



JIBS Team Celebrates Three Years of Success

Lorraine Eden, Editor-in-Chief, *Journal of International Business Studies*

At the AIB meetings in Indianapolis in June 2007, I was introduced as *JIBS* Editor-in-Chief Elect. In July 2007, my editorial team began handling new submissions and in January 2008 assumed full responsibility for *JIBS*. At the AIB meetings in Rio de Janeiro in June 2010, three years later, a new editorial team was introduced. The incoming team is led by John Cantwell (Editor-in-Chief), Mary Yoko Brannen (Deputy Editor), and Alvaro Cuevo-Cazurra (Reviewing Editor), together with several new Area Editors and two new editorial boards. Anne Hoekman will continue as the Managing Editor. In July 2010, the incoming team began handling new submissions and in January 2011 assumes full responsibility for *JIBS*. How fast time flies!

The June 2010 AIB meetings in Rio were therefore the last set of AIB meetings where all *JIBS* activities were the responsibility of my editorial team and the last time where we could celebrate together the success we have seen at the Journal during my term, and thus particularly significant for me and for my editors. In the three years I have served in this position, *JIBS* has continued to gain momentum as a highly respected journal. The progress the Journal has made is solely due to the many volunteers who have given their time to *JIBS* in various capacities—as

editors, board members, reviewers and authors. My editors and I therefore wanted to acknowledge the enormous debt of gratitude that we—and the AIB—owe to the many individuals who have worked so hard over the past three years to improve the quality and reputation of the Journal.

The AIB meetings in Rio were filled with the usual *JIBS* activities (available on the *JIBS* Activities webpage). I also led a session on journal ethics for the combined Junior Faculty and Doctoral consortia on June 26, building on *JIBS* EIC Letter 41.4, “Scientists Behaving Badly”.

The seventh annual *JIBS/AIB Paper Development Workshop* (PDW), a pre-conference event, was held on June 26. The PDW has grown into a significant pre-conference event with about 100 authors and *JIBS* editors and board members participating. The PDW was organized by Laszlo Tihanyi with the assistance of Deanna Johnston and Anne Hoekman. Continuing its tradition started at the AIB Conference in 2008, the PDW was designed to offer help to junior faculty members who receive limited support for IB research at their home institutions and who have not previously published in *JIBS*. Sixty-six research papers were submitted to the PDW and 20 were included in the program. Authors of each paper

Continued on page 2

Inside

| | |
|--|----|
| New Presidential Committees/Task Force | 3 |
| The AIB Recipe Book.4 | |
| Rio Highlights | 5 |
| 2010 Program Committee | 8 |
| 2010 Conference Sponsors | 9 |
| AIB 2010 Awards | 10 |
| WAIB Awards | 12 |
| Travel Stipends | 13 |
| Members on the Move | 15 |
| Just off the Press. | 16 |
| New AIB Members | 18 |
| AIB Chapters | |
| Event Calendar | 19 |

Continued from page 1

received detailed feedback from two *JIBS* Consulting Editors or Editorial Board Members. The PDW also included 16 short-paper ideas. The 184 co-authors of the submitted papers and ideas represent 35 countries. The introductory session was led by Lorraine Eden, Srilata Zaheer and John Cantwell. Authors of research papers and ideas also joined with *JIBS* editors and board members for a session on publication strategies organized in seven groups. Another panel, focused on theory development and study design, was led by Lorraine Eden, John Cantwell, Daniel Bello, Ulf Andersson, Paula Caligiuri, and David Reeb. (Many of these presentations are available on the *JIBS* Activities page.) The PDW was sponsored by the CIBERs at the University of South Carolina and Texas A&M University. We thank all the *JIBS* editors, board members, editorial assistants, AIB officers and organizers, and CIBER directors and coordinators who made the PDW a great success again this year.

This year's *JIBS* Editors and Boards luncheon was a major event with multiple reasons to celebrate. **Best Reviewer Awards** were given to the top 10 reviewers, as voted on by the *JIBS* editors. The 2009-2010 recipients were René Belderbos, Shih-Fen Chen, Alvaro Cuervo-Casurra, Susan P. Douglas, Birgitte Grøgaard, Thomas Hutzschenreuter, G. Andrew Karolyi, Mona Makhija, Paul M. Vaaler, and Shaoming Zou. One-time **Service Awards** were handed out to individuals who demonstrated outstanding dedication, as volunteers, to the advancement of the Journal during 2007-2010. The Service Awards went to Laszlo Tihanyi for serving three years as the PDW organizer; Ram Mudambi for his work as the *JIBS* Book Review Editor; Jean Bodewyn, Alvaro Cuervo-Cazurra, Arvind Mahajan and Stewart Miller for participating as guest editors in all three PDWs; Klaus Meyer for completing the most reviews as an Editorial Review Board member; and Rene Belderbos for completing the most editorial assignments as a Consulting Editor. Although awards were given only to a small handful of individuals, the outgoing team recognizes and appreciates the long hours volunteered by all board members.

The **2010 *JIBS* Decade Award Panel** honored Jeffrey H. Dyer and Wujin Chu for their 2000 *JIBS* article, "The Determinants of Trust in Supplier-Automaker Relationships in the U.S., Japan, and Korea." Lorraine Eden chaired the session, Jeffrey Dyer and Wujin Chu spoke, with commentaries provided by John Paul MacDuffie, Bill McEvily and Aks Zaheer. The Selection Committee consisted of Paul Beamish (Committee Chair), Tatiana Kostova (AIB Program Chair), Torben

Pedersen (Previous AIB Program Chair) and Lorraine Eden (ex officio non-voting). Each author received a check for \$1,000 and will later receive a bound hard copy of their winning article from Palgrave Macmillan. The winning article, the authors' Retrospective and the Commentaries will be published in *JIBS* 42.1 (January 2011).

Just before the Rio meetings, Thomson Reuters released the 2009 **Journal Impact Factor (JIF)** scores, which are part of the Social Sciences Citation Index in the ISI Web of Knowledge. The *JIBS* scores continue to improve. The 2009 two-year JIF score for *JIBS* is 3.766, up from 2.992 in 2008; the five-year JIF score is 5.727, up from 5.030. These scores place *JIBS* as tenth in both the Business and Management categories on the two-year rankings, and sixth in Business and seventh in Management on the five-year rankings. *JIBS* is not currently included in the Finance category, but if included, *JIBS* would place second in both the two- and five-year rankings. My editorial team believes that *JIBS* should be included in the SSCI Finance journals category because of the many international finance and accounting papers it publishes. More information about journal impact factors and how they are determined can be found in the *JIBS* EIC Letter 41.5, "Standing on the Shoulders."

