



Susan Feinberg  
 Program Chair, AIB 2012 Annual Meeting

Dear AIB Members,

The 2012 Washington, DC, conference is going to be great! We are putting together an interesting and diverse program that features unprecedented participation from practitioners in the business community, from governments and from NGOs. We're looking forward to generating some stimulating and thought-provoking discussions and to creating exciting opportunities for networking.

We received more than 1100 submissions this year, including manuscripts and panels by authors from 67 countries. Submissions were spread across 11 regular tracks and two special tracks. While impossible to highlight all interesting conference activities here, I would like to call your attention to the following special events:

- **Junior Faculty Consortium**, chaired by John Mezas, Saturday, June 30.
- **Doctoral Student Consortium**, chaired by Sumit Kundu, Saturday, June 30.
- **JIBS Paper Development Workshop**, Saturday, June 30. The Ninth Annual JIBS PDW is coordinated by Petra Christmann and John Cantwell. Its purpose is to provide junior scholars with developmental feedback on their current research projects in international business studies. It is the most extensive outreach initiative of JIBS in collaboration with AIB.
- **"DC Panels"** – DC Deans and Joint AIB-IMD Ambassadors Panel. In two separate "DC panels," Deans from several DC-Area business schools will meet to discuss IB

research and a panel of DC-based Ambassadors will share their thoughts on the importance of institutions and good governance in their home countries. I would like to thank Jennifer Spencer, Liesl Riddle and the IB group at George Washington University for taking the time to organize the Ambassadors Panel.

- **JIBS Decade Award session.** The winner for this year's JIBS Decade Award is Keith Brouters for his 2001 JIBS article: "Institutional, cultural and transaction cost influences on entry mode choice and performance." This session, tentatively scheduled for July 3rd, is dedicated to honoring Keith's work, and the commentators for this session are: Xavier Martin and Myles Shaver.
- **Farmer Dissertation Session.** This session includes presentations by the finalists for the Richard N. Farmer Best Dissertation Award. This year's selection committee is chaired by Mike Peng.
- **Three WAIB sponsored panels** including: "Diversity, East and West: A Profit and Non-profit Perspective of Women in International Business," "Women Starting and Leading Businesses in Adverse Conditions," and "Government Role in Promoting International Business: Maintaining Good Business-Government Relationships."

My sincere thanks to all track chairs (Preet Aulakh, David Berg, Harry Bowen, Charles Dhanaraj, Nigel Driffield, Arie Lewin, Patricia McDougall, Ram Mudambi,

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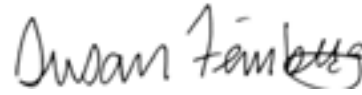
*Continued from page 1*

Anu Phene, Saeed Samiee, Jaeyong Song, Laszlo Tihanyi, Dave Thomas, Paul Vaaler and Bennet Zelner) as well as all authors and reviewers for their hard work in putting together such a high quality conference program.

I will be in touch over the course of the next few months with more details about the conference as well as DC travel information, restaurant recommendations, and other ideas. First idea: think about staying in DC to see the 4th of July

fireworks and concert on the National Mall. It's a terrific event!

I look forward to a wonderful meeting in Washington, DC.



Program Chair, AIB 2012

Vice-President, Academy of International Business

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## **AIB 2012-2014 Executive Board Election Results**

The officers elected for the 2012-2014 Executive Board are as follows:



President  
**Robert Grosse**  
*George Mason University*



Vice President  
for 2013 Meeting  
**Patricia McDougall**  
*Indiana University*



Vice President  
for 2014 Meeting  
**Klaus Meyer**  
*China Europe International  
Business School*



Vice President  
for Administration  
**Elizabeth Rose**  
*Aalto University School  
of Economics*

These newly elected officers will join Mary Ann Von Glinow (as Immediate Past President) and Tomas Hult (as Executive Director) to make up the 2012-2014 Executive Board. The new board will serve from August 1, 2012, to July 31, 2014.



## Meeting Venue

The AIB 2012 meeting will take place at the Ronald Reagan Building on historic Pennsylvania Avenue in the heart of Washington, DC.

