

AIB Newsletter

VOL. 6, No. 2

SECOND QUARTER 2000

Exciting Plans for 2000



Report from the AIB 2000
Program Chair
S. Tamer Cavusgil
Michigan State University

We have been gratified by the interest shown in our upcoming annual meeting in Phoenix. The submissions are at an all time high and include many new members from around the world. To be specific, we have received a total of 329 paper submissions to the six tracks of the conference. In addition, 59 proposals were received for special sessions. It will be a challenge to accommodate all of the meritorious submissions.

As a new initiative this year, we have implemented an electronic system for manuscript submissions and reviews. I am most pleased to inform you that our membership was definitely ready for the information age. Of all the paper submissions, 77% were submitted electronically to AIB Submission Center at aib200@ciber.bus.mus.edu. Similarly, out of all the reviewers, 71% were willing to receive and return manuscripts electronically to the

...continued on page 9

For 2000 annual meeting information download the meeting brochure and preliminary program at:

www.hawaii.edu/aib/

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Made reservations for Phoenix yet?

The 2000 Annual Meeting will be held in Phoenix, Arizona from November 17-20, 2000, at the Tapatio Cliffs Pointe Hilton Resort.

Prospective attendees should note that the conference will take place prior to one of America's busiest air travel periods (the weekend before Thanksgiving) and at one of the most popular tourist destinations in the United States. **Be sure to reserve your flights ahead of time for your preferred dates of travel.**

INSIDE THIS ISSUE

<i>Board Notes</i>	2
<i>President's Message</i>	3
<i>Member Updates</i>	4
<i>Chapters</i>	7
<i>Election Results</i>	8
<i>2000 Meeting</i>	10
<i>Announcements</i>	11
<i>Advertisements</i>	12
<i>Membership Forms</i>	15

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DEAR COLLEAGUES

Your current Executive Board is arriving at the tail end of their 2-year mandate and a number of important decisions and initiatives have occupied us over that past 18 months. I would like to share our progress on four of those here, and mention a few others that are in the works.

First of all, we are delighted to report on the results of the recent election. A fine set of officers will continue to propel our academy into the new century: Steve Kobrin will assume the presidency of the AIB on January 1, 2001, aided by Bernie Yeung and Lorraine Eden as Vice Presidents for the 2001 and 2002 Programs, respectively, and by Danny van den Bulcke as Vice President for Administration. We are all indebted to these colleagues for their willingness to serve the Academy and wish them great success. We also express our sincere thanks to Tim Devinney, Saeed Samiee and Lloyd Russow for having participated in the election process, one which was extremely close. In fact, the Academy has already benefitted from Lloyd's able service as chair of the Northeast chapter and his superb contributions to the chapter and alliance taskforce. Tim will be serving as chair for local arrangements in Sydney, a job that will keep him extremely busy over the next few months. And Saeed has agreed to help us in our technology strategy, a worthy cause to engage his many skills. To all of you our deepest thanks and congratulations.

Second, your board adopted the mission statement proposed at the Charleston retreat and published in the last Newsletter (see above for its full text). We should recognize again what a great success was the Charleston meeting with over 620 people in attendance. A big hurra for Stefanie Lenway and her track chairs who put the program together, and to Jeff Arpan and the USC team for their very warm welcome and wonderful arrangements.

Third, we will soon be introducing a series of enhanced services to all members. JIBS archives are coming online for members only (instructions will be sent

to all members), as are a number of other services such as online lists of recent bibliographies compiled by Ph.D. students during their dissertation work, short book reviews, a database of materials and course outlines by leading faculty in different fields, working papers, etc. Unfortunately, higher personnel and publishing costs, these added services and the stagnant membership have forced us to increase dues to \$85 a year from July 1, 2000. However, student and low-income

MISSION STATEMENT

The Academy of International Business is the leading global community of scholars for the creation and dissemination of knowledge about international business and policy issues. The AIB transcends the boundaries of single academic disciplines and managerial functions to enhance business education and practice.

rates will remain unchanged as we are committed to enlarge the appeal of the Academy to these groups.

Fourth, we have settled on meeting places and dates for the next two years after Sydney. The selection for 2002 was San Juan, Puerto Rico, where the University of Puerto Rico will serve as our hosts in June of that year. For 2003, the Universidad Adolfo Ibáñez in Santiago, Chile, will serve as our host in October. This will be the first time the Academy will hold a meeting in South America, and we have a unique opportunity to enlarge considerably our membership on that Continent. The Board has analyzed carefully the response to our survey on "best" meeting times and we have concluded that there is none. Therefore, we will hold the annual meetings at different times around the year that seemed to have the strongest support among the membership, fitting the date with the locale for the meeting. Thus, we are going to Puerto Rico in late June (after the end of classes but before hurricane season) and to Santiago in October (the early spring there). Requests for 2004

and beyond are welcomed, by the way.

Significant progress has also been made in terms of other priorities. Turn-around times at JIBS are dropping dramatically with the adoption of online reviews. We are enlarging our relationship with our own chapters and other IB organizations around the world. Dong-sung Cho will be reporting on these developments in the next Newsletter. We are also finalizing plans with the generous collaboration of the AIB Fellows for a significant fund raising effort to aid the enlargement of the Academy. More details on this will follow later. Also, Tamer Cavusgil reports elsewhere in this issue on the phenomenal response we've had to the Call for Papers for the Phoenix meeting and the fantastic program he has in store for us. We are most grateful to him and his team at Michigan State's CIBER for showing the way on the use of electronic reviews and tracking for the annual meeting. Finally, a big push will take place to bring more scholars from under-represented regions in the next several years. With help from the Sheth and AIB Foundations, and with the help the Fellows are providing we aim to increase substantially new members from these regions.