In conclusion, the 2007-2010 *JIBS* editorial team has enjoyed working with you and looks forward to continuing with our mission of ***publishing insightful and influential research on international business studies*** during our last few months. As part of this wrapping-up, let me highlight a few upcoming activities. At both the *JIBS* Paper Development Workshop and the Editors and Boards luncheon in Rio, I took the opportunity to outline the philosophy that has guided my editorial team over the past three years; a revised version will appear in the *JIBS* EIC Letter 41.7, "*JIBS* Publication Criteria and their Consequences." *JIBS* issue 41.8, introduced by Area Editors Rosalie Tung and Alain Verbeke, will be a Special Issue devoted solely to papers on culture and international business. All of the papers were submitted independently, but because of their relatedness it made sense to publish them together. The last *JIBS* EIC Letter, 41.9, will report on *JIBS* publication metrics for 2007-2010.

Acknowledgements: Deanna Johnston and Laszlo Tihanyi prepared the *JIBS* PDW report, which is included in this *JIBS* Editor's report.

New Presidential Committees/Task Forces

AIB 2010 – 2012

AIB Members who are interested in having an input into these committees should contact the Committee Chair. Their emails are listed adjacent to their names.

Task Force on Governance:

Chair: *Alan Rugman* (a.rugman@henley.reading.ac.uk)

Members: *John Daniels, Steve Kobrin, Jose de la Torre*

The task force is charged with looking at *all* aspects of AIB Governance including the election of Board members, terms of office, role of Secretariat, who sits on the Board, etc. This task force will be comprised of 4 former AIB Presidents. Because “formal” changes to AIB Governance require a 2/3 vote of the membership, this task force will recommend constitutional and by-laws changes. There may also be other “informal” changes to AIB Governance that may not require a vote of the membership. This task force will investigate these and other governance issues. Recommendations of the committee are due at the Spring 2011 AIB Executive Board Meeting.

Committee on Ethics:

Chair: *Lorraine Eden* (LEden@mays.tamu.edu)

Members: *Rosalie Tung, Paul Vaaler and Danny Van Den Bulcke*

This committee is charged with producing a “Code of Ethics” for the AIB together with any needed infrastructure to support the code (e.g. policies, procedures, Ethics Committee). Virtually all Professional Associations have Codes of Ethics, however AIB currently does not. Some associations also have formal committees responsible for ethics training, handling ethical complaints, etc. This committee will develop an ethics code, policies and procedures, drawing on best practices at other Professional Associations/Societies/Journals. Recommendations of the committee are due at the Spring 2011 AIB Executive Board Meeting.

Committee on Publications:

Chair: *Paul Beamish* (pbeamish@ivey.uwo.ca)

Members: *Lorraine Eden, Ilan Alon and others*
TBD

In the aftermath of our 50th anniversary, it is time to consider and take stock of how AIB is doing, benchmarking against other professional associations for sharing of best practices. The time is ripe to investigate what we are doing right, what we need to improve upon, and how we move forward. The charge of this committee will not only be JIBS, but also the AIB Newsletters, AIB Insights, and any internet-based communications we need to consider. Recommendations of the committee are due at the Spring 2011 AIB Executive Board Meeting.

Committee on Finances:

Co-Chairs: *Peter Liesch* (p.liesch@business.uq.edu.au) *and Witold Henisz*

Members: *Myles Shaver, Stewart Miller, Lee Radebaugh*

This committee is charged with looking at AIB’s sources and uses of funds/ revenues, and its financial transparency with the membership. With the economic crisis, it is timely to review our current financial position, and generate new ideas for sources and uses of funds. It has been over 50 years since AIB was founded making this a good time to review our finances in a purely transparent manner and make recommendations accordingly. The committee’s mission is to improve AIB’s sources/uses of revenues going forward and make recommendations on how we can best share this information with our membership. Recommendations of the committee are due at the Spring 2011 AIB Executive Board Meeting.

The AIB Recipe Book Call for Recipes

The Academy of International Business brings together eminent educators and researchers from around the world, people who love engaging with cultures other than their own—to do business, to conduct research, or simply to enjoy the diversity of the world. A key means through which we explore cultures around the world is food. Eating forms an essential part of many cultures, and sharing a meal with visitors from afar is an important ritual to lower the liability of foreignness, to facilitate business and the starting point for many wonderful friendships. Bringing together the unique experiences of AIB members, this book shall share the joys of cross-cultural food exchange.

Submissions are invited from all AIB members with a passion for food: Send us your favourite recipe and share with AIB members what this recipe means for you. We look forward to collecting recipes from many of the 84 countries where the AIB has members—and from people who adapted recipes from a culture other than their own for their guests.

In true scholarly fashion, all recipes submitted will be reviewed and selected by an editorial review board consisting of the following members:

Starters and Appetizers: Tunga Kiyak

Main Courses: Klaus Meyer

Deserts and Cakes: Tomas Hult

Drinks: Mary Ann von Glinow

We still welcome volunteers for special sections, for example for “vegetarian dishes for sustainable business”, “snacks for long distance journeys”, and “reinvigorating dishes for exhausted teachers.”

Recipes should speak of the author’s passion for food, and be easy to replicate by academics with basic skills in cooking (such as the members of the editorial review board). They should be written in first person (“I like to serve my guests...”), and contain the following elements:

Abstract: What is special about this dish/drink, and when do you serve it?

Theory: What is your approach to cooking/mixing, and why do your guests like this dish/drink?



International Context: Where did you learn this recipe, and what traditions does it draw on?

Data: List of ingredients, including quantities where appropriate.

Methodology: A step by step description of the preparation of the dish/drink.

Results/Discussion: What the finished dish/drink should look like, serving suggestions.

Exhibits: Photos of the finished dish or drink, and of the dish in selected stages of the preparation process are welcome, especially if it will assist members in preparing the dish.

Submissions should be 200 to 500 words long, about half the length being dedicated to “methodology”. The editorial review board is looking forward to trying out all recipes and testing them on their friends and colleagues. A selection of the recipes will be published and be made available to AIB members. Submissions by e-mail only to recipebook@aib.msu.edu by the deadline of November 15, 2010.





Rio Highlights

The Academy of International Business annual meeting had great attendance again in 2010 as we hosted about 900 members in Rio de Janeiro, Brazil. We extend our sincere thanks to all who worked very hard to make this a successful event. Program Chair Tatiana Kostova (University of South Carolina) put together an intellectually stimulating and professionally rewarding program with the help of her track chairs (see conference program committee) and her Program Assistant, Chei Hwee Chua.

