



International Business for Sustainable World Development Call for Papers AIB 2011 Annual Meeting June 24-28, 2011

Nagoya, Japan



n recent years, sustainability has become the new morality. Sustainability involves meeting present needs without compromising the ability of future generations to meet their needs (The World Commission on Environment and Development, 1987). Defined as such, sustainability is a guiding principle to enhance the well-being of current and future social,

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economic, and environmental systems. A growing number of business leaders believe that sustainability is not an option but an imperative. In this year's World Economic Forum, Jeffrey Sachs called upon business leaders to "go beyond pure self-interest and act as global statesmen in building a sound global system" as they reshape the world in the wake of the global financial crisis. Business leaders are now expected to play more active roles than ever in addressing pressing global issues, such as poverty and inequity, global warming and pollution, ownership and usage of scarce resources and emerging technologies.

The late, great Professor CK Prahalad, father of the "bottom of pyramid" philosophy, was among the first scholars to advocate using business strategy to build sustainable development because the need for it was obvious. "Don't deny the obvious," he said, "get on with it and innovate" (Economic Times, November, 2009). Now is the time to get on with it. Do we understand the importance of having a sustainable world? Can international business resolve critical global issues? How do firms achieve innovation and sustainability simultaneously? How can we measure the contributions of firms to sustainable world development? What roles should managers, global and domestic, play in sustainable world development? How can theories of international business be modified to encompass sustainable world development? The goal of the 2011 AIB meeting is to address these important questions, showing how international business communities can resolve critical global issues to develop a sustainable economy, society, and environment.

Continued from page 1 Topical Tracks

Track I. Institutions, Governance, and CSR

Track chair: Toru Yoshikawa, Singapore Manage-

ment University, toru@smu.edu.sg

Track 2. International Marketing Management and Supply Chain

Track chair: Daniel C. Bello, Georgia State University, mktdcb@langate.gsu.edu

Track 3. IB Theory, FDI, and Entry Mode

Track chair: Klaus E. Meyer, University of Bath, k.meyer@bath.ac.uk

Track 4. Global Strategy, Alliances, and Competitiveness

Track chair: Sumit K. Kundu, Florida International University, kundus@fiu.edu

Track 5. MNC Management and Organization

Track chair: Kazuhiro Asakawa, Keio University, asakawa@kbs.keio.ac.jp

Track 6. Innovation and Knowledge Management

Track chair: Robert Salomon, New York University, rsalomon@stern.nyu.edu

Track 7. Doing Business in Emerging Economies

Track chair: Mike W. Peng, University of Texas at Dallas, mikepeng@utdallas.edu

Track 8. Developing Country Multinational Companies

Track chair: Alvaro Cuervo-Cazurra, University of South Carolina, acuervo@moore.sc.edu

Track 9. Cross-cultural Management and International HRM

Track chair: Mary B. Teagarden, Thunderbird, mary.teagarden@thunderbird.edu

Track IO. International Economics, Finance and Accounting

Track chair: Ram Mudambi, Temple University, ram.mudambi@temple.edu

Track II. SMEs, Entrepreneurship, and Born Global

Track chair: Gary Knight, Florida State University, gknight@cob.fsu.edu

Special Track: Teaching International Business

Track chair: Elizabeth L. Rose, Aalto University School of Economics, Elizabeth.Rose@aalto.fi

Special Track: International Business Research Methods

Track chair: Gordon Cheung, The Chinese University of Hong Kong, gordonc@cuhk.edu.hk

For detailed descriptions of each track and relevant keywords, please visit http://aib.msu.edu/events/2011

Submission

We will be accepting two types of submissions—papers and panels. Paper and panel submissions need to be categorized into one of the eleven topical tracks or into one of the two special tracks described above. Each paper or panel proposal must be submitted to only one track. For the special tracks on teaching and research methods, please contact the track chairs to discuss the preferred format of the sessions.