The venue is less than a 10 minute walk (6 blocks) from the conference hotel. Both the hotel (Metro Center station) and the venue (Federal Triangle Station) are directly on the Blue and Orange Metro Lines (one stop from the hotel to the metro), and both facilities provide direct access to the metro station from within their buildings.

**IMPORTANT:** Please note that the Ronald Reagan Building is a U.S. government facility. As you enter, you will be asked to pass through metal detectors and show a picture ID. It is critical that you carry your picture ID (drivers license or passport) with you during the conference period.

## Lodging Grand Hyatt Washington

Centrally located in trendy Penn Quarter—with convenient in-lobby Metro Center access—this downtown Washington, DC, hotel is an ideal spot to explore the nation's capital. The hotel includes stylish guestrooms, multiple dining venues, a full service business center, and a fitness center. You can sit and relax by the lagoon in its lovely 12-story atrium, or sip a coffee at the Starbucks at lobby level. Wireless high-speed Internet access is available also in the rooms, for a charge.



## Rooms and Prices

To qualify for the discounted rates for our conference, you must identify yourself as a member of the Academy of International Business Annual Conference. You must reserve your room by May 26, 2012, to receive the special rates below. Please note that the number of rooms at this rate are limited, and are available only on a first-come-first-served basis.

The rates listed are for either two double bed or one king bed rooms. Children aged 18 years or younger can stay for free of charge in their parents' rooms. Please note that the room rates below do not include the 14.5 percent room tax.

- Single Occupancy — USD 219
- Double Occupancy — USD 219
- Triple Occupancy — USD 244
- Quadruple Occupancy — USD 269
- Additional Rooms — The hotel also includes Grand Club rooms and suites, but these cannot be reserved through the centralized reservation system. Please contact the hotel directly, identifying yourself a member of the Academy of International Business Annual Conference, to inquire about the availability of these additional room options and their pricing.

Please visit <http://aib.msu.edu/events/2012/Lodging.asp> for additional information.

# Air Travel Discounts for the 2012 Meeting

The Star Alliance™ is pleased to be appointed as the Official Airline Network for the 2012 Academy of International Business Annual Meeting in Washington, DC.



With this agreement, conference delegates receive a special discount when flying with any participating Star Alliance airline by providing the **Event Code: UA06S12** when making reservations.

Please visit <http://aib.msu.edu/events/2012/AirTravelDiscounts.asp> for additional details on the participating carriers and applicable discounts.

# SuperShuttle Discounts for the 2012 Meeting

Make your reservations using AIB's discount code **AIB12**. Academy of International Business Attendees can use the code to get a set of discounts with either SuperShuttle or ExecuCar by calling the reservation agents at 1-800-BLUE-VAN(258-3826) or reserving via the convention's group page at <http://groups.supershuttle.com/aib12.html>



The promotional code is only valid for delegates attending the AIB 2012 annual meeting and any accompanying companions.

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, Michigan State University, Eppley Center, 645 N Shaw Ln Rm 7, East Lansing, MI 48824-1121 USA. Tel: +1-517-432-1452 Fax: +1-517-432-1009 • Email: [aib@aib.msu.edu](mailto:aib@aib.msu.edu) • <http://aib.msu.edu>

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Ilan Alon  
Rollins College

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Managing Director

Irem Kiyak  
Treasurer

Meg Quine  
Office/Editorial Assistant



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# WAIB Helping Hands Awards

The Women in the Academy of International Business (WAIB) are pleased to announce the availability of a number of WAIB Helping Hands Awards to aid:

1. **Women full-time faculty members** who have an accepted paper for presentation at the 2012 AIB Conference and meet the AIB qualifications of “Low-Income Status” (annual income of less than US\$25,000).
2. **Women full-time Ph.D. students/candidates** who are the **first** author of an accepted paper for presentation at the 2012 AIB Conference. In addition, the applicant has to provide a statement detailing the need for funding.

