The 39 Country Initiative: An Update

In the Vol. 21, No. 2 (2015) issue of the AIB Newsletter, past president Nakiye Boyacigiller introduced the 39 Country Initiative (39CI), and called on the membership to get involved. In Vol. 22, No. 1 (2016), we provided some contextual information on the 39CI, and reported on the progress to date. In this update, we provide a reminder of the 39CI vision, introduce plans for several case teaching workshops, and offer an update on recent educational material collection and shipments.

Established in 2010, the 39CI aims to contribute toward poverty reduction by helping improve business education in the world’s lowest income countries (there were 39 countries in mid-2010 that had per capita income of less than US $2000/year). To achieve this the 39CI seeks to address a dire shortage of educational materials by promoting a business school–to–business school model where schools in wealthy countries help those in low-income countries.

Ivey Publishing provides university students and professors in the 39 countries free access to its collection of cases, technical notes, and Ivey Business Journal articles. In a complementary program, and with the support of the AIB, the 39CI will be offering two case teaching workshops in December 2017. The first, hosted at the African School of Economics in Abomey-Calavi, Benin, will assist francophone faculty in West Africa. The second will be hosted by Université Caraibe in Port au Prince, Haiti. Registration in both workshops is free for interested local faculty.

The 39CI continues to collect large quantities of educational material for container shipments to business schools in the 39 countries. Our latest 10-ton shipment departed Ivey in September and is due to arrive at the University of Dar es Salaam, Tanzania, in November. Supported in part by the AIB, it included material from Ivey, Western University, University of Windsor, Wilfrid Laurier University, and North Dakota State University. This shipment is the fifth to date, with the previous four sent to business schools in Ethiopia, Ghana, and Kenya. Additionally, a BI Norwegian Business School collection of 5 tons of books is nearly ready for shipment. The 39CI book collection network continues to grow through new partnerships and now includes collection nodes/hubs in 23 different cities, seven countries, and four continents.

Despite this progress, there is still more to be done. We are always looking for people who are interested in helping. To explore ways for you to be involved, please visit our website: https://www.ivey.uwo.ca/internationalbusiness/39-country-initiative/ or contact organizers Christopher van den Berg (cvandenberg@ivey.ca) or Paul Beamish (pbeamish@ivey.ca).
New Teaching Resources Committee and Call for Materials

A new AIB Teaching Resources Committee has recently been established under the leadership of 2017-2018 AIB President Lorraine Eden.

The purpose of the committee is to facilitate the identification and publication of open source teaching resources (with diversity of formats, language, geographical scope, etc.), especially targeting as main users those in developing and emerging countries who have limited funding to access to paid resources, and have less international exposure that members in other countries (such as the United States, Canada, Australia, and some European countries).

The Teaching Resources Committee is currently composed of:
- Lorraine Eden, Texas A&M University, United States (AIB President 2017-2018)
- Maria Alejandra Gonzalez-Perez, Universidad EAFIT, Colombia (Committee chair 2017-2018)
- Mark J. Ballam, CIBER, University of San Diego, United States
- Vasyl Taras, X-Culture and University of North Carolina Greensboro, United States
- Pavida Pananond, Thammasat Business School, Thailand
- Daria Panina, Texas A&M University, United States
- Tunga Kiyak, AIB Secretariat

Call for Teaching Materials

It gives us a great pleasure, on behalf of the AIB Teaching Resources Committee, to invite you to contribute to the AIB Repository of Teaching Materials. The aim of the repository is to create value to AIB members by providing them with free-of-charge, high quality teaching materials on a variety of international business topics. We cannot do it without you!

We encourage you to share with us high quality free and open source instructional materials that you are using in teaching international business. These materials may be on a broad range of issues relating to international business and in variety of forms, including, but not limited to, teaching cases, transcribed interviews with CEOs, video clips, etc.

Once we have received the first set of teaching materials, these will be categorized and made available to all AIB members through the AIB website.

Please share with us the links to your favorite open source materials by emailing them to Committee Chair Maria Alejandra Gonzalez-Perez at mgonza40@eafit.edu.co, by December 10, 2017.