This year's program was titled "International Business in Tough Times." The program had 1,072 submissions across the 12 conference tracks, coming from 51 countries and 66 author nationalities. The final program was comprised of 3 plenary sessions, 7 pedagogy sessions, 5 research method sessions, 19 panels, 87 competitive paper sessions, and 50 interactive paper sessions, for a total of 171 sessions over three days.

The recent innovations in AIB annual meetings continued this year in Brazil. Throughout the conference there were a number of "State-of-the-Art Research" sessions organized by the track chairs. These panels reviewed and surveyed trends and directions from the past, present, and future in a specific area. This year's interactive paper sessions were chaired, organized sessions with a roundtable format that encouraged discussion across the individual presenters, rather than a series of monologues. Research method

sessions were introduced this year, which were part of a special track on methods that addressed and illustrated current issues related to research methodology in IB. The Fellows Café continued this year, where participants were invited to join small groups hosted over breakfast by AIB Fellows who facilitated stimulating discussions of specific IB topics.

Professor Jagdish Sheth was honored at the AIB conference in Rio for his generosity to the Academy of International Business for the past 16 years as well as in years to come.

AIB's relationship with Dr. Sheth started in 1994, when the Sheth Foundation, which he created with his wife, gave \$2,800 to fund our Adopt-a-Library program that provides free JIBS subscriptions to libraries in developing countries. Then, in 1996, he started giving money to fund the travel of some Ph.D. students to the AIB doctoral workshops. By 2008, the Sheth Foundation was sponsoring the entire doctoral workshop program—that is, covering not only the transportation costs of the doctoral students but also the expenses associated with administering this most worthwhile project. Additionally, his Foundation has just agreed to fund this program for much if not all of the rest of this decade. In view of this magnificent generosity, the Fellows of the AIB decided to give special recognition to Jagdish Sheth for his leadership in the support of IB education and research by giving

Continued on page 6





Continued from page 5

ing him a certificate and trophy. In addition, the AIB Executive Committee has decided to rename the AIB doctoral program as the AIB-Sheth Foundation Doctoral Consortium.

Generous AIB members united and helped victims of the flood disaster in Brazil by setting up a donation booth at the conference location. The “Relief for Rio” booth was taking donations throughout the conference and was staffed by AIB members. There was an amazing amount of time and effort shown by all to make the donations for “Relief for Rio” a success.

For the World Cup enthusiasts, the games were showing throughout the conference on

two big screens in one of the largest conference rooms at Windsor Barra. This conference room drew quite a crowd at times and AIB members were able to enjoy the games together.

Lastly, there were a number of networking and dining events. AIB held receptions for each of the main functional areas that make up the interdisciplinary field of international business. Also, the Gala Event was a very enjoyable evening with a great atmosphere for networking. The food was excellent and the entertainment was amazing, making it a night to remember.

Visit <http://aib.msu.edu/events/2010/> to view the Conference Photo Gallery, to see the full list of award nominees, and to download the conference program and proceedings.





**JOIN US FOR
AIB 2011**

AIB invites you to join us at
the 2011 meeting in Nagoya,
Japan, **June 24-28, 2011.**



2010 Program Committee

The Academy of International Business is deeply grateful to all members of the 2010 Program Committee for the countless hours they have volunteered to make the conference a success.



Program Chair

Tatiana Kostova – University of South Carolina, USA

Program Assistant

Chei Hwee Chua – University of South Carolina, USA

Track Chairs

Ruth Aguilera – University of Illinois at Urbana-Champaign, USA

Daniel C. Bello – Georgia State University, USA

Klaus E. Meyer – University of Bath, United Kingdom

Sumit K. Kundu – Florida International University, USA

Srilata Zabeer – University of Minnesota, USA

Torben Pedersen – Copenhagen Business School, Denmark

Anil Gupta – University of Maryland, USA

Rosalie L. Tung – Simon Fraser University, Canada

Timothy Devinney – University of Technology, Sydney, Australia

Gary Knight – Florida State University, USA

P. Roberto Garcia – Indiana University, USA

Kwok Leung – City University of Hong Kong, Hong Kong SAR-PRC

Doctoral Consortium Chair

Charles Dhanaraj – Indiana University, USA

Junior Faculty Consortium Chair

Alain Verbeke – University of Calgary, Canada

AIB/JIBS Paper Development Workshop

Laszlo Tibanyi – Texas A&M University, USA

Lorraine Eden – Texas A&M University, USA

Deanna Johnston – Texas A&M University, USA

Placement Services Director

Hadi Alborr – Saint Louis University, USA

Farmer Dissertation Award Selection Committee

Jennifer Spencer – George Washington University, USA (Chair)

Simon Bell – University of Melbourne, Australia

Shige Makino – Chinese University of Hong Kong, Hong Kong SAR-PRC

Guenter Stahl – INSEAD, France

Temple/AIB Best Paper Selection Committee

Bodo Schlegelmilch – WU - Wien, Austria

Arvind Mahajan – Texas A&M University, USA

Timothy M. Devinney – University of Technology, Sydney, Australia

Esra Gencturk – Ozyegin University, Turkey

Haynes Prize Selection Committee

Nakiye Boyacigiller – Sabanci University, Turkey

Jeff Reuer – Purdue University, USA

Sea-Jin Chang – National University of Singapore, Singapore

Rebecca Piekkari – Aalto University, Finland





Local Host Committee Chair

Maria Tereza Leme Fleury, Dean Fundação Getulio Vargas
EAESP and Director of ANPAD

Local Host Committee

- Angela Da Rocha** – PUC Rio de Janeiro
- Betania Tanure** – PUC Minas Gerais
- Afonso Fleury** – Universidade de São Paulo
- Clovis Machado da Silva** – President of ANPAD
- Jorge Ferreira da Silva** – PUC Rio de Janeiro and Director of ANPAD
- Moacir Miranda Oliveira Jr.** – Universidade de São Paulo

Host Institutions

- Brazilian Academy of Management ANPAD
- Fundação Getulio Vargas – EAESP
- Universidade de São Paulo
- Pontificia Universidade Católica do Rio de Janeiro
- Pontificia Universidade Católica de Minas Gerais
- COPPEAD – UFRJ

2010 Conference Sponsors

We would like to thank our sponsors for making the 2010 conference possible through their generous contributions.

