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 Mezias, 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 Brouthers 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.

My sincere thanks to all track chairs (Preet Aulakh, David Berg, Harry Bowen, Charles Dhanaraj, Nigel Driffield, Arie Lewin, Patricia McDougall, Ram Mudambi, Continued on page 2
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.
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  
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
Sidney John Gray
Laurent L. Jacque
Miroslav Kucera
Giuseppe Liberatore
Motofusa Murayama
Angela Mwende Musimba
Chadwick C. Nehrt
Lee Radebaugh
Saeed Samiee
Karl P. Sauvant
Arthur I. Stonehill

**Assistant Benefactors — gifts of up to $49**
Frank Beltre
Natalia Chiryaeva
Andrew Finger
Anders Fransson
Ian Gladding
Andrew C. Gross
Yen-Chen Ho
Hideo Hohgi
Mark Jelavich
Kathryn King-Metters
Eric Lind
Marjorie A. Lyles
Matthew Mitchell
Nila Nuzula
Minako Ogita
Anupama Phene
Malika Richards
John Alan Rushing
Marco Antonio Sampaio
Jesus
Neusa Santos
Fernando Serra
Li Shen

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 Mwende 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-Brobey
Lee Radebaugh
Taco Reus
Margaret A. Shaffer

**Assistant Benefactors — gifts of up to $49**
Frank Beltre
Jean J. Boddewyn
Natalia Chiryaeva
Johannes W. de Jager
Randall Donohue
Anders Fransson
Takeshi Fujisawa
Simona Gentile-Lüdecke
Ian Gladding
Hideo Hohgi
Kathryn King-Metters
Hideo Hohgi
Kathryn King-Metters
Kunal Kamal Kumar
Eric Lind
Matthew Mitchell
Susan Mudambi
Nila Nuzula
Minako Ogita
Ellie Okada
Malika Richards
John Alan Rushing
Marco Antonio Sampaio
Jesus
Neusa Santos
Fernando Serra
Li Shen
Margaret A. Shaffer
Stephen Bruce Tallman
Rehan ul-Haq
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.
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
- Cologne University of Applied Sciences, Germany
- Dongbei University of Finance and Economics, China
- Duke University CIBER, USA
- Florida International University, USA
- George Washington University, USA
- Georgia State University, USA
- GITAM Institute of International Business, India
- Indiana University, USA
- Michigan State University, USA
- Ming Chuan University, Taiwan
- National University of Ireland, Galway
- Peking University, China
- Rosario University, Colombia
- St. Mary’s University, USA
- Sukhothai Thammatirat Open University, Thailand
- Temple University, USA
- Universidad de la Sabana, Colombia
- Universidad Eafit, Colombia
- Universidad Iberoamericana, Dominican Republic
- University of Auckland, New Zealand
- University of San Francisco, USA
- University of South Carolina, USA
- 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)
23rd Annual Conference
Economic Dynamism and the New Global Business Paradigm


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 (www.eberly.iup.edu/asc) Phone: 724-357-4880 Fax: 724-357-5743
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 Handbook 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 *Cliquettes 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, *Cliquettes 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
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.

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 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!
New AIB Members