Please include in your email:
- Your full name(s), current position, institutional affiliation, and email address
- A link to the material
- A 50-100 word summary of the material
- At least 3 keywords that best describe the subject of the material
- Brief teaching notes or a commentary on how you use the material

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AIB India Chapter Hosts First Round of Ind-IB Modules, Plans More

At the end of the AIB 2018 Annual Meeting in Bangalore, India, Sumit Kundu said an idea was conceived to help build research capacity and scholarship in the region.

“The thinking was that there is a need to […] help faculty members and doctoral students on theory and methodology,” Kundu said. “To write high quality research papers for publication in good journals, as well as presentation in Academy of International Business conferences.”

To achieve this idea, the AIB India Chapter developed a new program called

Ind-IB, a three-part initiative of coursework in international business theory and research methods. The inaugural program included three, two-day modules from April 2016 to April 2017.

The topics of the modules included IB theory and research methods, internationalization of large and small firms, and innovation in IB. Kundu said these topics would be helpful to the participants, as many do not have the appropriate resources.

“The doctoral programs in business in Indian universities do not have the depth to offer training that focuses on critical examination of theories in international business,” Kundu said. “The participants lack the ability to write a good research paper that will be taken seriously in respectable journals in international business and management.”

The first run of Ind-IB was so successful, a second round of modules will begin on December 21-23 at the Indian Institute of Foreign Trade in Kolkata. The first two days will cover topics on IB theories, emerging market multinationals, and offshoring and outsourcing. A paper development workshop will take up the final day of the modules.

Overall, Kundu said the main purpose of these modules was to introduce the participants to AIB and encourage them to get involved.

“Most of them do become members of AIB-India Chapter,” Kundu said. “They are also encouraged to participate in the AIB-India Chapter and the AIB Annual Meeting.”

The participants were not charged a registration fee, but were expected to pay their own travel and accommodation. More information will come available at aib-india.org.

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The 4th annual AIB Central and Eastern Europe Chapter conference took place between September 26 and 28, 2017, at the University of Ljubljana, Slovenia. This year’s conference topic focused on “Changing global landscape and regional cooperation: from regional value chains to China’s One Belt, One Road and beyond.” The conference attracted a truly international group of scholars, not just from the region, but also from beyond—for example from Australia, USA, Brazil, and China. With 85 submissions by scholars from 28 different countries, this was one of the biggest and by far the most international AIB-CEE chapter conference so far, with over 90 attendees from 29 different countries. Two AIB Fellows joined the conference: Tricia McDougall-Covin (Indiana University) and Klaus Meyer (China Europe International Business School).

The most prominent new initiative, which was also generously supported by the AIB, was the 1st AIB-CEE doctoral and junior faculty development workshop on the topic of “Relevance and rigor in IB research: capturing CEE context richness.” Eight doctoral students from the region presented their doctoral research and gained valuable feedback from four prominent IB scholars: Tricia McDougall-Covin (Indiana University), Klaus Meyer (China Europe International Business School), Desislava Dikova (WU Vienna), and Marjan Svetličič (University of Ljubljana).

The conference opened with a keynote speech by Klaus Meyer (AIB Fellow, China Europe International Business School) on “Chinese multinationals investing in Europe and implications for CEE” and included a special panel with established IB scholars on the future challenges in IB. The second day opened with a keynote speech by Howard A. Davies (The Hong Kong Polytechnic University) on “Misunderstanding China,” followed by a special promotion of the recent 2017 book by Davies and Rašković, Understanding a changing China: Key issues for business, published by Routledge.

A special issue in the Journal of Business Research will be published from the conference, focusing on the specifics of doing business with Central and Eastern Europe, under the guest editorship of Tricia McDougall-Covin (Indiana University), Matevž Rašković (University of Ljubljana), and Desislava Dikova (WU Vienna). The special issue will come in 2018 or 2019.