- HSBC
- Telefonica
- Alpargatas
- Conselho Nacional de Desenvolvimento Científico e Tecnológico
- CAPES
- University of South Carolina – Moore School of Business
- The Sheth Foundation
- Palgrave Macmillan
- Michigan State University CIBER
- Indiana University CIBER
- Mays Business School at Texas A&M University
- Temple University, Fox School of Business
- York University, Schulich School of Business
- University of Missouri – St. Louis, College of Business Administration
- Indian School of Business (ISB)
- Bryant University



AIB 2010 Awards



2010 Fellows' International Executive of the Year Award
Ozires Silva

2010 Fellows' International Educator of the Year
Danica Purg – IEDC – Bled School of Management



2010 Fellows' Special Recognition Award
Jagdish N. Sheth

2010 John H. Dunning President's Award
Tunga Kiyak – Michigan State University



2010 Richard N. Farmer Dissertation Award
Sponsored by Indiana University CIBER
Jesper Edman – Stockholm School of Economics
(Ph.D. awarded by Stockholm School of Economics)

2010 JIBS/Palgrave Macmillan Decade Award

Jeffrey H. Dyer – Brigham Young University and
Wujin Chu – Seoul National University
“The Determinants of Trust in Supplier–Automaker Relationships in the U.S., Japan and Korea”
JIBS Vol. 31, No. 2 (2000)



2010 Temple/AIB Best Paper Award
Sponsored by Temple University's Fox School of Business

Martine Haas – University of Pennsylvania and
Jonathon Cummings – Duke University
“Which Differences Matter Most in Transnational Teams? Cultural, Geographic, Demographic, and Structural Barriers to Knowledge Seeking”

2010 Haynes Prize for the Most Promising Scholar

Prithwiraj Choudhury – Harvard Business School

“Knowledge Creation in Multinationals and Return Migration of Inventors: Evidence from Micro Data”



2010 AIB/Sheth Award for Best Doctoral Dissertation Proposal

Sponsored by the Sheth Foundation

Dong Liu – University of Washington at Seattle

2010 IMR Best Paper in International Marketing Track

Sponsored by Emerald

Johny K. Johansson and Claudiu V. Dimofte – Georgetown University

“The Performance of Global Brands in the 2008 Financial Crisis”



2010 Best Paper in Emerging Economics Track

Sponsored by Bryant University

Chirantan Chatterjee – Carnegie Mellon University and

Anand Nandkumar – Indian School of Business

“Absorptive Capacity, Firm Capabilities & Destination in Learning by Exporting: New Evidence from Indian Pharmaceutical Producers, 1994-2007”

2010 Best Reviewer Awards

Helena Fenikova Allman – University of South Carolina

Chris Markus Baumann – Macquarie University

Hein Bogaard – George Washington University

Armando Borda – Florida International University

Johan Bruneel – Imperial College Business School

Dan V. Caprar – University of New South Wales

Luiz Ricardo Kabbach Castro – Universitat

Autonoma de Barcelona

Luis Alfonso Dau – Northeastern University

Roberto Nolan Galang – IESE Business School

Martine Haas – University of Pennsylvania

Jennifer Nevins Henson – Appalachian State

University

Jasper Hotho – Copenhagen Business School

Frederick Lindahl – George Washington University

Rafael Lucea – George Washington University

Ivan Manev – University of Maine

Gerald McDermott – University of South Carolina

Phillip C. Nell – Copenhagen Business School

Anupama Phene – George Washington University

Roger Smeets – University of Groningen

Len J. Trevino – Loyola University New Orleans

Davina Vora – State University of New York at New

Paltz

Poh-Lin Yeoh – Bentley University

Harun Emre Yildiz – Stockholm School of

Economics

2010 IIB/WAIB Award for Increased Gender Awareness in International Business Research

For the third year, the Institute of International Business (IIB), Department of Marketing and Strategy at the Stockholm School of Economics, Sweden supports WAIB's endeavors by endowing an award for the best paper that increases gender awareness in international business research. The authors of the winning paper received a cash award of US\$1,000 from IIB, a plaque from WAIB, and an invitation from Emerald Publishing to submit the paper for potential publication in *Gender in Management*. The authors of the runner-up papers received a certificate of recognition from WAIB. The following panel of judges selected the winning paper: Chair Udo Zander (Stockholm School of Economics), Susan Gupta (WAIB Immediate Past President), and Rian Drogendijk (Uppsala University).

Best Paper

"Motivation for an International Assignment and Predictors of Expatriate Turnover Intentions: Does Gender Matter?"

Charlotte Davis – WU Vienna

Christof Miska – WU Vienna

Chei Hwee Chua – University of South Carolina

Günter K. Stahl – Wu Vienna



Runner-up Papers

"Avon Ladies in the Amazon: An Ethnographic Study of Direct Sales Networks"

Jessica Chelekis – Indiana University

Susan M. Mudambi – Temple University

"Exploring New Trajectories in Women's Global Careers: Challenges and Opportunities for Expatriation and Global Work"

Kate Hutchings – Griffith University

Pamela Lirio – McGill University

Beverly Dawn Metcalfe – University of Manchester

2nd IJGE/WAIB Annual Emerging Scholar Award in Women's Entrepreneurship

The purpose of the Emerald *IJGE*/WAIB Annual Emerging Scholar Award in Women's Entrepreneurship is to: encourage high caliber scholarly research in women's entrepreneurship, and to showcase the work of dynamic young researchers, particularly those who are in a position to offer exciting new perspectives. The authors of the winning paper received a cash award of US\$500 from Emerald Publishing, a plaque from WAIB, a complimentary 2010 subscription to *IJGE*, international promotion for the winning paper, and an invitation to submit the final paper for potential publication in *IJGE*. The author of the runner-up paper received a certificate of recognition. The following panel of judges selected the winning paper: Colette Henry (*IJGE* Editor), Rob Edwards and Andrew Smith (Emerald Publishing), and Janet Y. Murray (WAIB President).

Best Paper

"Direct Sales, Gender and Micro-Entrepreneurship in Amazonian Brazil"

Jessica Chelekis – Indiana University

Susan M. Mudambi – Temple University



Runner-up Paper

"Female Immigrant Entrepreneurship: Exploring International Entrepreneurship through the Status and Development of Indian Women Entrepreneurs in Japan"

Soniya Billore – Keio University



Sheth Foundation Doctoral Travel Stipends

The following doctoral students were awarded travel stipends to attend the 2010 Meeting in Rio de Janeiro, Brazil. These travel stipends were made possible through the generous contributions of **The Sheth Foundation** and matching funds by the **AIB Foundation**.