All submissions will be handled through the AIB online submission system. All manuscripts and proposals must be submitted by **January 17, 2011**. Please refer to the detailed submission instructions page for additional information on how to prepare and submit your submission. For up-to-date information about the conference and related events, please check the conference website at http://aib. msu.edu/events/2011/. Any questions regarding this call for papers should be addressed to the track chairs or the Program Chair, Shige Makino, at aib2011@cuhk.edu.hk

Shige Makino

Program Chair, AIB 2011 Annual Meeting Department of Management The Chinese University of Hong Kong aib2011@cuhk.edu.hk



CALL FOR PAPERS Eighth Annual JIBS Paper Development Workshop Academy of International Business Annual Meetings, Nagoya, Japan Friday, June 24, 2011

The Eighth Annual *Journal of International Business Studies (JIBS)* Paper Development Workshop (PDW) will be held in Nagoya, Japan, from 9:00 am to 3:00 pm on Friday, June 24, 2011, as part of the pre-conference program for the Academy of International Business (AIB) annual meetings. The PDW is the most extensive of the various *JIBS* outreach activities conducted by the *JIBS* editorial team. Organized by Petra Christmann (Rutgers University), the PDW involves most of the *JIBS* editors and many board members, and is sponsored by the AIB, South Carolina CIBER and Rutgers Business School.

The purpose of the PDW is to provide junior scholars with developmental feedback on their current research projects in international business studies. While we hope that many of these papers will be eventually submitted to *JIBS*, the purpose of the PDW is broader: to improve the quality of IB research and bring new scholars into the IB field. We invite original papers from **junior faculty members who have not previously published in** *JIBS***. In particular, we hope to attract papers from scholars (1) who are located in universities in emerging economies or in universities that offer limited support for international business research, or (2) who are trained in disciplines less commonly associated with the field (e.g. human geography, political science, ethnography, or economic history) but interested in conducting international business research.**

The PDW will be structured to provide feedback to authors with research papers, and to researchers who are designing empirical studies, on international business topics. Last year, participants received feedback on their work from about 30 *JIBS* editors and members of the Consulting Editors Board (CEB) and Editorial Review Board (ERB). The program will start with an introductory session led by the *JIBS* editorial team and *JIBS* authors. The participants will then divide into two groups. Authors of research papers will be paired with CEB and ERB guest editors for two rounds of one-on-one discussions where the guest editor will provide the author with feedback on improving his/her paper. At the same time, authors with research ideas will attend a panel led by *JIBS* editors on theory development and study design. After a break, all participants will split into small-group sessions with *JIBS* editors to discuss successful publication strategies. The PDW will conclude with lunch for all the participants.

Participation at the PDW is limited. Participants will be invited based on the quality of their submitted work. We are expecting two types of submissions, full research papers and paper ideas. Papers and ideas should be submitted through the *JIBS* Workshop Submission System located at http://meetings.aib.msu. edu/jibs/2011/. The deadline for submissions is February 1, 2011. Research papers must be less than 10,000 words in length, and follow the JIBS Style Guide (http://www.palgrave-journals.com/jibs/style_guide.html). Paper ideas must be no more than 3,000 words in length and include a theoretical framework, propositions, and proposed research design.

Participants will be notified about the acceptance of their submissions no later than March 10, 2011 and will need to confirm their participation in the PDW by March 31, 2011.

Please address any questions to: Pallavi Shukla, *JIBS* Editorial Assistant (jibsea@business.rutgers.edu; +1 973-353-5181) or Petra Christmann (christmann@business.rutgers.edu).

Petra Christmann JIBS PDW Organizer Rutgers University John Cantwell Editor-in-Chief, 2011-2013 Journal of International Business Studies Rutgers University

2011 Richard N. Farmer Dissertation Award

he Academy of International Business (AIB) is now accepting submissions for the Richard N. Farmer Award, sponsored by the Indiana University CIBER. The deadline for nominations is January 31, 2011.