In summary, we continue to meet the twin challenges of providing you greater relevance and service while enlarging the scope of our membership to other emerging markets. Our goal continues to be to add considerable value to your professional life, and to make the AIB your association of choice into the 21st century.

Warm regards,



José de la Torre
AIB President



JOSÉ DE LA TORRE
AIB PRESIDENT

Members on the Move

JOSEPH J. DISTEFANO has taken early retirement from the University of Western Ontario and has relocated as Professor at IMD, Lausanne, Switzerland, effective January 2000. For the previous three years he served as Shirley Chan Memorial Professor of International Business and Executive Director of the Richard Ivey School of Business (Asia) in Hong Kong where he launched Ivey's EMBA program and the Cheng Yu Tung Management Institute in the Hong Kong Convention and Exhibition Centre.

JOSEPH JAYARAJ has been appointed Coordinator for the MSc International Business program of Loyola College Chennai, in collaboration with SouthBank University, London. The program commenced September 1999. The first batch of 11 students from India are currently pursuing their second semester at SouthBank University, London, after completion of their first semester at Loyola College, Chennai. The program is partially funded by the European Union-India Economic Cross Cultural Programme by way of 15 scholarships over two and a half years. Under the EU-India project, a network among three Institutions (SouthBank University, London; Loyola College, Chennai; Fachhochule, Mainz) is in operation. Students pursuing MSc International Business degrees are exchanged among these three Institutions.

STEVE MCGUIRE has taken up a new post as lecturer in international business at the University of Bath, from Sept. 1, 2000 and will be joining a newly formed teaching group in international business. Bath also has a special strength in regulatory affairs and technology management. Steve plans to continue his own work on the impact of WTO decisions on international business, especially sectors where R&D and intellectual property issues affect firm-level competitiveness. His new address will be: Dr. Steven McGuire, School of Management, University of Bath, Bath, UK BA2 7AY.

RAM MUDAMBI has accepted a senior position at the Institute for Global Management Studies at Temple University. He was previously an Associate Professor in the Weatherland School of Management at Case Western Reserve University in Cleveland, Ohio. He retains a permanent appointment at the University of Reading in the United Kingdom.

CHRISTINE NIELSEN has been named the Northrop Grumman International Scholar. The position encompasses both academic and leadership responsibilities at the University of Baltimore and at Northrop Grumman Corporation's Electronic Sensors and Systems Sector (ES³) for

International Leadership Training. Northrop Grumman is a leading designer, systems integrator and manufacturer of defense electronics and systems, airspace management systems, marine systems, precision weapons, space systems, and automation and information systems. As Northrop Grumman's ES³ International Scholar, Nielsen will serve as the University of Baltimore's academic director of the International Management Program and Compliance Training (IMPACT), a seminar series for all management and professionals in Northrop Grumman. Nielsen was the principal architect for the academic design of the IMPACT seminars.

BODO B. SCHLEGELMILCH, Chair of International Marketing and Management at the Vienna University of Economics and Business Administration in Vienna, Austria, has been chosen as the new Editor-in-Chief for the Journal of International Marketing (JIM). JIM is one of the four academic journals of the American Marketing Association (AMA), the others being the Journal of Marketing, The Journal of Marketing Research and the Journal of Public Policy and Marketing. For the first time in the AMA history, the editorship of one of its journals was given to an individual outside the United States.

KIM SJOSTROM, Chief technologist, Finland, has been appointed as Research Chief at the Faculty of Forestry in the University of Helsinki, effective from March 1st. His job will contain a development project, to build, combine and improve education, studies and research framework in Logistics for the University. For further information about the project, please visit <http://honeybee.helsinki.fi/logistics/main.htm> or contact him at sjostrom@technologist.com

JUST OFF THE PRESS



ABBAS J. ALI (Professor and Director, School of International Management at Eberly College of Business, Indiana University of Pennsylvania) published *Globalization of Business: Practice and Theory*. (New York: The Haworth Press, 2000 ISBN 0-7890-0412-7, 365 pages). The book illuminates the linkage between theory and practice of globalization, and is oriented to serve the needs of executives in conducting their affairs. Indeed, this book offers new perspectives and approaches seldom presented in the existing academic literature. It provides a comprehensive, yet creative, treatment of globalization and its implications. The coverage of issues establishes this book as a turning point in understanding globalization of business. To order, please contact the Haworth Press. Tel: **800-429-6784**, Fax: **800-895-0582**.

HARVEY ARBELAEZ and **CLAUDIO D. MILMAN** of the Monterey Institute of International Studies and Rollins College, respectively, served as guest co-editors of a special issue of the *International Journal of Public Administration* on the "New Business Environment of Latin America and the Caribbean." This special issue has just been published in May (Volume 23, Combined Issues 5-8, 2000; ISSN: 0190-0692)

consists of 36 papers to cover four areas: (i) Privatization of State-Owned Enterprises; (ii) Mexico; (iii) Economic, Financial and Foreign Investment Issues; and (iv) Economic Integration, Trade, and Cultural Issues. For further information regarding content and authors, visit the web site at <http://www.dekker.com/e/p/pad> or contact the Promotion Department at Marcel Dekker, Inc. on 270 Madison Avenue, New York, NY 10016 or call at (212) 696-9000.

