

# JOHN DANIELS



NAME: John D. Daniels		
TITLE: Samuel N. Friedland Chair Professor Emeritus		
AFFILIATION: University of Miami		
YEAR PhD AWARDED: 1969	YEAR BECAME AN AIB FELLOW: 1985	YEAR(S) OF SERVICE AS AIB PRESIDENT: 1989-1990

## **PRIMARY CONTRIBUTIONS TO THE FIELD OF INTERNATIONAL BUSINESS:**

1. ACTIVITIES WITHIN AIB INCLUDE WRITING THE FIRST EDITORIAL REQUIREMENTS FOR JIBS AND SERVING ON ITS FIRST EDITORIAL BOARD, RECEIVING THE OUTSTANDING DISSERTATION AWARD AND THE 10-YEAR JIBS AWARD, PROGRAM CHAIR FOR TWO ANNUAL MEETINGS, AND SERVING AS BOTH AIB PRESIDENT AND DEAN OF ITS FELLOWS.
2. CO-AUTHORING A LEADING INTRODUCTION TO IB TEXT THROUGH 16 EDITIONS, WHICH MEANS THAT IT HAS BEEN LIKELY ACCESSED BY MORE STUDENTS THAN ANY OTHER IB PUBLICATION.
3. SERVING AS A CONSULTANT ON IB CURRICULUM DEVELOPMENT AT 10 DIFFERENT UNIVERSITIES.
4. DIRECTED A CIBER FOR FIVE YEARS AT INDIANA UNIVERSITY.
5. SERVED ON THE EDITORIAL BOARDS (PRIMARILY FOR REVIEWING IB PAPERS) FOR 12 DIFFERENT JOURNALS.

## **SELECTED MAJOR PUBLICATIONS:**

Daniels, John D. *Recent Foreign Direct Investment in the United States: An Interview Study of the Decision Process*, New York: Praeger Publishers, 1971.

Daniels, John D. & Arpan, Jeffrey, "Comparative Home Country Influences on Management Practices Abroad," *Academy of Management Journal*, September, 1972, pp. 305-315.

Daniels, John D., Pitts, Robert & Tretter, Marietta, "Strategy and Structure of U.S. Multinationals: An Exploratory Study," *Academy of Management Journal*, Vol. 27, No. 2, June 1984, pp. 292-307

Daniels, John D. & Bracker, Jeffrey. "Profit Performance: Do Foreign Operations Make a Difference?" *Management International Review*, Vol. 29, No. 1, 1989, pp. 46-56.

Daniels, John D. "Combining Strategic and International Business Approaches through Growth Vector Analysis," *Management International Review*, special issue, Vol. 334, 1994/1

Daniels, John D. & Perez, Reinaldo, "Environmental Dynamics and Collaboration: Case Studies of U.S. – Russian Aerospace Joint Ventures," *The Journal of High Technology Research*, Vol. 17, 2007.

Sullivan, Daniel P. & Daniels, John D. "Innovation in International Business Research: A Call for Multiple Paradigms," *Journal of International Business Studies*, Vol. 39, No. 6, 2008.

## **MAIN HONORS AND DISTINCTIONS:**

Chancellor (honorary position), University College of the Caribbean, Kingston, Jamaica, 2015

Honorary Doctorate, Universidad Privada Automoica, Trujillo, Peru, 2013

International Educator of the Year Award by the International Division of the Academy of Management, 2010

*Journal of International Business Studies*, outstanding article for next decade published in 1970, award made in 2009.

Fulbright Award to France, 1982-1983.

## **MAJOR DEVELOPMENT OF THE AIB DURING YOUR YEAR(S) OF SERVICE**

- IT HAS GROWN FROM A SMALL CADRE OF (MAINLY) ACADEMICIANS THAT MET IN ONE ROOM THE FIRST TIME I ATTENDED AN ANNUAL MEETING IN CONJUNCTION WITH THE ALLIED SOCIAL SCIENCES TO AN ORGANIZATION THAT REGULARLY ATTRACTS OVER 1000 ATTENDEES AT ITS ANNUAL MEETINGS.
- ITS MEMBERSHIP HAS BECOME MORE DIVERSE BY GENDER AND NATIONALITY.
- ITS RESEARCH HAS BECOME MUCH MORE SOPHISTICATED (AS HAVE OTHER FIELDS).
- ITS JOURNALS HAVE COME TO BE RECOGNIZED AS TOP-TIER.