The Richard N. Farmer Award for the best thesis or dissertation in International Business is open to all Ph.D. and D.B.A. students who will have successfully defended their theses/ dissertations between January 1, 2010 and December 31, 2010. Any topic that contributes to basic or applied knowledge in International Business, broadly defined, is eligible to compete for this award, even if the thesis or dissertation has been submitted to other competitions. The winner will receive a plaque and a US\$1,000 cash award. All finalists will receive a US\$500 travel stipend to facilitate the presentation of their research at the AIB annual meeting in Nagoya, Japan in 2011.

Richard N. Farmer was President of the AIB from 1977 to 1978, and a professor at Indiana University from 1964 to 1987, where he died at the age of 58. During that period, he played a leading role in the development of the field of International Business. Over 50 doctoral students earned their degrees with him at Indiana University. Known as 'Farmer's Crop', many of his former students became influential in the AIB. The Indiana University CIBER is proud to sponsor the AIB Farmer Award in his honor.

The nomination packet should include: (1) a letter of nomination from the student's thesis/dissertation supervisor or chair and (2) an abstract, not exceeding 3,750 words (approximately 15 pages at 250 words per page), of the successfully defended thesis or dissertation. The abstract should describe the objective of the doctoral research, along with its theoretical foundation, relation to previous research, methodology, findings, limitations, and contributions to the field of International Business. The criteria for the award are relevance and contribution to the field of International Business, quality of the theoretical framing and the methodology, and quality of the empirical work (where relevant).

The 2011 selection committee consists of Simon Bell (Chair), University of Melbourne; Guenter Stahl, INSEAD; Anupama Phene, George Washington University; and Ishtiaq Mahmood, National University of Singapore. The committee will select the finalists, who will then be asked to submit their complete theses/dissertations for review and will be expected to make presentations at the AIB annual meeting in Nagoya from June 24-28, 2011.

Submission Instructions

Letters of nomination and the 15-page abstracts should be uploaded electronically by January 31, 2011. Go to http://meetings. aib.msu.edu/farmer/ and click on "Manuscript Submission Form". You may upload submissions starting Dec. 1, 2010. Please note that you must upload your submission as one document.

In the title page of your abstract, include your current affiliation, mailing address, email address, telephone number, the name of the institution where the Ph.D. or D.B.A. was obtained, the name of your thesis advisor, and six keywords describing the topic of your dissertation.

Professor Simon Bell

Chair, Farmer Award Selection Committee University of Melbourne

For additional information, please visit http://aib.msu.edu/events/2011/FarmerAward. asp

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 2011 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 2011 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 2011 AIB Conference in Nagoya, Japan. The submission deadline for the 2011 AIB conference is January 17, 2011.

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 2011 AIB Conference in Nagoya, Japan.
- 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 (<u>do not</u> 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. Janet Y. Murray, WAIB President.

The deadline for applications is April 30, 2011. Please go to the WAIB website for the application form.

Postal Mailing Address: Dr. Janet Y. Murray E. Desmond Lee Professor for Developing Women Leaders and Entrepreneurs in International Business Department of Marketing SSB 458 University of Missouri-St. Louis One University Boulevard St. Louis, MO 63021, U.S.A. Email: murrayjan@umsl.edu Fax: +1-314-516-6420

3rd Annual Emerging Scholar Award in Women's Entrepreneurship

Sponsored by Emerald Publishing's *International Journal of Gender and Entrepreneurship (IJGE)* and the Women in AIB (WAIB)

Deadlines:

January 17, 2011: submission to 2011 AIB Annual Meeting May 1, 2011: submission to WAIB Emerging Scholar Award Committee

Purpose: The purpose of the Emerald *IJGE* & WAIB Emerging Scholar Award in Women's Entrepreneurship is: to encourage high calibre scholarly research in women's entrepreneurship, and to platform the work of dynamic young researchers, particularly those who are in a position to offer exciting new perspectives.

Nature of award: The award will consist of a plaque to the recipient, a one-year free online access to *IJGE*, international promotion for the winning paper and an invitation to submit the final paper for potential publication in *IJGE*, subject to review. Finalists and the award recipient will be permanently posted on the WAIB website. The winner will receive a \$500 award.