JOS BENDERS (University of Nijmegen), **NIELS NOORDERHAVEN** (Tilburg University), **ARJAN KEIZER**, **HIROSHI KUMON** and **JOOP STAM** have edited *Mirroring Consensus; Decision-making in Japanese-Dutch Business* (Uitgeverij LEMMA, 2000. ISBN 90 5189 855 X, 176 pages) Over the course of the last four decades, many Japanese companies have opened branch offices or subsidiaries in the Netherlands. The same is true of Dutch companies in Japan. In these organizations nationals with different cultural backgrounds work together intensively and decisions of varying importance are taken continuously. Effective co-operation and decision-making in such inter-cultural business settings require insight into each other's ways of thinking. The 400th anniversary of the relationship between Japan and the Netherlands in the year 2000 is an appropriate milestone to reflect on Japanese-Dutch co-operation. The observations of foreign observers that both countries are consensual societies was the starting point for such reflections. How do these understandings of consensus relate? What diversity is there in this commonality? Where to use the practices of one's home country, and where to adapt to the host environment? Experienced authors from business and academia discuss Japanese-Dutch economic relationships against this background of similarities, differences, and adaptations. Contributors include Geert Hofstede and Joseph Soeters, Rene Belderbos, Paul Volleman, Kenzo Tatsuuma and Joop van Lier (formerly at Fuji Photo Film, the Netherlands), Rob Woldberg and Jan Boeijen (Nissan Europe), Didier van de Velde and Takahiko Saito. To order, please contact the publisher, Uitgeverij LEMMA PO Box 3320 3502 GH Utrecht the Netherlands (Tel:) +31 30 254 56 52 (Fax:) +31 30 251 24 96, or visit the web site at <http://www.lemma.nl> infodesk@lemma.nl.

DONG-SUNG CHO and **HWY-CHANG MOON**, both of Seoul National University have co-authored the *IPS National Competitiveness Report* (The Institute of Industrial Policy Studies, 1999 ISBN: 89 87570 15 0, 295 pages). This is the third report on competitiveness of countries around the world, after the WEFI and IMD reports, but probably the first of its kind in terms of theoretic rigour and a thorough database. For more information, please visit the publisher's web site at <http://www.ips.or.kr>.

YADONG LUO, University of Hawaii, has published *Multinational Corporations in China: Benefiting from Structural Transformation* (Copenhagen Business School Press, ISBN 8716134907). It illustrates industrial policies regulated by the Chinese government, outlines the key industries and emerging investment opportunities, provides insights about how to analyze structural attributes of an industry, and

presents the framework for industrial analysis. The book contains several case studies about MNCs in China.

STEVE MCGUIRE of the University of Bath has recently published a co-edited book with Professor Brian Hocking of Coventry University. *Trade Politics: Domestic, International and Regional Perspectives* (London and New York: Routledge, ISBN 0-415-19357-5, 320 pages). The book examines a number of trade issues including the rise of regionalism, intellectual property and trade, labour standards, and the WTO. Orders can be placed via Routledge publishers (part of the Taylor and Francis Group) at www.routledge.com or www.tandf.co.uk.

MIKE PENG, of Fisher College of Business, The Ohio State University, recently published *Business Strategies in Transition Economies* (Sage, 2000; ISBN: 0-7619-1600-8 hardcover; 0-7619-1601-6 paperback). This book focuses on competitive strategies of domestic and foreign companies in transition economies with a large number of case studies as "strategy in action" inserts. It has already been adopted by OSU, Chinese University of Hong Kong, Copenhagen Business School, and other leading business schools around the world. Visit the publisher's website at www.sagepub.com and major online bookstores for ordering information and the author's website at www.cob.ohio-state.edu/~mhr/peng/pengindx.htm for content information.

ASEEM PRAKASH of The George Washington University, announces his co-edited volume, *Coping With Globalization* (Routledge, ISBN 0-415-22863-8). This is the second of the three volumes co-edited by him (and Jeffrey A. Hart) on this subject. *Coping With Globalization* seeks to understand how actors, both governments and firms, can cope with globalization across issue areas. The book starts from the assumption that globalization processes are restructuring policy spaces, thereby creating winners and losers. Thus, the volume examines how globalization impacts a given actor's set of opportunities and threats, what strategies are available to the actor, what political, instructional, ideational, and economic factors are behind specific coping choices, and what lessons can be distilled and generalized to other actors or issue areas. To order, call 1-800-634-7064, fax 1-800-248-4724.

EKREM TATOGLU of Beykent University, Turkey and **KEITH W. GLAISTER** of Leeds University, UK have published a new book, *Dimensions of Western Foreign Direct Investment in Turkey* (Quorum Books, ISBN 1-56720-335-3, 232 pages). This book is written for scholars and students of international business, global management, and strategic management, as well as for executives who are actively pursuing international market opportunities and managers in Turkish firms seeking joint venture partners. This book provides a timely account of the key facets of Western FDI activity in Turkey: location specific influences, strategic motives, partner selection criteria in joint ventures, management control issues and performance. To order, call toll free 24 hours; 1-800-225-5800 or visit <http://info.greenwood.com/books/1567203/1567203353.html>.

NEW MEMBERS

Members Joining from March 8 - June 9, 2000

Salah A. Al-Othman
George Anastassopoulos
Tim Andrews
Emilie Amandine Askew
Patrice Auger
Michael Andrew Brabin
Ross Brown
Kevin Campbell
Robert Carty
Tatikul Chaiwun
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Julie Corder
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Sergio Garcilazo-Lagunes
Marcelo Gechele Cleto
Sullivan Mort Gillian
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Michel Goyer
Vera Grantham
Lei Gu
Ray Guydosh
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Caroline Hanmer
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Boonchai Hongcharu
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Kwang-Jin Kim
Catriona King
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Thomas C. Lawton
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Don Y. Lee
Xiaoyu Li
David Low
Svjetlana Madzar
Balasundram Maniam
Travis Maples
Rebecca Marschan-Piekkari
Sadie .McClelland
Antoine Monteils
Simon Mowatt
Philomene Nduwimana-Evans

James Newton
Marina Papanastassiou
Hosein Piranfar
Michael Pisani
Jocelyn M. Probert
Philip Raines
Cornelis Reiman
Bert Sadowski
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Deepak Sethi
Alan Slinger
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Angelo N. Tarallo
Ibraiz Tarique
Henrikki Tikkanen
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Todd Van Horne
Alessandro Wiest
Leslie Williams
Mildred A. Witt
Xiaohong Wu
Therese F. Yaeger
Joanne Qun Yi
Helen Zarba
Xiaoming Zhang
Jian Zhang