Majid Abdi, York University
Guilherme Azevedo, McGill University
Sourindra Banerjee, University of Cambridge
Armando Juan Borda, Florida International University
Nathaniel Boso, Loughborough University
John David Buschman, Florida International University
Chirantan Chatterjee, Carnegie Mellon University
Kyle David Coble, Saint Louis University
Li Dai, Texas A&M University
Mihaela Dimitrova, University of Wisconsin-Milwaukee
Qian Gu, National University of Singapore
Xia Han, University College Dublin
Hae-Jung Hong, ESSEC Business School
Sungjin Hong, University of Texas at Dallas
Zengyu Huang, University College Dublin
Karina R. Jensen, ESCP Europe
Aycan Kara, Florida Atlantic University
Alexei Koveshnikov, Hanken School of Economics
Justin Kraemer, Rutgers University
Dong Liu, University of Western Ontario
Menita Liu Cheng, Peking University
Anna Margaretha Christina Ljung, Uppsala University
Maciej Łobza, Poznan University of Economics
Ellen Margot Loewenberg, University of Trier
Stephanie Lu, University of Miami
Valentina Marano, University of South Carolina
Lars Matysiak, Justus-Liebig-Universität Gießen
Dana McDaniel, University of California, Irvine
Derrick McIver, University of Texas at San Antonio
Robert McNamee, Rutgers University
Masoomah Moharrer, Politecnico di Milano

Etayankara Katangote Muralidharan, University of Manitoba
Stefanie Paluch, TU Dortmund University
Xiaoyu Pu, Rutgers University
Hongyan Qu, Peking University
Christopher Richardson,
Carlos Adrian Rodriguez Redondo, McGill University
Valerie A. Rosenblatt, University of Hawaii at Manoa
You Shao, University of Auckland
Inhye Shin, University of London
Deeksha Singh, National University of Singapore
Anubha Shekhar Sinha, Indian Institute of Management, Calcutta
Mohammad Abraham Soleimani, Florida International University
Ali Taleb, HEC Montreal
Markus D. Taussig, Harvard Business School
Carri Reisdorf Tolmie, Saint Louis University
I-Chen Wang, University of Illinois at Urbana-Champaign
Yu-Kai Wang, Florida International University
Anna Katherine Ward, University of South Carolina
Wlamir Xavier, UNIVALI
Weiwei Xu, National University of Singapore
Muhammad Zafar Yaqub, University of Vienna
Jonathan G. Ying, Cornell University
Hanko Kalle Zeitzmann, Virginia Tech
Ge Zhan, Hong Kong Polytechnic University
Jie Zhang, George Washington University
Xiaolan Zheng, University of South Carolina





WAIB Helping Hands Awards

The following women in the Academy were selected as **WAIB Helping Hands Award** recipients for the 2010 Meeting in Rio de Janeiro, Brazil. The recipients of the award were given one year of complimentary AIB membership and complimentary meeting registration for the 2010 conference.

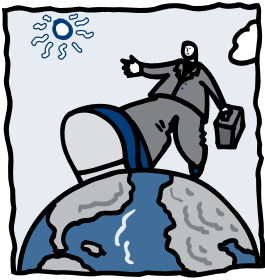
Indu Rao Kaveti, Indian Institute of Management
Andrea Martinez-Noya, University of Oviedo
Marcelle Oliveira, Universidade de Fortaleza

MSU-CIBER Faculty Consortium Stipends

The following junior faculty were awarded travel stipends to specifically participate in the Junior Faculty Consortium at the 2010 Meeting in Rio de Janeiro, Brazil. These stipends were made possible through the generous contributions of the **Michigan State University CIBER**.

Stefano Elia, Politecnico di Milano
Indu Rao Kaveti, Indian Institute of Management
Yao Li, University of Western Ontario





Members on the Move

☞ **Harry G. Harris** (Ph.D., Harvard University), President of HealthCare California, was invited by the Syrian Minister of Health to visit Syria for consultation on health care issues. In May 2010, Harry traveled to Damascus and met with Dr. Rida Said, the Minister of Health, and other senior health care professionals to discuss effective health care delivery systems, innovative health policies and management reforms. These discussions focused on improving the quality and effectiveness of the nation's health care and meeting the rapidly increasing demand for these services. During his two-week journey to the Middle East, Harry also visited Aleppo in northern Syria as well as Lebanon and Jordan to explore investment opportunities and joint ventures in the health care industry.

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: newsletter@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.

AIB Newsletter (ISSN: 1520-6262) is published quarterly by the Academy of International Business Executive Secretariat. For more information, please contact: G. Tomas M. Hult, Executive Director or Tunga Kiyak, Managing Director, 7 Eppley Center, Michigan State University, East Lansing, MI 48824-1121. Tel: +1-517-432-1452 Fax: +1-517-432-1009 • Email: aib@aib.msu.edu • <http://aib.msu.edu>

EXECUTIVE BOARD

President
Mary Ann Von Glinow
Florida International University

Immediate Past President
Yves Doz
INSEAD

Vice President — 2011 Program
Shige Makino
Chinese University of Hong Kong

Vice President — 2012 Program
Susan Feinberg
Rutgers University

Vice President of Administration
Peter Liesch
University of Queensland

Executive Director
G. Tomas M. Hult
Michigan State University

CHAPTER CHAIRPERSONS

Australia-New Zealand Chapter
Elizabeth Rose
Aalto University

Canada Chapter
Howard Lin
Ryerson University

China Chapter
Changqi Wu
Peking University

India Chapter
Krishnan Narayanan
India Institute of Technology

Japan Chapter
Masataka Ota
Waseda University

Korea Chapter
Dong-Kee Rhee
Seoul National University

Middle East and North Africa Chapter
Melodena Stephens Balakrishnan
University of Wollongong in Dubai