Current AIB members as well as those who are not current members of AIB are eligible to apply. To be eligible for this award, the paper must be submitted to and be accepted for presentation at the 2012 AIB Conference in Washington, DC.

These funds are made possible by the generosity of WAIB members and non-members. More information on WAIB and the WAIB Helping Hands campaign can be found at the WAIB website at <http://kelley.iu.edu/waib/>.

Each award will:

1. Provide the registration fee to attend the 2012 AIB Conference in Washington, DC.
2. Provide the AIB membership due for one year.

Applications for the WAIB Helping Hands Award will be accepted through the following process:

1. Fill out the WAIB Helping Hands Award application form (posted at the WAIB website at: <http://kelley.iu.edu/waib/>) in its entirety.
2. Fill out a copy of the AIB registration form (do not pay the registration fee and the membership due to AIB, as WAIB will pay the awardee’s registration fee and membership due directly to AIB).
3. Mail, fax, or e-mail the above two items to Dr. Joan Mileski, WAIB President.

The deadline for applications is **April 30, 2012**. Please go to the WAIB website for the application form.

Postal Mailing Address:

Dr. Joan P. Mileski  
Associate Professor  
Department of Maritime Administration  
Texas A & M University at Galveston  
200 Seawolf Parkway  
Galveston, TX 77553  
Email: [mileskij@tamug.edu](mailto:mileskij@tamug.edu)  
Fax: +1-409-741-4014

## Adopt-a-Library

Our gratitude goes out to the following members for their generosity in supporting the Adopt-a-Library program in the 2011 calendar year:

### Institutional Benefactor

Madhuri and Jagdish N. Sheth Foundation

### Full Benefactors – gifts of \$100 and above

Nakiye A. Boyacigiller  
Masahiro Imao  
Masaaki Kotabe  
Mary Ann Von Glinow

### Associate Benefactors – gifts of \$50 to \$99

Lorraine Eden  
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### Assistant Benefactors – gifts of up to \$49

Frank Beltre	Matthew Mitchell
Natalia Chiryayeva	Nila Nuzula
Andrew Finger	Minako Ogita
Anders Fransson	Anupama Phene
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Andrew C. Gross	John Alan Rushing
Yen-Chen Ho	Marco Antonio Sampaio
Hideo Hohgi	Jesus
Mark Jelavich	Neusa Santos
Kathryn King-Metters	Fernando Serra
Eric Lind	Li Shen
Marjorie A. Lyles	

The Adopt-a-Library program was initiated by the AIB Fellows to help libraries around the world that could not otherwise afford to subscribe to JIBS. Donations to the Adopt-a-Library program can be made during AIB membership renewal or annual conference registration processes, or may be sent separately to the AIB Secretariat.

## AIB Foundation

Our gratitude goes out to the following members for their generosity in supporting the AIB Foundation and its activities in the 2011 calendar year:

### Full Benefactors – gifts of \$100 and more

Nakiye A. Boyacigiller  
Masahiro Imao  
Noritake Kobayashi  
Masaaki Kotabe  
Somnath Lahiri  
Lei Li  
Klaus E. Meyer  
Motofusa Murayama  
Angela Mwendu Musimba  
Saeed Samiee  
David C. Thomas  
Mary Ann Von Glinow

### Associate Benefactors – gifts of \$50 to \$99

Frederick D.S. Choi  
Giuseppe Liberatore  
Joan P. Mileski  
Kwadwo Ofori-Brobby  
Lee Radebaugh  
Taco Reus  
Margaret A. Shaffer

### Assistant Benefactors – gifts of up to \$49

Frank Beltre	Nila Nuzula
Jean J. Boddewyn	Minako Ogita
Natalia Chiryayeva	Ellie Okada
Johannes W. de Jager	Malika Richards
Randall Donohue	John Alan Rushing
Anders Fransson	Marco Antonio Sampaio
Takeshi Fujisawa	Jesus
Simona Gentile-Lüdecke	Neusa Santos
Ian Gladding	Fernando Serra
Hideo Hohgi	Li Shen
Kathryn King-Metters	Margaret A. Shaffer
Kunal Kamal Kumar	Jakarin Srimoon
Eric Lind	Stephen Bruce Tallman
Matthew Mitchell	Rehan ul-Haq
Susan Mudambi	M. Raquib Zaman