NEWSLETTER INFO

The AIB Newsletter is proud to share the latest news about its members in the MEMBERS ON THE MOVE and JUST OFF THE PRESS sections. E-mail your professional accomplishments, book publications, promotions, and honors, to:

aib@cba.hawaii.edu

Or send typed items and photographs via mail to:

Laurel King, AIB Administrator
2404 Maile Way, CBA C-306
Honolulu, HI 96822-2223 USA

AIB COPY DEADLINES are:

- Quarter 1: *February 1*
- Quarter 2: *May 1*

- Quarter 3: *August 1*
- Quarter 4: *November 1*

Only items received on or before the first working day after the deadline will be considered for publication. Fax us at **(808) 956-3261** for information regarding our advertising and promotional services.

AIB MIDWEST USA

CHAPTER CONFERENCE

MARCH 7-9, 2001
CHICAGO, ILLINOIS

The annual meeting of the Midwest Chapter of the Academy of International Business will be held in conjunction with the Midwest Business Administration Association annual meetings in Chicago during March 7-9, 2001. Submissions are being accepted until **October 6, 2000**.

For more information about the conference and submission rules, please contact:

Stewart R. Miller
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Michigan State University
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e-mail: kundusk@slu.edu

AIB WESTERN USA

CHAPTER CONFERENCE

SEPTEMBER 14-16, 2000
SAN DIEGO, CALIFORNIA

The annual meeting of the AIB Western Region will be held on the campus of Point Loma Nazarene University in San Diego, California, **September 14, 15 and 16**. Meeting on the bluffs overlooking the Pacific towards Asia and south to Mexico and Latin America, participants and papers will focus on the role of International Business in a globally-integrated world.

For registration information, please contact:

Anthony J. Avalone
Professor of Business
Dept. of Accountancy, Business, and Economics
Point Loma Nazarene University
San Diego, CA 92106
Tel: (619) 849-2622 Fax: (619) 849-2691
E-mail: anthonyavallone@ptloma.edu

AIB SOUTHWESTERN USA

CHAPTER CONFERENCE

FEBRUARY 27-MARCH 3, 2001
NEW ORLEANS, LOUISIANA
(HOTEL: SHERATON NEW ORLEANS)

The Annual meeting of the 2001 AIB U.S. Southwest Chapter Conference will be held in conjunction with the 2001 Southwest Federation of Administrative Disciplines (SWFAD) Conference, New Orleans, Louisiana (Sheraton New Orleans) **February 27 - March 3, 2001**. Competitive papers, work-in-progress, symposia and workshops are invited from all fields of International Business and its related areas. Submission deadline is **September 15, 2000**.

For further information, please contact:

Kamlesh T. Mehta, Program Chair
2001 AIB U.S. Southwest Chapter Conference
School of Business
St. Mary's University
One Camino Santa Marina
San Antonio, Texas 78228
Tel: (210) 431-2024 Fax: (210) 431-2115
E-mail: kmehta@stmarytx.edu

Also, please note that the AIB SW Chapter Web site has relocated. The new address is

<http://wtfaculty.wtamu.edu/~sanwar.bus/aibsw.html>



AIB Southwest Chapter Officers with the Guest Speakers at the 2000 San Antonio Conference. From left to right: **Jane LeMaster**: President (University of Texas, Pan American), **Ray Brimble**: Best IB Business Person of the Year (Managing Partner, Lynxs Holdings LLC), **Kerry Cooper**: Best IB Academic/Director of the Year (Executive Director, CIBER, Texas A&M University - College Station), **MaryVonne Cooper** (Guest), **Susan Martin Tariq** (Guest), **Syed Tariq Anwar**: Chapter Chair (West Texas A&M University), **Duane Burdorf**: Secretary & Treasurer (C.H. Robinson, Inc.)

2000 ELECTION RESULTS

We welcome the new incoming Board members of the Academy of International Business. Our gratitude goes out to all who participated in the election



PRESIDENT

Stephen J. Kobrin is a William H. Wurster Professor of Multinational Management at the Wharton School of University of Pennsylvania. He has a Ph.D. in International Business from the University of Michigan, an MBA from Wharton, and a B.Mgt.Eng. from Rensselaer Polytechnic Institute, and brings in both work experience as Brand Manager for Proctor and Gamble, as well as teaching experience from MIT and NYU. An active member of the AIB since 1973 and a Fellow since 1989, Kobrin has served as Vice President Program Chair for the 1994 Boston meeting as well as the Chair of the North-East region and Dissertation Award Committee. He has served on the editorial boards of several academic journals.

VICE PRESIDENT FOR MEETINGS

2001 Program

Bernard Yeung is currently Abraham Krasnoff Professor of Global Business and Professor of Economics at Stern School of Business, New York University and Area Research Director at the William Davidson Institute at the University of Michigan Business School. Originally from Hong Kong, he migrated to Canada in 1975 and graduated from the University of Western Ontario; he also has an MBA and Ph.D. from the University of Chicago. Professor Yeung has been a member of the AIB since the mid-eighties. He has been on the JIBS editorial board since 1990 and has been a JIBS associate editor since 1997.



2002 Program

Lorraine Eden is Associate Professor of Management and Associate Director of Research at Texas A&M University. She also holds an Adjunct Research Professorship at Carleton University as well as full-time appointments in the economic departments at Mount St. Vincent and Brock universities, and a visiting Professorship in the Kennedy School of Government at Harvard University. Professor Eden founded and was the first president of the Women Economists Network in Canada. She currently sits on the editorial boards of several international business and political journals.