This meeting brought together several cross-country collaborations, seen in papers and panels as well as business–academia collaboration, in this year’s program, showing that the AIB-CEE regional network is alive and growing quickly! New ideas for paper development and new project plans and ambitions coming out of this year’s conference will lay groundwork for the AIB-CEE Chapter’s fifth anniversary next year, and according to conference organizers, some developments are no doubt also a result of AIB management and support; the conference organizers acknowledge AIB’s support to the junior and young faculty development workshop and the dedicated help of AIB fellows to make this conference a success.
High Quality IB Conference Brings Top Scholars and Practitioners Back to Philadelphia

On October 20, 2017, the Fox School of Business (Temple University) hosted the AIB US Northeast Chapter conference for the second year in a row; it was a major success. Introduced by Dr. A. Parkhe, Chair of the SGM Department, Dean Moshe Porat, a long-time supporter of IB and the AIB (sponsor and attendee in Dubai), welcomed everyone on that sunny Friday. Several business school Deans were also present (e.g., Ohio State, Drexel).

Chaired by Dr. Bertrand Guillotin, the conference was well attended by more than 80 people, including researchers from 14 countries who were attracted by an impressive conference program, put together by Dr. Marcelo Cano-Kollmann and Dr. Ram Mudambi. They had selected 65 papers and arranged them strategically across competitive, interactive or panel sessions.

Of particular interest was the keynote panel featuring four AIB Fellows (Cantwell, Verbeke, Mudambi and Dhanaraj — in order of accession to the Fellowship), as well as current and immediate past Editors-in-Chief of JIBS (Verbeke and Cantwell). This was an event worthy of a keynote panel at the main AIB conference!

Additionally, the panel featuring Jeffrey Conradi (Temple CIBER), Paige Bryant (San Diego CIBER), as well as Antonio Ceballos (US Commercial Service), and Linda Conlin (World Trade Center of Greater Philadelphia) brought together high-level practitioners who helped the attendees connect research with practice.

A number of graduate students and some undergraduate students also participated and volunteered to help with logistics, masterfully organized and executed by Temple/Fox (STHM) Alumna, Lindsay Clark.

The defining features of this very successful conference were:

• Personal attention: participants could interact with each other which is often not possible in big conferences.
• A lot of personal and professional insights were shared by the three editors (Profs. Verbeke, Doh, and Mudambi).
• All of the sessions well attended.
• Ample networking opportunities were provided to junior scholars who interacted with senior scholars at many occasions, including a brief campus tour.
• A lot of papers focused on emerging topics, such as artificial intelligence, pattern analysis, and the new trends in income inequality. They gave the Conference added relevance.
• Easy access by train, plane, bus or car.

In conclusion, this conference was successful, impactful, well organized, productive, and very enjoyable. On behalf of the AIB US NE Chapter, Dr. Guillotin thanked all the sponsors (Fox School of Business: Dean's Office, SGM Department, Temple CIBER; UCONN CIBER; AIB and AIB US NE), as well as all the participants for their contributions and attendance. The AIB US NE Chapter is the second largest Chapter in the US, with close to 400 members across disciplines and industries.
The following pre-conference workshops and events are being planned for the AIB 2018 conference in Minneapolis to aid members with research and professional development. Please see the website at https://aib.msu.edu/events/2018/ for the detailed call for papers and submission deadlines; note that pre-registration/application is required for all events listed.

## Junior Faculty Consortium

The Junior Faculty Consortium (JFC), organized for the Minneapolis conference by Professor Elizabeth Rose (University of Leeds), will be held on Monday, June 25, 2018. The JFC will provide the junior faculty participant with insights about research, teaching, and service, from panelists that are renowned scholars and have broad perspectives on managing academic careers. The JFC is appropriate for early-career academics (e.g., Assistant Professors or Lecturers); preference will be given to those who have been involved in teaching and/or research in international business three years or less.

The consortium is being structured to provide plenty of opportunities for interaction between junior faculty and the senior scholars on the panel, and networking among the participating junior faculty. The JFC will conclude with a Meet the Editors session, in combination with the Doctoral Student Consortium. Further details about the JFC and how to apply will be announced soon - keep an eye on the AIB-L list-serve and the AIB website.

## Doctoral Consortium

The 2018 Doctoral Consortium, organized by Professor Bill Newburry (Florida International University), gives doctoral students the opportunity to further develop their research ideas, to learn about the challenges of conducting international business research and building a successful academic career in this field, and to broaden their professional networks. The format of the Consortium will facilitate a constructive and supportive discussion among the doctoral students and the participating faculty on topics of broad interest such as new trends in conducting high-impact international business research, managing the dissertation stage and the job search process, and successful entry into the academic career. In addition, students will receive concrete feedback on their individual current research projects as well as ideas and guidance for their future research agenda.