The AIB Foundation is a charitable organization that funds projects which aim to advance the cause of international business. Under the Foundation's charter, these funds may be used for a wide variety of purposes: student scholarships, faculty fellowships, research grants, travel grants, doctoral dissertation grants, and publications subsidies. Donations to the AIB Foundation can be made during AIB membership renewal or annual conference registration processes, or may be sent separately to the AIB Secretariat.

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# Institutional Members

We thank the following organizations for their support of the Academy of International Business through an institutional membership for the 2011 calendar year:

Aalto University School of Economics	Peking University, China
Cologne University of Applied Sciences, Germany	Rosario University, Colombia
Dongbei University of Finance and Economics, China	St. Mary's University, USA
Duke University CIBER, USA	Sukhothai Thammathirat Open University, Thailand
Florida International University, USA	Temple University, USA
George Washington University, USA	Universidad de la Sabana, Colombia
Georgia State University, USA	Universidad Eafit, Colombia
GITAM Institute of International Business, India	Universidad Iberoamericana, Dominican Republic
Indiana University, USA	University of Auckland, New Zealand
Michigan State University, USA	University of San Francisco, USA
Ming Chuan University, Taiwan	University of South Carolina, USA
National University of Ireland, Galway	York University, Canada

AIB invites other organizations to become institutional members. For more information about institutional membership and its benefits, please visit <http://aib.msu.edu/membership/>.

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## American Society for Competitiveness (ASC) 23<sup>rd</sup> Annual Conference

### Economic Dynamism and the New Global Business Paradigm

OCTOBER 25-27, 2012

Washington D.C. area

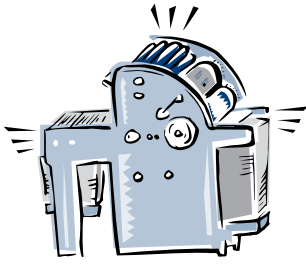
#### The 23rd Annual ASC Conference is an excellent opportunity for you to:

- Interact with scholars, business leaders, and government leaders from all over the world
- Discuss research findings and current practices pertaining to the various facets and sources of competitiveness
- Present your paper in a very congenial and professional conference environment
- *Publish your article in peer-reviewed Cabell's listed journals*

**Completed articles, works-in-progress, abstracts, and panel discussion topics** focusing on, but not limited to, the following areas are sought: **traditional areas such as** international trade and finance, human resource management, information technology, marketing, etc. as well as areas of current interest such as Knowledge-Based Firm and Society, Privatization and Market Change, Global Competition, Corporate Responsibility and Global Compact, Corporate Governance, Supply Chain Management, Social Networking & Competing in Dynamic Global Industries.

All competitive papers will be published in the Society's Annual Research Volume—Competition Forum (listed in the Cabell's Directory and on several online databases including EBSCO). At least one author is required to attend the conference. Highly competitive papers are invited for publication in one of the following journals—Advances in Competitiveness Research and Competitiveness Review. The deadline for the receipt of submissions is **June 18, 2012**. To facilitate the blind peer review process, the first page should include: Title of submission, authors' name(s), institutional affiliation(s), e-mail address, phone and fax numbers. The second page should repeat the paper title but should contain no information that would identify the author or the institution. Publication style guidelines of the APA should be used. Please send four copies of the submission (or one copy by e-mail) to:

Prashanth N. Bharadwaj, Academic Program Chair  
American Society for Competitiveness, 664 Pratt Drive, Indiana, PA 15705  
E-mail: [pnb@iup.edu](mailto:pnb@iup.edu) ([www.eberly.iup.edu/asc](http://www.eberly.iup.edu/asc)) Phone: 724-357-4880 Fax: 724-357-5743