VICE PRESIDENT: ADMINISTRATION

Danny Van Den Bulcke is Professor of International Management and Development at the University of Antwerp - Belgium. He has also taught at the University of Limburg and the College of Europe in Bruges and has also been Visiting Professor at universities in the Netherlands, Indonesia, P.R. China, Poland, the Philippines, Thailand, India, Bolivia and others. Professor Van Den Bulcke has a Ph.D. from Ghent University, an MA in International Economics from the University of Toronto, and a BA in economics from Ghent University. Professor Van Den Bulcke was elected as an AIB Fellow in 1992 and has been in charge of the Western European Chapter since 1989.



submission center. A total of 348 AIB members were engaged in reviewing and I am grateful to all of them for timely and thoughtful reviews.

We will be developing a tentative agenda soon and immediately posting it on both the AIB website and the MSU CIBER website. Of course, letters informing authors of our decision will be going out during May.

We look forward to a very exciting and professionally rewarding conference in Phoenix. I would like to remind you to make your travel arrangements immediately. While Phoenix is quite accessible, the dates of our conference will coincide somewhat with Thanksgiving Holiday travel. Please note that most of our participants will arrive on Friday 17 November to catch the Presidential Reception. We expect most to depart the day after the conference, on Tuesday, 21st November. Those who wish to come early or leave late will be accommodated by the Pointe Hilton Resort at Tapatio Cliffs.

See you in Phoenix!

2000 Doctoral Travel Stipends

The Executive Board is pleased to announce the availability of a limited number of stipends of US\$500 each to enable doctoral student members to attend the Phoenix, Arizona conference.

These stipends are available to full-time Ph.D. students who plan to attend the Doctoral Consortium and/or have a paper accepted for presentation at the AIB 2000 Annual Meeting in Phoenix, Arizona.

Recipients of the stipends will be expected to assist the conference organizers for about ten hours during the conference.

To apply, send the following to the address below by **August 1, 2000**:

1. copy of your doctoral consortium and/or paper acceptance letter
2. letter of recommendation from your advisor
3. letter of application
4. copy of your resume

Academy of International Business
2000 Travel Stipends
University of Hawaii at Manoa, CBA, C-306
2404 Maile Way
Honolulu, HI 96822-2223 USA
Fax: 808-956-3261

Calling all Ph.D. Students

This year's Doctoral Consortium will take place on Friday, November 17, during the 2000 Academy of International Business meeting in Phoenix, Arizona. The consortium will be held at Thunderbird, the American Graduate School of International Management.

Doctoral Consortium chair Ravi Ramamurti of Northeastern University is organizing a wonderful consortium this year, at which a number of leading international business researchers will speak. The faculty will also present their explanation of emerging research areas in international business as well as lead discussions on various topics. Emphasis will be placed on issue-oriented research, which will exceed traditional boundaries.

At the 1999 annual meeting, held in Charleston, South Carolina, the Doctoral Consortium was well-attended. It was chaired by S. Tamer Cavusgil, from Michigan State University, the 2000 Program Chair. Gary A. Knight (Florida State University), Anoop Madhok (University of Utah), Subramanian Rangan (INSEAD), and Srilata Zaheer (University of Minnesota) spoke at the event.

Doctoral Consortium participant Naubahar Sharif (Nab) from the Hong Kong University of Science and Technology wrote very positively about his experience in an email to the AIB secretariat.

He was very pleased that the speakers at the consortium shared their experiences, tribulations, and even their mistakes from when they were at the same stage in their careers with the participants. He found the consortium to be extremely useful in providing him with the real 'nuts and bolts' of how to develop a research portfolio. He said, "All in all, I felt the conference was superb and it ran exceptionally smoothly. For me, it was certainly worth the trip and the cost of coming over (in fact the doctoral consortium alone made it worth it)."

The AIB encourages doctoral students to join the AIB as well as participate in the consortium and annual meetings. AIB membership forms and meeting registration forms are available on our Web site at <http://www.hawaii.edu/aib>.

Venturing out in Arizona



Prehistoric cave dwellings at Montezuma Castle National Monument one and a half hours north of Phoenix

Phoenix is fun and a stroll through old Scottsdale is a wonderful way to spend a morning. But if you have any extra days in Phoenix, try taking a trip up to see some of the sites of northern Arizona. Take I-17 north and you will reach **Montezuma Castle National Monument** in about 80 minutes. There you can see the remarkable cave dwellings of prehistoric Sinagua Indians dating back to the 15th century. Stroll around the monument and visit the information center to learn about these industrious cave dwellers of the past who mysteriously disappeared from the area.

Next follow I-17 a little further to the Sedona exit and take Highway 179 to reach **Sedona** in less than an hour. This route takes you through the beautiful red rock formations and unique wilderness of the



One of the magnificent red rock formations, Bell Rock outside Sedona

region. Sedona's mild climate and proximity to the Coconino National Forest make it a mecca for outdoor enthusiasts. The diverse culture and environment attract a variety of visitors year round.

From Sedona, head northeast on Highway 89A to Flagstaff through the **Oak Creek Canyon**. This is a lovely drive through white-cliffed mountains lined with pines that contrast nicely with the red rock of Sedona. Depending on your time restrictions, pick one of the three routes from Flagstaff up to the Grand Canyon. Make sure to have reservations if you plan to stay the night in the Grand Canyon National Park.

Your first glimpse of the **Grand Canyon** will probably be reminiscent of the first time you remember seeing the ocean as a child. Its vastness and depth is awe-inspiring and cannot be fully captured in a photograph. The colors are fantastic and change with the different light conditions of the day. Take the park shuttle out to the West Rim to watch a sunset unlike any that you have seen before. In the morning, try to catch the sunrise at Yaki Point, and if you enjoy hiking, hike down an hour or so to Cedar Ridge. The view from below is even more incredible. Make sure to take some snacks and plenty of water. The hike back up will take longer as you will probably need to rest between switchbacks. If you take the East exit from the park, be sure to stop at Desert View for a last view of the Grand Canyon. Here you can see the Colorado River flowing below and almost watch as the canyon continues its eternal



Sitting on the rim near Bright Angel Lodge



Plan well in advance if you hope to experience a mule trip down in the canyon

process of change. The drive back to Phoenix takes about four hours. It's well worth the drive if you have the time and the weather in November permits.