Latin America Chapter
Leonardo Liberman
Universidad de los Andes

Southeast Asia Chapter
T.S. Chan
Lingnan University

United Kingdom and Ireland Chapter
Frank McDonald
Bradford University

Western Europe Chapter
Torben Pedersen
Copenhagen Business School

Midwest USA Chapter
Juan Meraz
Missouri State University

Northeast USA Chapter
Masood V. Samii
Southern New Hampshire University

Southeast USA Chapter
Carolyn B. Mueller
Stetson University

Southwest USA Chapter
Anisul M. Islam
University of Houston-Downtown

West USA Chapter
Harvey Arbeláez
Monterey Institute of International Studies

JOURNAL OF INTERNATIONAL BUSINESS STUDIES

Editor-in-Chief
Lorraine Eden
Texas A&M University

Editor-in-Chief Elect
John A. Cantwell
Rutgers University

Managing Editor
Anne Hoekman
AIB Executive Secretariat

AIB INSIGHTS

Editor
Ilan Alon
Rollins College

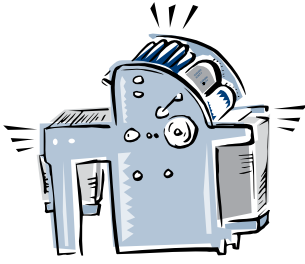
EXECUTIVE SECRETARIAT

Tunga Kiyak
Managing Director

Irem Kiyak
Treasurer

Meg Quine
Office/Editorial Assistant





Just off the Press

⇒ **Ilan Alon** (Rollins College, USA) has published *A Guide to the Top 100 Companies in China* (World Scientific, ISBN: 978-9814291460). This new reference book, providing detailed descriptions of the top 100 major business enterprises in China, is a companion book of the recently published *Biographical Dictionary of New Chinese Entrepreneurs and Business Leaders* (by the same editors). Together, these two publications provide in-depth and up-to-date information for studying and understanding the fabric of the business sector of China. Since much of the information about the top 100 companies in China is not easily found in one place nor is written in English, this book will undoubtedly serve as a valuable reference source for anyone interested in learning more about the most influential corporations in China. According to the Chinese edition of *Fortune* magazine the total revenues of the top 100 companies in China amount to 32% of China's GDP in 2007.

⇒ **Lawrence A. Beer** (Arizona State University, USA) has published *A Strategic and Tactical Approach to Global Business Ethics* (Business Expert Press, ISBN: 978-1606491454). In the modern era of globalization, multinational corporations (MNCs) have expanded their operational reach to a degree and scope never before seen. Their influential activities across the global supply chain, both vertically and horizontally, touch numerous societies. One of the key issues facing MNC senior executives at the home office, and trickling down to embedded managers abroad, is moral decision making via the construction of a code of ethics that can universally be applied. Ethics is a compendium of moral interpretations steeped in a multitude of religious and philosophical applications. It is subject to various cultural intrusions as well as independent personal interpretation. The majority of

global management textbooks offer a chapter on ethics, and its often misaligned cousin, social responsibility. They tend to cover the subject matter by stating the problem and then reciting laws enacted to combat social injustice as well as including philosophical theories intended to provide generic direction. This iceberg approach, a topical view of the issues, leaves the average MBA student along with executive cadre longing for more specific guidelines. This book is intended to provide templates for ethical decision making within a globalized commercial arena. It presents more detailed direction on how to arrive at universal standards with the construction of patterns of application. It aims to provide more exacting models of resolution for the building of corporate codes of conduct while offering guidance for foreign managers in everyday ethical matters.

⇒ **Paul D. Ellis** (Hong Kong Polytechnic University, Hong Kong) has published *The Essential Guide to Effect Sizes: Statistical Power, Meta-Analysis, and the Interpretation of Research Results* (Cambridge University Press, ISBN: 978-0521142465). Many researchers fail to distinguish between the statistical and substantive significance of their results. Yet the interpretation of substantive significance is essential if we are to conduct research that has real world relevance. This succinct and jargon-free introduction to effect sizes gives students and researchers the tools they need to help them interpret the results of their research. Using a class-tested approach that includes numerous examples and step-by-step exercises, it introduces and explains three of the most important issues relating to the substantive significance of research results: the reporting and interpretation of effect sizes (Part I), the analysis of statistical power (Part II), and the meta-analytic pooling of effect size estimates drawn from different studies

(Part III). The book concludes with a list of practical recommendations for those actively engaged in or currently preparing research projects.

⇒ **Ed Jankovic** (Fairfield University, USA) has published *Relationship Among Country Risk, Investor Expectations and Financial Variables in Central Europe* (Edwin Mellen Pr, ISBN: 978-0773413061). This work is a history of developing market finance and an examination of yield components in the focus countries of Central Europe. Transition economies are by definition changing, or in transition and the financial variables that explain the dynamics of those economies are also in constant flux. So this book is the attempt to illustrate current relationships among the factors that matter to policymakers in these countries so they can create a more profitable environment, attract more investment, and create a more stable economy. This book demonstrates that a mixed methods approach to research strengthens conclusions, admits a wider sphere of readers outside traditional research frameworks, and allows for inclusion of disciplines that often combine with international finance, such as politics, law, and international business.

⇒ **Vinay B. Kothari** (Stephen F. Austin State University, retired) has published a book entitled *Executive Greed* (Palgrave MacMillan, ISBN: 978-0203104013). This book examines the contribution of corporate CEOs and their top lieutenants toward business success and failure. The three most recent economic crises shed light on the reason for poor leadership performance: personal greed in pursuit of self enrichment and compensation maximization quickly – if necessary, unlawfully. There is a strong management tendency to focus on immediate sales increases and cost cutting while ignoring the development of long term corporate core competencies and competitive market strengths. To increase current profits, cash-flows and company's stock prices fast, the decision makers deemphasize investments in R&D, plant/equipment maintenance/modernization, human resource training/development, and other essential activities. Cost cutting measures become the driving force, resulting in deteriorating work conditions and product/service quality; they lead to disastrous relationships with labor, customers, suppliers and distributors. Lobbying, bribery and deception take precedence over ethics and effective competitive practices. There are worldwide examples of greed and reckless conduct – not unlike the BP oil spills. The book highlights the reality that a business firm

can fail because of its CEO but it cannot succeed without the productive and cooperative efforts across the firm and throughout its supply and distribution networks.

⇒ **Niina Nummela** (Turku School of Economics, Finland) has edited *International Growth of Small and Medium Enterprises* (Routledge, ISBN: 978-0415872706). The book provides a comprehensive overview of international growth of small and medium-sized enterprises from diverse points of view. It verifies that SMEs in all parts of the globe share similar characteristics, but they also differ significantly. New explanations emerge, such as ownership, steering of the company, or the negative consequences of international growth. It discusses how the changing external environment of SMEs pushes them to create innovative solutions in order to survive and succeed. This collection of new and international perspectives sheds much-needed light on how founders and management teams of SMEs can succeed in fostering the growth process, and what specific characteristics are instrumental in initiating and maintaining international growth. Being an edited volume of 37 researchers from 14 countries and four continents, it is also a demonstration of the power of the IB community.