## Just off the Press

- ⇒ **Herman Aguinis** (Indiana University, USA) published the third edition of his book titled *Performance Management* (Pearson, ISBN: 978-0132556385). This book is about how to design and implement successful performance management systems that align individual, team, and organizational goals. Drawing on theories originating in human resource management, strategic management, cross-cultural psychology, and organizational behavior, among others, the book addresses both domestic and global performance management systems. Rather than having separate chapter(s), the book integrates international issues throughout. Among many topics particularly relevant for international business, the book describes the pervasiveness of performance management systems around the world and in specific regions (e.g., Asia, Latin America, Europe) and countries (e.g., Barbados, China, Korea, Brazil, India, Australia, Ghana, Eritrea, Taiwan), the importance and benefits of providing effective feedback regardless of the nationality or cultural background of employees, and the importance and benefits of establishing coaching relationships based on trust, among others.
- ⇒ **Ilan Alon** (Rollins College, USA), **Donata Vianelli** (Università degli Studi di Trieste, Italy) and Eugene Jaffe have co-authored *Global Marketing: Contemporary Theory, Practice, and Cases* (McGraw-Hill, ISBN: 978-0078029279). It is a “truly global” textbook written by three authors who not only live in different areas of the world, the United States, Europe and Israel, but also have extensive international teaching and consulting experiences.
- ⇒ **Chris Brewster** (University of Reading, United Kingdom) and **Wolfgang Mayrhofer** (WU Vienna, Austria) have published *A Hand-*
- book of Research into Comparative Human Resource Management* (Edward Elgar, ISBN: 978-1847207265). This is the first book dedicated to the subject of comparative HRM and brings together over 60 outstanding scholars from all corners of the world to examine the concepts and the issues raised by such an approach to HRM and then explores the way that the topic is viewed in all the different regions of the world.
- ⇒ **Deborah E. De Lange** (Memorial University, Canada) has published *Cliques and Capitalism: A Modern Networked Theory of the Firm* (Palgrave Macmillan, ISBN: 978-0230114548). The author suggests a new contextually linked building block model to develop theories of the firm in the field of strategy and organizations. Using this approach, she proposes two models: one that is a realistic American version and another that is a futuristic sustainable model. Both are new networked models that integrate current theories; a review of international corporate governance supports the sustainable firm that solves problems of the current one. Through a revised theoretical lens, the book answers a provocative question surrounding modern corporate America: Who wields the power? In this investigative look at the institutional mechanisms behind who is truly running the show, *Cliques and Capitalism* seeks to not only explain why the current corporate system fails to function well, but also offers solutions for improved corporate governance through a new sustainable model.
- ⇒ **Betty Jane Punnett** (University of West Indies, Barbados) has published *Management: A Developing Country Perspective* (Routledge, ISBN: 978-0415590693). The global business world appears to be changing and there is an ever greater focus on developing countries. This change in the international business



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environment is not reflected in the range of management textbooks currently available, as most are written from a developed country perspective. This book introduces and assesses the typical theories and management approaches that are popular in developed countries, from the perspective of managers in developing countries. A wide variety of countries, with many different environments and cultures are explored and the book covers key concepts, such as economic development; planning and strategic management; operations management; HRM; leadership. With the added benefit of various pedagogical features and supplementary web materials, students taking classes requiring an understanding of management concepts will find this book adds serious value. It could be used as core reading for a range of classes, including international business, management, development studies and managing in a developing country.

⇒ **Karl P. Sauvant** (Columbia University, USA) has edited the *Yearbook on International Investment Law and Policy 2010-2011* (Oxford University Press, ISBN: 978-0199812356). The Investment Yearbook is an annual, peer-reviewed publication, now in its third edition. It addresses current developments and salient trends in international investment law and policy. The present volume includes a Symposium on the new EU competence over investment, as well as chapters addressing such central issues as essential security clauses, climate change law, land acquisitions, State-controlled entities, and third-party funding, while examining the importance and relevance of dispute settlement within the current regime. It concludes with a debate on quantitative methods in research in international investment law. The table of contents is available at [www.vcc.columbia.edu/yearbook](http://www.vcc.columbia.edu/yearbook).