The most suitable candidates for the Consortium are Ph.D. students in international business who have completed their coursework, are in the dissertation stage of their programs, and have a relatively clear idea about their dissertation research. While all such candidates will be considered, preference will be given to those who have defended their dissertation proposals. Further information about the DC, to be held on Monday, June 25, 2018, and detailed application instructions will be available later this year on the AIB website.

The faculty panel of the 2018 Doctoral Consortium will include a number of accomplished and upcoming international business scholars who have an extensive publication record, have served as editors or are members of the editorial boards of leading academic journals, have won best dissertation or other research awards, and have substantial experience supervising doctoral students. Please refer to the AIB website for more detail on submission requirements, dissertation proposal award, and travel stipend applications.

## JIBS Paper Development Workshop

The fifteenth Annual JIBS Paper Development Workshop (PDW) will be held in Minneapolis from 8:30am–1:30pm on Monday, June 25, 2018. The PDW is the most extensive of the various JIBS outreach activities conducted by the JIBS editorial team. Organized by Alain Verbeke (JIBS EIC) and Stav Fainshmidt (Florida International University), the
PDW involves several JIBS Editors and Editorial Review Board Members, aiming to provide junior scholars with developmental feedback on their current research papers in IB studies.

While we hope that many of these papers will eventually be submitted to JIBS, the purpose of the PDW is broader: to improve the quality of IB research and to bring new scholars successfully into the IB field. We invite original papers from junior scholars who have not previously published in JIBS. In particular, we hope to attract papers from scholars who are located in universities in emerging and developing economies. The PDW will be structured to provide extensive feedback to authors whose research papers have been accepted by the workshop organizers.

The program will have three components. First, a 90-minutes introductory session (8:30am–10:00am) led by members of the JIBS editorial team who will discuss the manuscript review process, and various topics relevant to authors seeking to publish in JIBS or other outlets in the ecosystem of international business journals. Second, during a 120-minutes main session (10:15am–12:15pm), groups of two authors (with substantively related papers) will be paired with groups of two JIBS Editors/ERB Members, whereby each individual paper will receive attention from each paired Editor/ERB Member for two times thirty minutes. The main focus will be on how to improve the papers discussed, so as to increase the probability of acceptance by a journal in the ecosystem of IB journals. Third, during lunch-time (12:30–1:30), two Editors/ERB Members will provide insight into their personal publication strategies and pathways for sustained, successful publishing.

Other Pre-Conference Events

A number of other pre-conference events are being organized for the 2018 annual meeting, including the CARMA-AIB Research Methods Workshops (note that pre-registration is required for these free workshops). Coordinated by Stewart Miller and Myles Shaver, and in partnership with the AIB Research Methods Special Interest Group, the CARMA-AIB Research Methods workshops are available to those seeking training in specific methods, including structural equation modeling, multi-level modeling, and analyzing qualitative data. More details will be announced on the AIB website in the coming months.

AIB's new journal, the Journal of International Business Policy, will also be holding a pre-conference paper development workshop; watch for details to come on their website at www.jibp.net.

AIB 2018 Annual Conference Dates and Deadlines

Add the following dates to your calendar for the upcoming annual AIB conference in Minneapolis

**Paper Submission Deadline:**
November 28, 2017

**Registration Open:**
February 1, 2018

**Authors/Applicants Notified By:**
February 1, 2018

**Registration Open:**
February 1, 2018

**Early Registration Deadline:**
March 31, 2018

**Registration Deadline for Presenters:**
April 15, 2018

**Regular Registration Deadline:**
May 15, 2018

**Conference Dates:**
June 25–28, 2018
Sumit Kundu
A long-time member of AIB, Sumit has just completed a term as Vice President Administration on the AIB Executive Board. He recently answered some questions on his experience with AIB.