⇒ **David Wesley** (Northeastern University, USA) and **Gloria Barczak** have published *Innovation and Marketing in the Video Game Industry* (Gower, ISBN: 978-0566091674), which identifies patterns that will help engineers, developers, and marketing executives to formulate better business strategies and successfully bring new products to market. Readers will also discover how some video game companies are challenging normal industry rules by using radical innovations to attract new customers. Finally, this revealing book sheds light on why some innovations have attracted legions of followers among populations that have never before been viewed as gamers, including parents and senior citizens and how video games have come to be used in a variety of socially beneficial ways. David Wesley and Gloria Barczak's comparison of product features, marketing strategies, and the supply chain will appeal to marketing professionals, business managers, and product design engineers in technology intensive industries, to government officials who are under increasing pressure to understand and regulate video games, and to anyone who wants to understand the inner workings of one of the most important industries to emerge in modern times.

New AIB Members

AIB welcomes the following 255 new members who joined our community between April 16, 2010 and July 1, 2010.



| | | | | |
|--------------------------|------------------------|-------------------------|----------------------------|--------------------------|
| Yazid Abubakar | Samson Ekanayake | Perttu Kähäri | Sanyo Moosa | Gerry Sanders |
| Emmanuel Adegbite | Sadok El Ghouli | Patricia Kanashiro | Walter F. Araujo De Moraes | Kirstin Scholten |
| Niklas Åkerman | Anbu Elangovan | Min-Ping Kang | Siqueira Moraes Neto | Charles Scott |
| Hiba Al-Ali | Omar Elkadi | Päivi Karhunen | Jaime A Morales Burgos | Fabian Sepulveda |
| Intekhab (Ian) Alam | Mikael Eriksson | Aseem Kaul | Michael Morris | Fernando Serra |
| Ritab Al-Khouri | Holger Ernst | Karolina Kazaryn | Romel Mostafa | Ahmad Shadid |
| Flávia de Magalhães | Natasha Evers | Mary Keating | Verena Mueller | Dharma Deo Sharma |
| Alvim | Ijeoma Ezeasor | Med Kechidi | Patrick Musimba | Hsia Sheng |
| Ahmad Arslan | Martin Feldkircher | James Kelley | Jordan Nassif Leonel | Yi-Tien Shih |
| Henrique de Azevedo | Maria E. Fernandes | EuiSin Kim | Miriam Nemoto Oishi | Akanni Razaq Shodeinde |
| Avila | Anna Maria Ferragina | Jisun Kim | Huu-thanh Tam Nguyen | Natacha Bertoia Silva |
| Yüksel Ayden | Linda Ferrell | Jonathan Kirkpatrick | Roli Nigam | Tanja Sinozic |
| Ádám Banai | O.C. Ferrell | Tanja Kontinen | Paul Nightingale | Angela Slaughter |
| Sourindra Banerjee | Natalia Fey | Arno Kourula | Miguel Nonaka | Peder (Veng) Sørberg |
| Livia Lopes Barakat | Caroline Flammer | Erica Piros Kovacs | Fergal O'Connor | Elvira Sojli |
| Elif Bascavusoglu-Moreau | Denise Fleck | Beatriz Kury | Tomoko Oikawa | Aneta Spilman |
| Anna Bengtson | Sergio Forte | Andrei Kuznetsov | Edith Olejnik | Nicole Spohr |
| Kirsimarja Blomqvist | Kirsten Foss | Olga Kuznetsova | Brigitte Renata Oliveira | Steve Spruth |
| Evandro Bocatto | Nicolai Foss | Sven M. Laudien | Xavier Ordenana | Nate Staheli |
| Beatriz Braga | Suzu Fox | Nantawut Leeamornsiri | Edward Osborn | Eva Stal |
| C. Bunchapattanasakda | Darcy Fudge Kamal | Francisco Lemos | Louis Osemeke | Loren Stangl |
| John Buschman | Charles Funk | Michael Levas | Sarah Otner | Alla Sterligova |
| Sandra Campos | Wagner Furtado Veloso | Xiaoying Li | Henrique Pacheco | Gillian Sullivan Mort |
| Arnaldo Camuffo | Simone Galina | Yao Li | Andrei Panibratov | Mary Sully de Luque |
| Carol Carter | Marco Galvagno | Vivien Lim | Sanjay Patnaik | Eva Szalvai |
| Antonio Carvalho Neto | Sherman Wesley Garnett | Dong Liu | Leroy Paul | Thompson Teo |
| Heng-Yu Chang | Mark Gavin | Shuangjiang Liu | Elisabeth Paulet | Renata Trinca Colonel |
| Yi-Chieh Chang | Alan Geare | Anna Ljung | Catherine Pereira | Mark Tulley |
| Sankalp Chaturvedi | José Geleilate | Margot Loewenberg | Eloisa Perez | Alessandra Vecchi |
| Charles Chen | Antonio Gelis Filho | Leif Lundmark | Lorena Perez-Floriano | Claudia Vieira |
| Andrea Cherman | Beena George | John MacDuffie | Andrew Persaud | Cosmina Lelia Voinea |
| Abdulrahman Chikhouni | Brett Anitra Gilbert | T. Diana Macedo-Soares | Sebastien Picard | Metin Onal Vural |
| Imran Chowdhury | Elisa Giuliani | Andre Machado | Carlo Pietrobelli | I-Chen (Kim) Wang |
| Shamsud Chowdhury | Markus Goelz | Louise Machado | Rosanna Pittiglio | Nathan Washburn |
| Wujin Chu | Banu Goktan | Charles Malgwi | Cornelia Pop | Jennifer Weidinger |
| Sung-Chang Chun | Dayse Gomes | Filipe Mandlate | Lynn Pyun | Vicki Wetherell |
| Joshua Cieslewicz | Yundan Gong | Gillian Martin | Johanna Raitis | Kim A. Wilcox |
| Kim Clark | Yundun Gong | Marieke Martin | Indu Ramachandran | James Williams |
| Carolina Costa | Ana Guedes | Gilmar Masiero | Nora Ramadan | Viviane Winkler |
| Sherban Leonardo | Xia Han | Diego Rafael Mazzoccone | Sangeeta Ray | Shubin Wu |
| Cretoiu | Katsumasa Hayashi | Michael McDaniel | James Redmond | Xianming Wu |
| Mike Crone | Jannett Highfill | Mark McGovern | Filippo Reganati | Gang Xiao |
| Craig Cruz | Nathan Hiller | Derrick McIver | Germano Reis | Ricardo Yugue |
| Reynaldo Cunha | Chan Hsiao | Dmitri Melkumov | Jeffrey M. Riedinger | Aks Zaheer |
| Giorgia Maria | Yujia Huang | Emmanuel Metais | Hein Roelfsema | Maria T. Zauli Conceição |
| D'Allura | Kathryn Hughes | Mursali Milanzi | Nina Rosenbusch | Hanko Zeitzmann |
| Brynn Deprey | Magnus Hultman | Janice Miller | José Luiz Rossi Junior | Jie Zhang |
| Mayank Dhaundiyal | Sampun Hunpayon | Won Kyung Min | Hernan 'Banjo' Roxas | Xiaolan Zheng |
| William Duperon | Leila Hurmerinta | Dana Minbaeva | Elzotbek Rustambekov | Geovana Zoccal |
| P. Christopher Earley | Haniff Jedin | Cesar Minervino | Walid Saffar | |
| Fiona Edgar | Karina Jensen | Luciano Minghini | Yuka Sakurai | |
| Dirk Ehnts | Zhan Jiang | Norizan Mohd Kassim | Viviane Salazar | |
| | Anna John | Plinio Monteiro | | |
| | Juthathip Jongwanich | | | |