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

Ahmed Abdel-Maksoud
Jaya Abraham
Elif Ozmur Acar
Kweku Adams
Djoko Adi Walujo
Vikram Ahuja
Manzoom Akhter
Fatima Al Ali
Maryam Al Ali
Maha Al Hameli
Nehal Khalil Al Sayegh
Jawaher Al Yafei
Yochanan Altman
Loukas Anninos
Antonio Arches
Nuruzzaman Arsyad
Yoel Asseraf
Bushra Awadh
Michael Baker
Luis Manuel Baquero-Rosas
Scott Barnette
Lydia Barza
Dynah A. Basuil
Salama Bayak
Rabia Bayer
Maria Bejan
Hana Benesova
Gloria Cecilia Berrio Perez
Edward Beshara
Mary Rose Blancalflor
Yury Boshyk
Gary Bowman
Sabine Bruggeman
Cynthia Calixto
Benedetta Cappellini
Yanto Chandra
Kun-Shiang Chen
Hui-Wen Cheng
Kooseong Cheong
Chao-Cheng Chung
Mine Cinar
Marc Cohen
Zhiyu Cui
Luis E. Davila
Aarti Deveshwar
Amany ElAnshasy
Samia ElMasry
Rafael Espinosa Ramirez
Yi Fan
Anton Fenik
Siu Fong Isabel Fu
Susan Furness
Bernard Gan
Christopher E C Gan
Olga Garcia
Iuri Gavronski
Henry Gibbs
Benjamín Gifford
Frank Gogoll
Liuz Gulacci
Rui Han
Peter Helles
William Herdman
Hidetada Higashi
Abhijith Holehonnur
Wilfred How
Hsu-Wei Hsu
Shu-Mei Hsu
Chiung-Hsi Huang
Gueihua Huang
Xueli Huang
Shilpa Iyanna
Fauzia Jabeen
Alexander Jais
Eva J B Joergensen
Hurel Johnson
Yousra Kaddoura
Jeffrey Kappen
Tatsuya Karasawa
Cemist (Jim) Kayalar
Ching-Ching Ke
Dawn Keig
Manal Kelig
Falak Khan
John Knight
Murat Koyuncu
Anoma Kulathunga
Richard Laferriere
Li-Huei Lan
Febbry Lasgon
Marina Latukha
Keum Bong Lee
Yueh Hua Lee
Chiaw Bu Lim
Ying Liu
Chan Lu
Vladislav Maksimov
Shingairai Masango
Lawrence Monteilh
Terence Motsi
Kudzai Mukumbi
Anup Nandialath
Vijaya Narapareddy
Santhosh Narayanan
Nathan Neale
Nipa Niritutikul
Helenka Nolan
William Obrien
Kelechikwu E. Oguejiofor
Orlando Ojeda
David Okafor
Tolga Omay
Brandon Chee Siang Ooi
Daniel Ostergaard
Gul Berna Ozcan
Byung II Park
Oliver Parts
Liang Peng
Iren Perihan
Evelina Pilsutskyte
Mohan P. Pokharel
Chanthika Pornpitakpan
Herve Queneau
Majdi Quttainah
Helwa Racha Khalil
Muhammad Rafles
Kaleem Rahman
Surasvadee Rajkulchai
Seetharama Raju
Juan B. Ramada Sarasola
Milena Ratajczak-Mrozek
Kevin Rawls
Fernanda Ribeiro
Ketkamol Sakolvieng
Nabeel Sawalha
Florian Schoderer
Maimako Seddi Sebastian
Don Sexton
Shahazadi Begum Shaik
Li Shen
Endang Siswati
Agnieszka Skuza
Marketa Sonkova
Karina Sopp
Michal Staszek
Josephine Stomp
Huenti Y. Suarez Espinosa
Qazi Sharmin Sultana
Karen Sofie Synnes
Lionel Thibaud
Piotr Traczynski
Omar Trimeche
Varun Chaturbhuj
Tripathi A. Vadakkhan
Wolfgang Veit
Roger Volkema
Mohi Wabbeah
Hsin Wei Wang
Jianfeng Wang
Lingling Wang
Rui Wang
Yangwen Mandy Wang
Zhennan Wang
Cas Wihlborg
Stephen Wilkins
Christian Winniews
Macy Mei Chi Wong
Young Soo Yang
Ying Ying
Mina Wai Man Yip
Yoona Youm
Miao Yu
Dahlia Zawawi
Alexander Zehnder
Krishnaveni Zawawi
Yoon-Joon Yim
Kenneth Youn
Young Joon Youn
Youngmin Youn
Youngsoo Youn
Young-Hoo Youn
Young-Ju Youn
Youngmin Youn
Youngsoo Youn
Young-Ju Youn
Youngmin Youn
# 2012 AIB Annual Meeting Registration Form
**Washington D.C., USA**

Please mark the appropriate box(es)

- [ ] 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)

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

- **AIB Meeting Registration Fee**
  - $425
- **Student AIB Member Registration**
  - $200
- **Low-income AIB Member Registration**
  - $200

### Early Registration Discount
- **- $50**
  - 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
- **+ $100**
  - 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

### Membership Dues
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
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: ____________________________________________

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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/](http://aib.msu.edu/)