When and why did you join AIB?
I joined the Academy of International Business in 1991 as my PhD in Management degree at Rutgers University with a concentration in International Business. In 1991, the Academy of International Business conference was held in Miami, Florida, and I presented my first paper at the AIB 1991 conference. Having said that, my first AIB conference was in 1987 in Chicago as my late adviser Professor John H. Dunning sponsored doctoral students to attend the AIB meeting as he was the President of Academy of International Business in 1987. I had just finished my first year of doctoral studies at Rutgers University and went as an observer to the AIB 1987 annual conference.

Are you working on any projects right now?
I am working on several research projects including a Special Issue in Journal of International Business Studies on Internalization Theory, and another Special Issue in Global Strategy Journal on Microfoundations in Global Strategy.

What do you like to do outside of AIB?
I like traveling and visited 25+ countries till date. During my travel to various countries, I like to try out different local cuisines.

We want to get to know you, too! The Member Q&A is looking to feature all types of its members. If you’re interested in being interviewed, email newsletter@aib.msu.edu for more information.

FIU/AIB Best Theory Paper Award
Florida International University, in conjunction with the Academy of International Business, proudly announces the 2018 Best Theory Paper Award for the upcoming annual Academy of International Business 2018 conference. This award will be presented at the AIB annual meeting in Minneapolis to recognize a paper submission that contributes to theory building and development in International Business.

The award committee is seeking conceptual papers that will challenge the conventional wisdom and foster new theoretical insights to explain contemporary issues faced by organizations involved in international business.

Only conceptual papers accepted for a Competitive Session at the AIB 2018 annual conference are eligible for the award. In addition to self-nominations, each track chair will also be asked to nominate papers to be considered for the award based on reviewer input and their own assessment. An independent award committee will evaluate the nominees. The author(s) of the winning manuscript will be announced at the AIB Awards Ceremony on the last day of the conference, and will receive both a commemorative and a monetary award.
We often focus on “success” when studying corporate entrepreneurship, leading to a cumulative bias in our understanding. Instead, through a collaboration between a practicing manager, Joe Amberg, and an academic, Sara McGaughey (Griffith University, Australia), *Fostering Local Entrepreneurship in a Multinational Enterprise* (Routlege, 978-1138913387) examines corporate entrepreneuring within a large conglomerate multinational enterprise – Siemens AG – in the midst of a prolonged period of business stagnation. The research documents key drivers and impediments that sustain inertia in low levels of corporate entrepreneuring, and highlights the importance of context, interdependencies between critical factors, and the false promise of universal “best practice.”

Edited by Luiz F. Mesquita (Arizona State University, USA), Roberto Ragozzino (University of Tennessee, USA), and Jeffrey J. Reuer (University of Colorado, USA), *Collaborative Strategy: Critical Issues for Alliances and Networks* (Edward Elgar, 978-1783479597) provides approachable and insightful chapters that summarize state-of-the-art thinking and research on alliances and networks. Contributions by leading scholars cover foundations or fundamentals as well as frontier areas through a diverse range of perspectives.

In the unique *Handbook of Research on Counterfeiting and Illicit Trade* (Edward Elgar, 978 1 78536 644 4), editor Peggy E. Chaudhry (Villanova University, USA) provides multiple perspectives on the growth of illicit trade, primarily exploring counterfeits and internet piracy. It includes expert opinion on a wide range of topics including the evaluation of key global enforcement issues, government and private-sector agency initiatives to stifle illicit trade, and the evolution of piracy on the internet. The contributors also assess the efficacy of anti-counterfeiting strategies such as targeted consumer campaigns, working with intermediaries in the supply chain, authentication technology, and online brand protection.

Edited by Pervez N. Ghauri (University of Birmingham, UK) and V.H. Manek Kirpalani (Concordia University, Canada) the impressive new *Handbook of Research on International Entrepreneurship Strategy: Improving SME Performance Globally* (Edward Elgar, 978-1788113250) provides a dynamic perspective on the international entrepreneurial strategies of SMEs, including the role and experience of their founders, as well as the collaboration of these SMEs in networks with larger firms. The expert contributors from all over the world and the editors explore the origin and evolution of internationalizing SMEs, the changing history and the future outlook of this sector. They study the effects of different cultures on the origin and growth of entrepreneurship and SMEs. The Handbook also outlines the various types of Born Globals that emerge from different parts of the world.