View of the Colorado River from Desert View



MISCELLANEOUS ANNOUNCEMENTS



CALL FOR PAPERS

- **1ST INTERNATIONAL SYMPOSIUM ON ORGANIZATIONAL IMPROVISATION. UNIVERSIDADE NOVA DE LISBOA**

**LISBON, PORTUGAL
JUNE 14-15, 2001**

This symposium aims to bring together researchers interested in the emergent subject of organizational improvisation. Possible topics include: the impact of improvisation on innovation, human resource management or decision-making; its relationship with organization theory and behavior, knowledge management, complexity theory, and strategic management. Both conceptual and empirical papers are welcome. The 2-day symposium will be small and participative, and we anticipate about 30-40 participants. Paper abstract submission is **September 15, 2000**. Decision: November 15, 2000. Full paper submission: April 1, 2001. For further information, contact Dr. Miguel Pina e Cunha, Universidade Nova de Lisboa, Departamento de Gestao; Faculdade de Economia, Rua Marques de Fronteira, 20; 1099-038 Lisboa; Portugal. E-mail: mpc@fe.unl.pt or Dr. Ken Kamoche, City University of Hong Kong, Dept of Management, Tat Chee Ave, Kowloon, Hong Kong. E-mail: mgnkk@cityu.edu.hk.

- **THE INTERNATIONAL JOURNAL OF HUMAN RESOURCE MANAGEMENT - SPECIAL ISSUE**

MANAGING HUMAN RESOURCES IN AFRICA

The little available research on the subject suggests that the challenges of managing people in Africa are immense but surmountable. There is now a need for researchers to develop a comprehensive research agenda to identify the definitive characteristics of HRM in Africa, the diversity and

CALL FOR PAPERS

adequacy of approaches currently in use and how these reflect national, industrial, cultural and other relevant considerations. Both conceptual and empirical papers are invited for this special issue. These can address: country-specific or cross-national comparative analyses, the suitability of conceptual models of HRM to the African context, the suitability of foreign management practices e.g., through the influence of multinational firms and joint-ventures, the role of culture in management, the impact of HRM on organizational performance, and so forth. Authors should submit two complete copies of their paper by **May 1, 2001** to Professor Michael Poole, The Editor, International Journal of Human Resource Management, Cardiff Business School, University of Wales College of Cardiff, Colum Drive, Cardiff CF1 3EU, UK. Inquiries can also be sent to the Guest Editor for this special issue: Dr. Ken Kamoche, City University of Hong Kong, Dept of Management, Tat Chee Avenue, Kowloon, Hong Kong, Email: mgnkk@cityu.edu.hk.

- **ADVANCES IN INTERNATIONAL MANAGEMENT**

Advances in International Management is a JAI research annual devoted to advancing the cross-border study of organizations and management practices from a global, regional, or comparative perspective. It publishes conceptual and empirical papers that deal with topics from any area within the management field. To be accepted for publication, a paper must make a significant contribution to our knowledge of international management through some combination of new theoretical insights, managerial applications, methodology, or data. Prospective contributors desiring further information may contact either of the series co-editors: Joseph Cheng at 217-333-2963 (E-mail: jlcheng@uiuc.edu) or Michael Hitt at 409-845-5577 (E-mail: mhitt@cgsb.tamu.edu).

CALL FOR PAPERS

- **THE INTERNATIONAL ACADEMY OF E-BUSINESS**

The International Academy of E-Business, in collaboration with the Academy of E-Commerce, will hold its annual conference entitled "E-Commerce: The Emerging New Business Paradigm Interfacing the Old and the New". The primary purpose of this Conference is to provide a dialogue between and among academicians and practitioners in order to stimulate research in electronic commerce and enhance understanding and training. For more information and call for papers, please contact Dr. Vinay Kothari, College of Business, Stephen F. Austin State University, Nacogdoches, TX 75962-9070 tel: (936) 468-1725, E-mail: vkothari@sfasu.edu

OTHER

- **K.C. DHAWAN FOUNDATION**

The K.C. Dhawan Foundation is a private foundation established and operated for Canadian and international charitable purposes and activities, approved by Revenue Canada and Gouvernement du Quebec. Dr. (Prof.) K.C. Dhawan created the Foundation to fund breast cancer research, scholarships in business and journalism, and cross-cultural research and fellowship. The Foundation has been active in seeking and funding research projects since 1997. The major purposes of the foundation include: advancement of education, purposes beneficial to the community, and miscellaneous purposes such as donations to religious bodies. For more information, contact Dr. (Prof.) K.C. Dhawan at Group KCD, 1365 Summerhill Crescent, Oakville ONT L6H 6E3, CANADA,

email: dkdhawan@aol.com

Please Note: miscellaneous position announcements are now posted exclusively on our Web site, at <http://www.hawaii.edu/aib>

UNIVERSITY OF PENNSYLVANIA POSITION ANNOUNCEMENT MULTINATIONAL MANAGEMENT

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

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

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

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

Please indicate in your cover letter which areas you wish to be considered. Send application materials—cover letter, cv, 3 letters of recommendation, sample publications and abstracts—**preferably** via E-mail with attachment (Word or WordPerfect preferred) to:

recruiting@management.wharton.upenn.edu.