Selection process: To be eligible for this award, the paper must be submitted to and be accepted for presentation at the 2011 AIB Annual Conference, and subjected to the Emerging Scholar Award submission process. Once an author has been notified that his/her paper has been accepted for presentation (in a competitive paper or interactive session) at the 2011 AIB Annual Meeting, the author will need to submit his/her paper to WAIB following the Emerging Scholar Award submission process. This process is detailed on the WAIB website and consists of an application form that must be filled out and submitted electronically, along with supporting documentation and a copy of the paper. Papers competing for this award will typically be authored by final year Ph.D. scholars, junior post-doctoral faculty or those who are at the early stages of their research career.

The winner and the runners-up of the best paper award are normally expected to present their paper at the AIB Conference. In addition, the winner will also be expected to submit his/ her paper to IJGE for consideration. Any questions or suggestions concerning this award should be addressed to Janet Y. Murray, President, WAIB, at murrayjan@umsl.edu or to Colette Henry, Editor, IJGE, at chenry@rvc.ac.uk. Submit abstracts and papers electronically to Janet Y. Murray following the Emerging Scholar Award Submission Process found on the WAIB web site at http:// www.kelley.iu.edu/waib/.



Members on the Move

∞ Harry G. Harris (Ph.D., Harvard

University,USA), President of HealthCare California, was invited by the U.S. Department of State to participate in its Public Diplomacy Program. In November 2010, Harry traveled to Argentina with programs in Buenos Aires and Pilar. He presented a series of speeches, lectures and seminars on current globalization and entrepreneurship issues at business federations, foundations and universities. The prime focus of the program was creating educational and business partnerships between the United States and Argentina.

Gabriele Suder (Ph.D., University of Bath, UK), Professor of International Business at SKEMA Business School, was been awarded a Jean Monnet Chair in European Integration in September (www.skema.edu/jeanmonnet). The Jean Monnet is attributed by the European Union to peer-selected selected higher education institutions and a full/tenured professorship of recognized expertise in that field, on the basis of academic merit and upon content and deontological scrutiny, and it supports and stimulates worldwide teaching, research and reflection on European integration. Gabriele, who was Associate Dean (Global Management) at CERAM Business before that, now dedicates her time to this chair, her numerous publications in this field and in the field of IB and terrorism impacts. She has recently also been recognized for her best practice in co-authorship. Gabriele is also Microsoft Partnership Director at SKEMA, across its sites in France, China, the US and North Africa.

AIB Newsletter would like to share the latest news about its members in the Members on the Move and Just Off the Press sections. Email your professional accomplishments, book publications, promotions, and honors, to: newsletter@ aib.msu.edu. Please limit your announcements to 150 words and identify the name of the section it is intended for in the subject line of your email.



Just off the Press

- ∞ The late John Dunning (University of Reading, UK) published New Challenges for International Business Research: Back to the Future (Edward Elgar Publishing, ISBN: 978-1848448322). "This book consists of 15 essays written by John Dunning in the first ten years of this century. Like his earlier writings, these always provide insights and pertinent analysis to take forward the basic conversation of the field of international business. Indeed, Dunning takes us 'back to the future' with this, his final book." Alan M. Rugman, University of Reading, UK
- ↔ Peter Enderwick (Auckland University of Technology, New Zealand) has published Large Emerging Markets: Competitive Strategies (Routledge, ISBN: 978-0415805131). The rise and continuing strong growth of emerging markets, and particularly the four largest emerging markets (LEMs) - Brazil, Russia, India and China - offer both opportunities and challenges for international business. However, recently there has emerged a growing consensus that the increasing international competitiveness of these economies now presents major challenges for the world economy. These challenges are already evident in the form of record comfitodity prices, rising food costs, growing outward investment and acquisition by LEM firms, increased job insecurity and growing income inequality in developed nations, and demand for a restructuring of international institutions to reflect the shifting balance of economic power in the world economy. At the same time a stalling of world trade talks, a growing recession in the West and increased reliance on selective protectionism are all impacting on the prospects for emerging economies.
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review of the complaints that these three countries raised about each other over a five-year period. He concludes that free trade may be increasingly hampered as barriers are created more rapidly than can be resolved, and that the prospects for significantly strengthening safeguards are limited. These issues are analyzed in the contexts of the major WTO trade agreements and the political economy of decisionmaking in the US, EU and Japan. The author concludes that the growing problems are endemic to the system and are not amenable to easy remedy. He tackles topics including international agreements, the trade policy processes in the three regions, issues concerning trade practices, import trade barriers in the EU, and prospects for reform.