⇒ **Brenda Sternquist** (Michigan State University, USA) has published *Retail Strategic Internationalization (SIRE2) Theory and Cases* (Brenda Sternquist Consulting, ISBN: 978-0982726006). Who, what, where and why retailers internationalize is the theme of this book. The SIRE2 model is presented

complete with propositions to predict international expansion for two types of retailers, global versus multinational. Global retailers internationalize using a standard format that they replicate wherever they go. Multinational retailers change their offering, adapting to different cultures and economies. Eighteen detailed cases are presented outlining retailers' international expansion strategy. Cases include Amazon.com, Blockbuster, Carrefour, Casino, Costco Wholesale, Foot Locker, Gap, Kingfisher, Metro, Office Depot, Pinaulat-Printemps-Redoute, Seven and I, Shoprite Holdings, Starbucks Coffee, Tesco, Toys R Us, Uniglo and Wal-Mart. Read their story and learn their strategy.

⇒ **Brenda Sternquist** (Michigan State University, USA) has published *International Retailing Theory and Research* (Brenda Sternquist Consulting, ISBN: 978-0982726013). Theories that explain who, what, where and why retailers internationalize is the theme of this book. Sternquist's new Strategic International Retail Expansion Model SIRE3 model is presented complete with propositions to predict international expansion for two types of retailers, global versus multinational. Global retailers internationalize using a standard format that they replicate wherever they go. Multinational retailers change their offering, adapting to different cultures and economies. Eleven chapters are presented outlining theories to explain various elements of retailers' international expansion. Chapters cover entry mode, global retailers' use of network advantages, born global retailers' internationalization, private label influences on internationalization, corporate branding and entry mode, longevity of international joint ventures and a special industry application of internationalization of hospitals.



## Members on the Move

⇒ **Harry G. Harris** (Ph.D., Harvard University), President of HealthCare California, was invited by the U.S. Department of State to participate in its Public Diplomacy Program. In November 2011, Harry traveled to Malaysia for programs in Kuala Lumpur, Putrajaya, Johor Bahru and Penang. At these venues, he presented a series of speeches, lectures and seminars on current entrepreneurship issues and entrepreneurial networking opportunities. Harry addressed these subjects at private and public sector enterprises, government ministries and universities. The prime focus of the Public Diplomacy Program is to create educational and business partnerships between the United States and foreign nations.

*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 honor, to: [newsletter@aib.msu.edu](mailto:newsletter@aib.msu.edu). Please limit your announcement to 150 words and identify the name of the section it is intended for in the subject line of your email.*



## AIB Fellow Peter Buckley honored with OBE

AIB Fellow and past President Peter Buckley was honored with the “Officer of the Most Excellent Order of the British Empire” (OBE) for his service in higher education, international business and research. Peter J. Buckley is Professor of International Business, Director of Centre of International Business, University of Leeds.

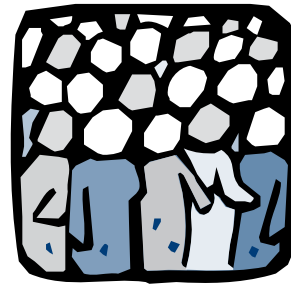
Congratulations, Peter, on such a great honor!

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# New AIB Members

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AIB welcomes the following 177 new members who joined our community between November 16, 2011, and February 29, 2012.