Or mail your materials to:

*Chair, Department of Management
The Wharton School
University of Pennsylvania
2028 Steinberg-Dietrich Hall
Philadelphia, PA 19104-6370*

Applicants should send materials by November 30, 2000.

AA/EEO Employer

The University of Pennsylvania is an equal opportunity employer and takes its obligation in that area very seriously.

EIBA

European International Business Academy

**26th Annual Conference
December 10-12, 2000
Crowne Plaza Hotel
Maastricht, The Netherlands**

CALL FOR PAPERS

**MAASTRICHT 2000 - EUROPEAN BUSINESS
IN THE GLOBAL NETWORK**

Topics include, but are not limited to:

- Inter-firm networks and strategic alliances - international versus regional patterns
- Clustering and industrial development
- Origin and evolution of corporate networks
- in Europe
- European outward FDI - regionalism versus globalism
- Strategic issues for FDI into Central and Eastern Europe
- The MNE and supply-chain management
- E-commerce and the MNE
- Knowledge creation and transfer in inter-organizational networks
- Managing diversity within European firms
- EU technology programs and the competitiveness of high-tech firms
- International trade, WTO and European business
- Environmental standards and competitiveness

Deadline for submissions is **September 15, 2000.**

Further information, including submission guidelines and registration forms, is available at <http://www-fdewb.unimaas.nl/EIBA2000>.

The Conference Coordinator, Dr. Sarianna Lundan can be reached at S.Lundan@mw.unimaas.nl.



Universiteit Maastricht

OCTOBER 13-15, 2000

**3rd Faculty Development in International Business Workshop
on Strategies for Teaching International Negotiations**

organized and hosted by

The Center for International Business Education and Research

at the

Duke University Fuqua School of Business

This year's workshop will focus on the use of experiential international negotiation exercises in courses such as negotiations, organization behavior, joint venturing, and strategic management. Materials also include role playing negotiation simulations designed by the Duke CIBER. The simulations are available online at <http://faculty.fuqua.duke.edu/ciber/simulations.htm>. For information, contact ciber@mail.duke.edu or 919 660 7837. Register online at <http://faculty.fuqua.duke.edu/ciber/FDIB99.htm>.



DECEMBER 1-3, 2000

**2nd Doctoral International Consortium on Research and
Teaching of Global Strategy and Organization Change**

organized and hosted by

**The Center for International Business Education and
Research**

at the

Duke University Fuqua School of Business

The workshop is intended for advanced doctoral students who have completed their first 2 years of study or passed their qualifying exam. Students will participate in sessions led by leading strategy and management scholars whose areas of expertise is international research and managing strategic change. For information contact ciber@mail.duke.edu or call 919 660 7837. Register online at <http://faculty.fuqua.duke.edu/ciber/PhD.htm>



Call for Papers

Journal of International Business Studies (JIBS)

The Future of the Multinational Enterprise
Past Research, Current Issues and Future Directions
Twenty-Five Years after the Publication of Buckley and Casson's Book

Guest Editor
Bernard Yeung, NYU

JIBS invites submissions of papers for a symposium to mark the 25th anniversary of the publication of *The Future of the Multinational Enterprise* by Peter Buckley and Mark Casson. The book by professors Buckley and Casson's is one of the most influential publications among the hundreds of studies of multinational enterprises. As a book that revolutionized the field, it included a critical examination of empirical observations about foreign direct investment (FDI) and the relationship of the evidence to the theorizing at that time. They made original theoretical contributions that better fit empirical data and influenced much research on FDI since it was published in 1976.

For this symposium volume, we invite manuscript submissions that report theoretical and empirical research work that is linked to the contributions made in *The Future of Multinational Enterprise*. We also welcome conceptually-oriented critical reviews of the literature or other papers that identify problems with current approaches in the literature and/or suggest new directions for future research.

Schedule

The deadline for submission of papers is June 30, 2001

*Final decisions on papers will be made by
December 31, 2001*

*The symposium will appear in a regular issue of the journal
during 2002*

Procedures for Submitting Papers

Please follow the *JIBS* Submission Guidelines and Style Guide for Authors in the back of the Journal's most recent issue or Submission Guidelines on the *JIBS* website (www.jibs.net); however, please submit four rather than two hard copies of your manuscript. Cover letters should request that papers be specifically considered for this Symposium. All submissions will be double-blind reviewed in accord with *JIBS*'s normal review process and criteria.

Submissions should be directed to:

Bernard Yeung
Abraham Krasnoff Professor in Global Business
New York University
Stern School of Business
44 W 4th St. Rm 7/65
New York, New York, 10012
Phone: 1- (212) 998-0425
Fax: (212) 995-4221
E-mail: byeung@stern.nyu.edu

AIB-L LISTSERV

The AIB-L, the AIB's e-mail mailing list, expands online offerings, provides greater connectivity between AIB members, and helps scholars locate resources and collaborators. AIB-L traffic is moderate (15 to 20 messages per week; about 1400 members subscribe to the list) and consists of AIB notices, conference and position announcements, and requests for research information and advice.

AIB-L QUICK REFERENCE

Send all commands (from an e-mail account that receives AIB-L postings) to listproc@hawaii.edu.

To subscribe:

SUBSCRIBE AIB-L FIRST LAST

Replace FIRST and LAST with your first and last name. For example:

SUBSCRIBE AIB-L JENNY SHIMIZU

This will help us find your account if you have any questions or problems.

To unsubscribe:

UNSUBSCRIBE AIB-L

Note that you do not include your name when issuing this command. You must send the message from the e-mail address that is subscribed to the list.

To postpone:

SET AIB-L MAIL POSTPONE

This command, which is useful if you are taking a vacation, will temporarily stop AIB-L mailings.

To resume:

SET AIB-L MAIL ACK

This reactivates your subscription after it's been postponed.

To switch to digest mode:

SET AIB-L MAIL DIGEST

This sends you weekly compilations of messages sent to AIB-L.