- Dean McFarlin (University of Dayton, USA) and Paul Sweeney have published International Management: Strategic Opportunities & Cultural Challenges (Routledge, ISBN: 978-0415802970). McFarlin and Sweeney provide students with an accessible, application-oriented approach to international management, focusing on key challenges including motivation, leadership, and communication across cultural boundaries. The book gives students a global perspective on the process of hiring, training, and developing employees, as well as strategic decision making in relation to foreign markets. Questions, case studies, examples of creative problem solving, and testimonials from real-world managers operating in the international arena are just a few of the tactics McFarlin and Sweeney use to help students begin to think about applied theory on a global level. All chapters have been updated with recent articles from leading business sources and academic journals, and new case studies have been incorporated.
- Starl P. Sauvant (Vale Columbia Center on Sustainable International Investment, USA) has edited *Investing in the United States: Is the US Ready for FDI from China?* (Edward Elgar, ISBN: 978-1848448599). The US is the world's single most attractive market, and many firms invest in it to increase their

international competitiveness. While foreign direct investment by emerging market firms in the US is still small, it is bound to rise rapidly. This volume deals with the challenges that merging market firms, and especially Chinese firms, face when investing in the US. It focuses on three sets of challenges: (1) The challenge of entering the US market, especially the question of mergers and acquisitions (M&As) vs. greenfield investments, as well as the regulatory hurdles that need to be considered in the case of M&As in the form of the Committee on Foreign Investment in the US; (2) The challenge of operating in the US market, especially considering the country's sophisticated regulatory framework and the need to recognize the liabilities of foreignness; and (3) The challenge of prospering in the US market, especially the need to become an insider.

- ↔ Karl P. Sauvant (Vale Columbia Center on Sustainable International Investment, USA) and Geraldine McAllister, with Wolfgang A. Maschek, have edited Foreign Direct Investment from Emerging Markets: The Challenges Ahead (Palgrave Macmillan, ISBN: 978-0230100213). Foreign direct investment from emerging markets is an increasingly important phenomenon; firms from developed countries alone no longer undertake this activity. Foreign Direct Investments from Emerging Markets provides the latest scholarship on this subject from eminent contributors from around the world. This volume demonstrates the importance of rigorous analysis to understand the dilemmas, the controversies, the disputes, and the policy issues that need to be considered in connection with this new phenomenon. In the wake of the financial crisis, it is more critical than ever for those involved in FDI research and policy to understand these issues.
- Skarl P. Sauvant (Vale Columbia Center on Sustainable International Investment, USA) and Jaya Prakash Pradhan, with Ayesha Chatterjee and Brian Harley, have edited *The Rise of Indian Multinationals: Perspectives on Indian Outward Foreign Direct Investment* (Palgrave Macmillan, ISBN: 978-0230108448). Hitherto inward-looking, Indian firms have evolved into global players over the past decade. The effects of their expanding overseas greenfield investments and acquisitions are being felt across all regions and sectors of the global market, from knowledge-based industries such as information technology, pharmaceuticals, chemicals, and automobiles to the oil

and natural gas industries. Yet little is known about these emerging multinationals, their characteristics and competitive strategies, or the implications of their emergence for host countries, both developed and developing. The studies in this volume provide new perspectives on the rise of Indian multinationals, capturing the evolutionary dimensions of their emergence and presenting analyses of their outward foreign direct investments. The Vale Columbia Center on Sustainable International Investment and the Institute for Studies in Industrial Development have brought together leading experts to shed light on this major development. The contributors provide current perspectives from different countries and disciplines such as economics, political science, management, and policy practice to illuminate the characteristics and strategies of emerging Indian multinationals and their impact on world markets.