*Understanding Matrix Structures and Their Alternatives: The Key to Designing and Managing Large, Complex Organizations* (Palgrave Macmillan, 978-1137579751), by William Egelhoff (Fordham University, USA) and Joachim Wolf (University of Kiel, Germany), describes the use of matrix structures in large, complex MNCs. Using an information-processing perspective of organization design, it develops a more comprehensive, empirically-tested theory for fitting the structural configurations of matrix structures to key characteristics of firm strategy. In addition to structural configuration, the book identifies and develops the mode of decision making within a matrix as an important second dimension of matrix structure design. It can be either balanced (joint) decision making by the two dimensions of a matrix or rule-based decision making, where rules pre-assign certain decisions to one dimension or the other for unitary decision making. Recent exploratory research by the authors supports this conceptual framework and provides the potential to create a more flexible matrix structure – one that facilitates a more ambidextrous organization.
In *Leading Global Innovation: Facilitating Multicultural Collaboration and International Market Success* (Palgrave Macmillan, 978-3319535050), Karina R. Jensen (NEOMA Business School, France) explores how leaders and managers can facilitate global innovation and multicultural team collaboration in order to strengthen organizational performance and international market success. Responding to the need for organizations to improve global strategic planning and execution, this book presents a framework for effectively conceiving and executing new concepts for international markets. Filling an important gap in knowledge and research on global innovation, it demonstrates how leaders can facilitate multicultural collaboration in service of organizational performance. Cases and findings are shared from international studies of over 200 leaders and 45 multinational firms. *Leading Global Innovation* provides a practice perspective with specific models and solutions for facilitating multicultural team collaboration, from concept to market. This book offers crucial guidance for executives, managers, consultants, and educators who would like to understand how to lead and orchestrate innovation in a culturally diverse and networked business environment.

*Turkish Multinationals: Market Entry and Post-Acquisition Strategy* (Palgrave Macmillan, 978-3319572932), coauthored by Yuksel Ayden (Fatih University, Turkey), Mehmet Demirbag (University of Essex, UK), and Ekrem Tatoglu (Ibn Haldun University, Turkey), provides contributions to research on emerging country multinationals by focusing on a medium-sized emerging country. It explores the internationalization of Turkish multinationals by examining a set of firms from various industries and providing eleven detailed case studies. The book introduces the four strategic behaviors of Turkish MNEs which is valuable to other emerging countries in expanding operations. Topics discussed include: strategic motives for and drivers of internationalization at multiple levels (firm, industry and institutional); the location, ownership and entry modes of multinational firms; and their market entry and post-acquisition strategies, which are critical to the evolution of the internationalization process. The focus on Turkey, which is strategically located at the intersection of European, Asian and African markets, provides illuminating insights on a country with shared characteristics from western and eastern cultures.

*Managing Agricultural Enterprises: Exploring Profitability and Best Practice in Central Europe* (Palgrave Macmillan, 978-3319598901), edited by Paweł Bryła (University of Lodz, Poland), is the result of an international research project on the development of agricultural enterprises under the conditions of the knowledge-based economy. The research was conducted in three countries of the Central European region: Poland, Czech Republic, and Hungary. In each country, the role of agriculture in the economy as well as key managerial challenges faced by agricultural firms were analysed. The book raises the issues of profitability of the agricultural sector, sales potential development, competitiveness, cooperation, human resources, and risk management.

AIB would like to share newly published titles with an international business focus authored or edited by its members in the Just Off the Press section. Email your announcement, following the style of the entries above, to newsletter@aib.msu.edu. Please limit your entry to 150 words.
Welcome to the following 84 new members who joined AIB between August 1, 2017, and October 15, 2017

Aleena Abbas
Sol (Ismail) Abdul Hak
Nik Ab. Halim Nik Abdullah
Mugahed Alameri
Dayana Alegria
Donny Ali Flores
Tim Andrews
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Veselina Vracheva
Piotr Wójcik
Yian Xu
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Ivonne Yeste
Kun Zhang
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Thank you to the current AIB Executive Board, Chapter Chairs, and publication editors for serving this growing global community.

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