AIB Chapters Event Calendar

AIB US Northeast Chapter Meeting

September 30-October 2, 2010

Hamden, Connecticut, USA

AIB US-Southeast Chapter Meeting

October 27-29, 2010

St. Pete Beach, Florida, USA

AIB Australia-New Zealand Chapter Symposium

November 8, 2010

Adelaide, Australia

AIB Southeast Asia Chapter Meeting

December 2-4, 2010

Ho Chi Minh City, Vietnam

AIB Middle East-North Africa Chapter Meeting

December 10-12, 2010

Dubai, United Arab Emirates

For up-to-date list of chapter events and information about these events, please visit <http://aib.msu.edu/events/chaptermeet.asp>

eduniversal

For a worldwide vision of education

The worldwide leading ranking and rating agency in Higher Education since 1994

Eduniversal is:

- ✓ The only tool that confers a **universal vision of the world of education** and puts forward a synthesis of the existing information and rankings.
- ✓ An **Official Selection of 1,000 Best Business Schools Worldwide** associated to the **Dean's vote** and extended to 153 countries, covering more than 97% of the world population.
- ✓ The **International Scientific Committee** composed of 9 experts, each recognized both in their academic zone of influence and internationally.
- ✓ A **primary search engine** for the global students who seek for the best Institution and the best academic program they would like to enroll on international or national level.



Meet us at the 3rd Eduniversal World Convention

The Annual meeting of the Best Business Schools Worldwide

October 28-30, 2010, Prague, Czech Republic

Hosted by University of Economics, Prague

Learn more about EDUNIVERSAL at:

<http://convention.eduniversal.info>

Contact: Lyuba GANGULY, lyuba.ganguly@eduniversal.com,

Phone: +33 6 74 34 10 17

www.eduniversal.com

Our theme:

EDUCATION

Our strength:

UNIVERSALITY

Our mission:

Establish the **INFORMATION**

Platform for three main

stakeholders:

Schools-Students-Companies

The French Expertise:

☑ **Ranking SMBG of the Best French Bachelors;**

☑ **Ranking SMBG of the Best French Masters and MBA.**

The International Expertise:

☑ **1st Ranking of the Best 1,000 Business Schools worldwide;**

☑ **1st Ranking of the Best Masters and MBA for 28 majors in 9 geographical zones**

Join our LinkedIn Group and share your point of view

Eduniversal North America: Join us at NAFSA 2011 in Vancouver

35% discount exclusive for AIB members

New Challenges for International Business Research

Back to the Future

The late **John H. Dunning OBE**, formerly of the University of Reading, UK and Rutgers, The State University of New Jersey, Newark, US

'Throughout his career, John Dunning was an innovator and a deep and practical thinker on international business. This collection of his later work is no exception to the excellence of his contribution to the field of international business. John was constantly looking for new challenges in his research and these contributions once more move the field forward. international business has lost a major thinker, but we can be consoled by the continuing excellence of John Dunning's contributions.'

– Peter J Buckley, University of Leeds, UK and University of International Business and Economics, Beijing, China

'John Dunning has been one of those rare scholars who are not only an expert on their topic, but integrate a wide range of contemporary scholarship to provide an eclectic perspective of the field as a whole. This book brings together some of his most significant contributions over the past decade. Extending his well known work on the theory of the MNE, he is exploring the role of institutions in shaping MNE activity, and the moral foundations of capitalism.'

– Klaus Meyer, University of Bath, UK

'This book consists of 15 essays written by John Dunning in the first ten years of this century. Like his earlier writings, these always provide insights and pertinent analysis to take forward the basic conversation of the field of international business. Indeed, Dunning takes us "back to the future" with this, his final, book.'

– Alan M. Rugman, University of Reading, UK

In this final collection of his essays, John Dunning looks back on more than 40 years of research in International Business (IB), whilst at the same time considering possibilities for the future.

This book includes fifteen updated chapters, many of which have not been widely accessible to the IB community until now. It provides a fascinating insight into the evolution of Professor Dunning's thinking on some of the most important issues in the contemporary global economy, from the role of institutions in development to the moral challenges of global capitalism. Including some personal reflections, this compelling collection provides a unique perspective on the intellectual contribution from one of the field's greatest scholars.

This insightful book will appeal to and inspire scholars and advanced students in international business and related disciplines who are interested in the latest thinking of one of the leading figures in the field.

Oct 2010 c 464 pp Hardback 978 1 84844 832 2 c£110.00 / \$190.00
DISCOUNT PRICE c £55.00 / c \$95.00 + p&p



To order at 35% discount, visit www.e-elgar.com quoting 'AIB35', or contact us at the addresses below

North/South America

Edward Elgar Publishing Inc.
PO Box 574, Williston,
VT 05495-0575 US
Tel: (800) 390-3149
Fax: (802) 864-7626
eep.orders@AIDCVT.com
www.e-elgar.com

UK and rest of World

Marston Book Services Ltd
PO Box 269, Abingdon, Oxon
OX14 4YN UK
Tel: +44 1235 465500
Fax: +44 1235 465555
direct.order@marston.co.uk
www.marston.co.uk

Please quote 'AIB35' when ordering.
Please provide full delivery address,
credit card details or request
a proforma invoice.

Valid until 31st January 2011

For your free
catalogues email:
info@e-elgar.co.uk



EDWARD ELGAR
Publishing
www.e-elgar.com

For further information, contact:

The Sales and Marketing Department • Edward Elgar Publishing Limited
The Lyptatts • 15 Lansdown Road • Cheltenham • Glos • GL50 2JA • UK
Tel: +44 1242 226934 • Fax: +44 1242 262111
info@e-elgar.co.uk • www.e-elgar.com