To return to individual distribution:

SET AIB-L MAIL ACK

This allows you to switch back to receiving postings as individual messages.

For more help:

HELP

If it says you're not subscribed:

If you get an error message (even though you've been receiving mail from AIB-L), chances are your e-mail address has changed or varies for some reason. Send an e-mail message containing the error message and any information about your old e-mail accounts to ozawa@hawaii.edu.



AIB INSTITUTIONAL MEMBERSHIP APPLICATION

ACADEMY OF INTERNATIONAL BUSINESS

Terms of Membership: For an annual fee of **US\$1,000**, a school may designate two faculty members to receive AIB membership and two to receive registration at the AIB's Annual Meeting. A Ph.D. candidate may also be nominated to receive membership and meeting registration provided that he or she commits to attending the Doctoral Consortium. Each participating institution will be recognized once a year in both the *AIB Newsletter* and the *Annual Meeting Program*.

INSTITUTION'S CONTACT INFORMATION			
<i>Please type or print clearly and remit payment with form.</i>			
FIRST NAME	INITIAL	FAMILY NAME	
POSITION TITLE		ORGANIZATION	
STREET ADDRESS LINE 1			
STREET ADDRESS LINE 2			
CITY	STATE	COUNTRY	POSTAL CODE
TELEPHONE		FAX	
E-MAIL		PERSONAL WEB PAGE	

Make cheques payable to the **Academy of International Business**. Applicants outside the US must pay by credit card or remit funds by means of an international money order denominated in US dollars or by a check drawn upon a US bank. Foreign cheques must have micro-encoded banking information, including the ABA routing number at the bottom of the cheque, a US bank address and have the US dollar amount imprinted on them. The regular annual membership dues of \$85 and the Student and Low-income annual membership of \$45 in the Academy of International Business both include \$40 for a one-year subscription to the *Journal of International Business Studies*. (Federal Employer ID #23-7442958).

You must return this form (or a copy) with your payment to ensure proper recording. (Return by October 15 for the current meeting.)

AMOUNT PAID: \$ _____ (Dues for _____ years)

METHOD OF PAYMENT:

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- Credit Card (Circle: MasterCard / VISA / AMEX / Diners / Discover)

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Signature (if credit card payment) _____

MAIL TO: Academy of International Business
University of Hawai'i at Manoa - CBA
2404 Maile Way (C-306)
Honolulu, HI 96822-2223 USA

FAX TO: 1-(808) 956-3261

NAMES OF NOMINEES		
- Please write the names of the individuals at your institution who will receive the benefits listed below.		
- Attach a copy of the "Individual Membership" form on the next page for each person nominated.		
- Check off the box for "Institutional Nominee" on the form.		
MEMBERSHIP #1		
FIRST NAME	INITIAL	FAMILY NAME
POSITION/TITLE		FAX NUMBER
E-MAIL		
MEMBERSHIP #2		
FIRST NAME	INITIAL	FAMILY NAME
POSITION/TITLE		FAX NUMBER
E-MAIL		
<i>Our institution nominates the following two individuals to attend the AIB's Annual Meeting in Phoenix, Arizona, on November 17-20, 2000.</i>		
REGISTRATION #1 (name only if same as #1 above)		
FIRST NAME	INITIAL	FAMILY NAME
POSITION/TITLE		FAX NUMBER
E-MAIL		
REGISTRATION #2 (name only if same as #2 above)		
FIRST NAME	INITIAL	FAMILY NAME
POSITION/TITLE		FAX NUMBER
E-MAIL		
PhD NOMINEE (Membership and 2000 Registration Fee)		
FIRST NAME	INITIAL	FAMILY NAME
POSITION/TITLE		FAX NUMBER
E-MAIL		



AIB MEMBERSHIP APPLICATION

ACADEMY OF INTERNATIONAL BUSINESS

Action(s): New Membership Renewal Address Correction

Type of Membership: Regular - \$85 Student - \$45 Low Income - \$45* Institutional Nominee - \$0

Current member sponsoring dues for new member

Your Name and ID Number (If Applicable)

Please print clearly or type and remit payment with form.

Family (or Last) Name		First Name		Initial		
Street Address						
City		State		Country		
Postal Code						
Telephone			Fax			
E-mail			Personal Web Page			
Position/Title			Organization			
Highest Degree			Alma Mater			
Disciplines		Research Interests				See the <i>Membership Directory</i> or website at http://www.hawaii.edu/aib/aibinfo/structur/resint.htm for code list.
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

Make cheques payable to the **Academy of International Business**. Overpayments will be processed as gifts to the AIB Foundation and/or the Adopt-A-Library program and acknowledged in the *AIB Newsletter*. Applicants outside the US are requested to pay by credit card or to remit funds by means of international money order denominated in US dollars or by check drawn upon a US bank. Foreign cheques must have micro-encoded banking information, including the ABA routing number at the bottom of the cheque, a US bank address and have the US dollar amount imprinted on them. The regular annual membership dues of \$85 and the Student and Low-income annual membership of \$45 in the Academy of International Business both include \$40 for a one-year subscription to the *Journal of International Business Studies*. Federal Employer ID #23-7442958

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AMOUNT PAID: \$ _____ (Dues for _____ years)

Method of Payment:

- Cheque (No.: _____ Date: _____)
- Credit Card (Circle One: MasterCard / VISA / AMEX / Diners / Discover)

Credit Card Number

Expiration Date: _____ / _____ (Month/Year) _____

Signature (if Credit Card payment)

You must return this form (or a copy) with your payment to assure proper recording.

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University of Hawai'i at Manoa - CBA
2404 Maile Way (C-306)
Honolulu, HI 96822-2223 USA

FAX TO: (808) 956-3261

* Low income memberships are offered to individuals with gross annual incomes below US\$25,000.