this World Bank series, the book contains ten original articles that are revisions of presentations originally made by the authors at the biennial MIGA-Georgetown Symposium on International Political Risk Management. With four overview and discussion sections, the 250-page book includes several articles on lessons learned from troubled investments, recent claims, and arbitrations. Two papers address the evolution of public-private relationships in the political risk insurance industry; and two papers describe new risk insurance products. Other articles address the new international property rights (by Louis T. Wells, Harvard Business School) and the future of the political risk insurance industry (by Clive Tobin, the President of XL Insurance).

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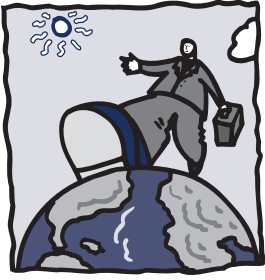
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Members on the Move

☞ **Jan Selmer**, Professor of Management at the School of Business, Hong Kong Baptist University, is leaving Hong Kong after 15 years for a position as *Instituteder* at the Aarhus School of Business (ASB) in Denmark, starting September 1, 2005. Established in 1939, ASB is an independent business school. With more than 7,000 students, ASB is one of Europe's biggest business schools and has received an EQUIS accreditation. ASB is organized in six main academic units, *Institut*. Professor Selmer will be in charge of one of them, Management and International Business (MIB). With a staff strength of about 45, MIB comprises four sections, General Management, Strategy and Business Development, Innovation and Organizational Development, and International Business.

☞ **Mike W. Peng** has recently resigned as an associate professor with tenure from the Ohio State University, and joined the University of Texas at Dallas as a full professor. He has also accepted a chaired position there as the university's first ever Provost's Distinguished Professor of Global Strategy. He has continued to serve on the editorial boards of the *Academy of Management Journal*, *Journal of International Business Studies*, and *Strategic Management Journal*, and to edit the *Asia Pacific Journal of Management*.

☞ **Rajib Sanyal** has been appointed as the dean of the Walker Cisler College of Business at Northern Michigan University in Marquette, Michigan. The Cisler College (www.nmu.edu/business/) is accredited by AACSB. As part of the University's laptop initiative, the College provides an IBM Thinkpad to every student. Prior to his appointment at Northern Michigan (starting August 1 2005), Dr. Sanyal served as an American Council on Education Fellow at George Mason University (2004-05) and was a Division Head in the School of Business at The College of New Jersey (2000-04) where he was a professor of international business and management.

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.

University of Pennsylvania Position Announcement

Multinational Management

The Department of Management of the Wharton School is recruiting for a tenure track position in Multinational Management. Although we have a preference for entry-level candidates, we would be willing to consider applications at all levels.

Multinational Management is a research area. Other areas include: Strategy, Organizational Behavior, Human Resources Management and Entrepreneurship. Applicants should be solidly grounded in one of these areas, or in a relevant social science discipline, and demonstrate strong international interests.

The Wharton School and the Department of Management are fully committed to globalization. The student body is very international and an innovative and exciting program is in place which will globalize the curriculum, students, and faculty. As Multinational Management is an integral part of the Department, faculty have a unique opportunity to pursue international and functional management interests in research and teaching.

Successful candidates will be able to demonstrate outstanding research potential as well as a strong interest and competence in teaching. Applicants for positions other than entry level should have a solid record of publication in first rate academic journals.

Interested individuals should submit a cover letter (indicating the areas for which you want consideration), curriculum vitae, 3 letters of recommendation, sample publications and abstracts. Applications must be submitted via our secure website: <http://www.management.wharton.upenn.edu/recruit>

Applicants should send materials by November 1, 2005.

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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.

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SAINT LOUIS
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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:

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