## **JOHN D. DANIELS'S AIB PRESIDENCY, 1989 – 1990**

Although beginning a recollection like this with a caveat is highly unusual, I must do so. When asked in 2018 to write about my tenure as AIB president 28-29 years earlier, I realized that I had no personal notes on which to rely. I became an octogenarian during the interval and have forgotten many details. Fortunately, the AIB Secretariat at Michigan State provided me useful information through executive board minutes. Inasmuch as I attended meetings during the terms of my predecessor (John Dunning) and my successor (Art Stonehill), my precise delineation of 1989 -1990 is hazy, hence I might well include things that occurred before or after that period. However, some of the issues and discussions transcended a single Board's tenure, so I don't see this as a problem. Further, I also served as Chair of the International Division of the Academy of Management at the same time, and I might mix-up the similar internationalization processes of the two organizations.

I will focus on annual meetings, membership, policy initiatives, and the Board's composition.

*Annual Meetings* For the 1989 Singapore meeting, Bill Davidson served as program chair. He made a successful effort to bring in more non-academicians than in prior meetings for panels and discussions. An anecdote (not in the minutes) is that because AIB's membership was so highly dominated by people from North American universities (77 percent), the Board was concerned that attendees would get lost between the airport and the conference hotel. (How times have changed!) The 1990 meeting was originally planned for San Antonio, but given that Alan Rugman was program chair and living in Toronto, the meeting was shifted there. There was not yet an executive, eminent scholar, or educator of the year every year, but David Culver, CEO of Alcan Aluminum, served in the 1990 executive capacity. (By the way, San Antonio was again displaced for the 1991 meeting and then again for the 1992 meeting.) 1990 was the last meeting in which the outgoing President spoke at a final dinner, largely because I talked much too long. The Board also planned for the next annual meetings in Miami and Hawaii. There was heated disagreement about which Hawaiian island AIB should meet (Maui or Kauai), which was finally settled when a hurricane destroyed the targeted hotel in Kauai.

*Membership* The number of new members grew by 132% in 1989 and by 51% in 1990. However, a problem then and now is that non-renewals largely offset these numbers. Nevertheless, the membership passed 2000 for the first

time in 1989. Although, we lack gender statistics on membership, it is safe to say that AIB was still male dominated in those years. One indication is that only three females served as officers between 1960 and 1990.

*Policy Initiatives* Although most of the Board's administrative work involved appointments of people to committees and approval of activities by regional chapters, changes in *JIBS* and in fee structures stand out as important initiatives. Although *JIBS* quality had steadily improved since its first publication in 1970 under the editorship of Bill Ogram at Georgia State, Bill Dymza at Rutgers, and David Ricks at South Carolina, the choice of editors and locations had been fairly informal. The Board set up a formal call for proposals to which universities and professional publishing houses could respond. Five did so—two from universities in the United States, two from universities in Canada, and one from a university in France. In turn, the candidates made in-person presentations to the Board, which selected Paul Beamish at Western Ontario. Thus, *JIBS* moved outside the United States for the first time. Because AIB repeatedly had budgetary problems, the Board approved both an increase in dues and an increase of registration fees for annual meetings.

*Board's Composition* We ran the board in a non-hierarchical manner, i.e. each of its six members had an equal vote. We were fortunate for support from Tulane University and Jerry Watzke as the Executive Secretary. However, as a result of an administrative change at Tulane, this support ceased with little notice after 1990. We had to scurry to find a replacement, which came from Attila Yaprak and Wayne State University as of 1991. Of the six people on the Board for 1989-1990, two are deceased (John Dunning and Alan Rugman), two are no longer AIB members (William Davidson and Jerry Watzke), and two remain in AIB (Rob Gross and me).