Ahmed Abdel-Maksoud	Aarti Deveshwar	Anoma Kulathunga	Milena Ratajczak-Mrozek
Jaya Abraham	Majid Eghbali-Zarch	Richard Laferriere	Kevin Rawls
Elif Oznur Acar	Mohamed El Filali	Li-Huei Lan	Fernanda Ribeiro
Kweku Adams	Amany ELAnshasy	Febbry Lasgon	Ketkamol Sakolvieng
Djoko Adi Walujo	Reem ElMasry	Marina Latukha	Nabeel Sawalha
Vikram Ahuja	Rafael Espinosa Ramirez	Keum Bong Lee	Florian Schloderer
Manzoom Akhter	Yi Fan	Yueh Hua Lee	Maimako Seddi Sebastian
Fatima Al Ali	Anton Fenik	Chiaw Bu Lim	Don Sexton
Maryam Al Ali	Siu Fong Isabel Fu	Ying Liu	Shahazadi Begum Shaik
Maha Al Hameli	Susan Furness	Chan Lu	Li Shen
Nehal Khalil Al Sayegh	Bernard Gan	Vladislav Maksimov	Endang Siswati
Jawaher Al Yafei	Christopher E C Gan	Shingairai Masango	Agnieszka Skuza
Yochanan Altman	Olga Garcia	Lawrence Monteilh	Marketa Sonkova
Loukas Anninos	Iuri Gavronski	Terence Motsi	Karina Sopp
Antonio Arches	Henry Gibbs	Kudzai Mukumbi	Michal Staszkw
Nuruzzaman Arsyad	Benjamin Gifford	Anup Nandialath	Josephine Stomp
Yoel Asseraf	Frank Gogoll	Vijaya Narapareddy	Huentli Y. Suarez Espinosa
Bushra Awadh	Luiz Gullaci	Santhosh Narayanan	Qazi Sharmin Sultana
Michael Baker	Rui Han	Nathan Neale	Karen Sofie Synnes
Luis Manuel Baquero-Rosas	Peter Helles	Nipa Niruttikul	Lionel Thibaud
Scott Barnette	William Herdman	Helenka Nolan	Piotr Trapczynski
Lydia Barza	Hidetada Higashi	William Obrien	Omar Trimeche
Dynah A. Basuil	Abhijith Holehonnur	Kelechikwu E. Oguejiofor	Varun Chaturbhuj
Salama Bayak	Wilfred How	Orlando Ojeda	Tripathi A. Valadkhani
Rabia Bayer	Hsu-Wei Hsu	David Okafor	Wolfgang Veit
Maria Bejan	Shu-Mei Hsu	Tolga Omay	Roger Volkema
Hana Benesova	Chiung-Hui Huang	Brandon Chee Siang Ooi	Mohti Wahbeeah
Gloria Cecilia Berrio Perez	Gueihua Huang	Daniel Ostergaard	Hsin Wei Wang
Edward Beshara	Xueli Huang	Gul Berna Ozcan	Jianfeng Wang
Mary Rose Blancaflor	Shilpa Iyanna	Byung Il Park	Lingling Wang
Yury Boshyk	Fauzia Jabeen	Oliver Parts	Rui Wang
Gary Bowman	Alexander Jais	Liang Peng	Yangwen Mandy Wang
Sabine Bruggeman	Eva J B Joergensen	Iren Perihan	Zhennan Wang
Cyntia Calixto	Hurel Johnson	Evelina Pilsutskyte	Clas Wihlborg
Benedetta Cappellini	Yousra Kaddoura	Mohan P. Pokharel	Stephen Wilkins
Yanto Chandra	Jeffrey Kappen	Chanthika Pornpitakpan	Christian Winnewisser
Kun-Shiang Chen	Tatsuya Karasawa	Herve Queneau	Macy Mei Chi Wong
Hui-Wen Cheng	Cemsit (Jim) Kayalar	Majdi Quttainah	Young Soo Yang
Kooseong Cheong	Ching-Ching Ke	Helwa Racha Khalil	Ying Ying
Chao-Cheng Chung	Dawn Keig	Muhammad Rafles	Mina Wai Man Yip
Mine Cinar	Manal Kelig	Kaleem Rahman	Yoona Youm
Marc Cohen	Falak Khan	Surasvadee Rajkulchai	Miao Yu
Zhiyu Cui	John Knight	Seetharama Raju	Dahlia Zawawi
Luis E. Davila	Murat Koyuncu	Juan B. Ramada Sarasola	Alexander Zehnder

# 2012 AIB Annual Meeting Registration Form Washington D.C., USA

**Please mark the appropriate box(es)  
Print or type all information clearly**

- Registration for AIB 2012 Annual Meeting
- Purchase of guest event tickets
- Application for new membership in AIB
- Renewal of current membership
- Update of contact information (for current member)
- Add your name to WAIB (Women in the AIB)