↔ Karl P. Sauvant (Vale Columbia Center on Sustainable International Investment, USA) has edited Yearbook on International Investment Law & Policy, 2009-10 (Oxford University Press, ISBN: 978-0199767014). The Investment Yearbook reviews, in Part One, the salient features of changes in investment flows; trends and noteworthy issues in international investment agreements; treaty-based arbitration cases that have arisen in the preceding year; and issues relating to the primary sector. Against this background, Part Two explores a number of important and topical issues. On the procedural side, these include rules for weaker players and the intricacies of the newly acquired competency of the European Commission in the field of investment treaties. Special attention is paid to ICSID as a premier dispute settlement forum, with articles addressing ethical obligations, procedural and transparency-related amendments and the limits of annulment standards. Substantive issues include the analysis of the enforcement of intellectual property rights through BITs, the extent of leeway that countries have to enact emergency measures that detrimentally affect foreign investment, issues related to sovereign debt, the importance of BITs and political risk insurance for promoting investment into developing countries. Part Two concludes with analyses of the global regime for international investment and the possible change in its orientation toward more deference to the rights of host countries. The Investment Yearbook also publishes the two winning memorials of the FDI Moot.

New AIB Members

AIB welcomes the following 75 new members who joined our community between July 2, 2010 and October 31, 2010.

James Adizue Ayomikun Ajetomobi Hussam Alamoudi Melissa Aldrich **Benjamin Bader Ricardo Buitrago** Krista Burrill Lewellyn Daniel Butler Ivonne Calderon Pena Marcelo Cano Kollmann Steven Carnovale Silvia Casa Nova Suparna Chatterjee **Kieran** Conroy Hilary Corna Francine Cullari Weigi Dai Bruno de Góes Whitney Douglas-Fernandez David Duhon Stefan Eckert **Rida Elias Julie Ann Elston** Jing (Betty) Feng Farzana Firdousi Audrey Fontanot Vedavinayagam Ganesan **Rumen Gechev Omer** Genc Linda Glessner Berk Guneri Thaung Han Ayano Hirose Andrea Wai Leng Hooi **Eldrede Kahiya** Ben Kim Ahmi Kim (Tokunaga)

William Kline Johan Kristensson Georgine Kryda **Eung-Sok Lee** Mina Lee Ruixue Li Xueji Liang **Bob McNeal** Louis Melbourne Inga Mezinova Ishva Minefee Miriam Moeller Jorge Mongay Mike Mustafa **Thomas Nantz** Erkan Ozkaya R R Padmanabhan **Christopher Panas** Juan Pellegrino Alessandro Perri Francois Perrot Markus Piontek Tiju Prasad Kodivat Ted Randall Andrea Rodgers Sunil Sangra Akiko Shigemoto Pallavi Shukla Peter Stark Robert Underwood Ad Visscher Rodrigo Wagner Daphne Wang Jinpei Wu Nobuaki Yamashita SuiLin Yap Meng Zhao



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^{*}Proof of student status is required—a copy of student ID or any other document that verifies current enrollment will be accepted as long as the student's name and a current date (academic year or semester) is provided on the document. **Low income memberships are offered to individuals with gross annual incomes below US\$25,000 or equivalent. For proof of eligibility, a signed letter addressed to the AIB Executive Secre-

^{**}Low income memberships are offered to individuals with gross annual incomes below US\$25,000 or equivalent. For proof of eligibility, a signed letter addressed to the AIB Executive Secretariat is required. The letter should state the individual's annual income for the previous year and also include a personal statement by the individual declaring eligibility for the reduced due. ***Low-income Electronic Memberships are available only to members, who qualify for the low income membership category (above) and are also from low-income economies as identified by the World Bank. Electronic members do not receive any print materials whatsoever, receiving only online access to JIBS, the newsletters, and other AIB publications through the AIB website.