Family (or Last) Name	Member ID#
First Name (for name tag)	Middle Initial
Address Line 1	
Address Line 2	
City	State
Postal Code	Country
Telephone	Fax
E-mail	Personal web page
Position/Title	Organization
Arrival Date	Arrival Time
Departure Date	Departure Time
I wish to opt-out of the print version of: <input type="checkbox"/> JIBS <input type="checkbox"/> AIB Newsletter/Insights	

Please make checks payable to the Academy of International Business (Federal Employer ID: #23-7442958). All checks must have micro-encoded banking information, including ABA routing number at the bottom of the check, a US bank address, and have the US dollar amount imprinted on them. All checks and international money orders must be denominated in US dollars.

**REFUND POLICY** for cancellation:

100% prior to May 15, 2012 (less \$20 cancellation fee)  
50% prior to June 15, 2012

Return this form (or a copy) with your payment to ensure proper recording of your registration.

**MAIL:** Academy of International Business  
G. Tomas M. Hult, Executive Director  
Michigan State University  
Eppley Center  
645 N Shaw Ln Rm 7  
East Lansing, MI 48824 USA

**FAX:** +1 (517) 432-1009  
or register online at <http://aib.msu.edu/>

**REGISTRATION FEES**

Includes access to all sessions, coffee breaks and light lunches every day, Presidential Reception and Gala Event.

- AIB MEETING REGISTRATION FEE**      **US\$** \_\_\_\_\_
- Regular AIB member registration - \$425
  - Student AIB member registration - \$200
  - Low-income AIB member registration - \$200

Preferred Name For Name Tag

- EARLY REGISTRATION DISCOUNT**      - **US\$** \_\_\_\_\_
- For REGULAR member registrations received before April 15, 2012  
*Subtract \$50 from the above regular member registration fee. Not applicable for student and low-income registrations.*

- LATE REGISTRATION FEE**      + **US\$** \_\_\_\_\_
- For ALL registrations received after May 25, 2012  
*Add \$100 to the above registration fees*

- GUEST TICKET(S)**      **US\$** \_\_\_\_\_
- Please specify quantity of guest tickets.*
- \_\_\_\_ June 30 Presidential Reception (Ronald Reagan Atrium): \$40
- \_\_\_\_ July 2 Gala Event (National Building Museum): \$80

Guest Name(s) For Name Tag

**MEMBERSHIP DUES**      **US\$** \_\_\_\_\_

All participants must be members in good standing as of July 3, 2012. If your membership expires before then, or you are not an AIB member, please use this section to add one year of membership dues.

- Regular Member - \$100
- Student Member - \$50  
*(with copy of valid university ID)*
- Low-Income Member - \$50  
*(gross annual income below \$25,000)*

**AJBS REGISTRATION**      **US\$** \_\_\_\_\_

If you are not yet an AJBS member, or need to renew, please choose the appropriate option that includes a membership from below.

- Regular registration with membership - \$180
- Regular registration only - \$130
- Student/Low Income registration with membership - \$95
- Student/Low Income registration only - \$65

\* Add \$25 for late registration after May 25th.

**DONATIONS**

- Adopt-a-Library – \$50 per subscription      **US\$** \_\_\_\_\_
- AIB Foundation – any amount appreciated      **US\$** \_\_\_\_\_

**TOTAL PAYMENT**      **US\$** \_\_\_\_\_

**METHOD OF PAYMENT**

- Check or Money Order (Enclose with form)
- Credit Card     MasterCard     VISA     AMEX     Discover

Credit Card Number: \_\_\_\_\_ - \_\_\_\_\_ - \_\_\_\_\_ - \_\_\_\_\_

Expiration Date: \_\_\_\_\_ / \_\_\_\_\_ (month/year)

3 or 4 digit card security code: \_\_\_\_\_

Name on Card: \_\_\_\_\_

Signature: \_\_\_\_\_