

1997 Annual Meeting of the AIB and CLADEA Monterrey, Mexico - October 8-12, 1997

Call for Papers 1997 ANNUAL MEETING

Monterrey, Mexico - October 8-12, 1997

The New Regionalism: Spanning Trade Blocs around the World

The emergence of various trade blocs and ensuing direct investment patterns around the world has added operational complexity to the already complex nature of global competition. The forces of regionalism are challenging the very nature of academic research in international business. To address and exchange these issues in a timely manner, the 38th Annual Meeting of the Academy will meet jointly with the CLADEA (Congreso Latino-Americano de Administracion) Conference, the largest academic conference involving Latin American business, in Monterrey, Mexico, October 8-12. The CLADEA Conference takes place on October 8-10, and the AIB Meeting, on October 9-12. Joint AIB-CLADEA special sessions are scheduled for October 10. AIB Meeting participants are also encouraged to attend the CLADEA Conference.

Continuing the trend of the last few AIB meetings and the direction that the Executive Board of the AIB has set, the 1997 Program Committee will emphasize the increased importance of issue-oriented research across functions and disciplines, although function-specific research papers are also encouraged. In either case, we stress the importance of "RELEVANCE" for all papers and panels proposed, accepted, and presented.

In keeping with the conference theme and taking advantage of the joint meeting with our Latin American colleagues, we will seek region-specific papers as well as research that is not specific to particular regions. We will have a matrix structure for paper and panel proposal submissions, consisting of one Central Track and six Regional Tracks. The Central Track will encompass all issue- or function-specific research that is not tied to particular regions (e.g., national policies/competitiveness, market/industry structure, strategy and organization) and inter-regional issues (e.g., trade and investment pattern between NAFTA and MERCOSUR, coordinating R&D in one region with manufacturing in another). The Regional Tracks consist of 1) Western/Northern Europe, 2) Central/Eastern Europe and Former Soviet Republics, 3) Asia and Oceania, 4) Latin America, excluding NAFTA issues, 5) NAFTA, and 6) Middle East/Africa. They handle issues related to specific regions (e.g., foreign firms' entry strategy in MERCOSUR,

cultural differences in Eastern Europe, Overseas Chinese investment patterns in East Asia).

The meetings will consist of a number of "competitive" sessions presenting original and important research, several provocative "panels" that deal with controversial issues or unresolved debates in the field, a larger number of "forum" sessions where more working papers can be accommodated and ideas on future work exchanged, and a few "poster" sessions for a more informal participation and discussion. Submission requirements are described below.

General Submission Requirements

The following submission requirements apply to all tracks and all sessions. Failure to comply with these requirements will result in the paper's disqualification for consideration.

1. Clearly label for which session to submit papers/proposals on the upper right-hand corner of the title page.
2. The cover page must include the name, address, telephone and fax numbers, and e-mail address of the author(s).
3. The second page must include the title of the paper and the abstract, but not the author's identity. Also on the lower left side of the paper, indicate the following: 1) three key words to describe the issue under investigation, 2) discipline or function (e.g., marketing, economics, psychology), and 3) region(s) represented in the paper (if any).
4. Include a 3" x 5" index card showing the name, address, telephone and fax numbers, and e-mail address of the author(s).
5. Include a postage-paid self-addressed postcard for acknowledging receipt of paper/proposal submission. For international submission, postage can be waived.
6. Papers/Proposals must be double spaced and printed in a font size of 11 points or larger. Other standards regarding citations, endnotes, abstract, etc., must follow JIBS requirements.
7. The page length and the number of copies of the paper required for submission varies depending upon the type of session it is sent for. See below.
8. Send the whole package to an appropriate track chair.

For each of the session categories, additional submission requirements are provided below:

1. Competitive Sessions

These sessions will be organized thematically and will consist of a limited number of major empirical or theoretical papers (generally three) with formal discussants and time for audience involvement and discussion. Papers submitted for these sessions must be essentially in final form, be of a substantive nature, and provide original and relevant insights into the major issues of concern to the IB academic community. These submissions will be subjected to a rigorous double-blind review process by three referees. Submissions for competitive sessions must not exceed 30 pages including exhibits and bibliography. Four copies of the paper must be submitted. Authors of the accepted papers must revise their papers based on referees' comments and send the revised papers to the session chair and the discussant at least one month ahead of the final presentation.

2. Forum Sessions

Forum sessions will consist of a larger number of papers in earlier stages of completion organized around common themes, issues or methodological approaches. Shorter presentations and broader discussion among presenters and with the audience will characterize these sessions. Submissions will be subjected to a double-blind review process by two referees. Submissions for forum sessions must not exceed 20 pages including exhibits and bibliography. Four copies of the paper must be submitted. Authors of the accepted papers must revise their papers based on referees' comments and send the revised papers to the session chair and the discussant at least one month ahead of the final presentation.

3. Panel Sessions

The purpose of panel sessions is to air more opinionated issues and involve the audience in a discussion of major controversies in the field (whether factual, theoretical or pedagogical) from the basis of cumulative research and/or experience, and represent the equivalent of essays. Significant audience participation and involvement is anticipated for these sessions. The issues could be more "practice" oriented, and panels could include at least one practitioner, if appropriate. Panel proposals, including the identity of all panelists, will be reviewed by two referees. Submissions for panel sessions must not exceed 10 pages. The proposal must be submitted by the proponent and chair of the panel and include a statement of what the main issues are and how the panel members (ideally no more than four) plan to tackle these issues. Also in the proposal, the panel chair should provide evidence that panelists have agreed to participate in the program if the panel session is selected.

Four copies of the panel proposal must be submitted, following the format below:

Executive summary
Relevance of the topic
Contribution of the proposal to theory and practice

Summary of panelists' respective contributions to the session
Conclusions and implications
A bibliography of major works in the area

4. Poster Sessions

Poster sessions will contain 15-20 posters, each 4 by 6 feet in size, where the author(s) can attach several sheets of text, data, and/or graphics. These will be lined up in the periphery of the room and can be viewed by any visitor to the room from a distance of about 3 feet. Thus, lettering must be large and information concise. The authors may have complete copies of the paper available for distribution if they wish. Discussion will be informal and center around the individual posters as people circulate around the room, ask questions and engage in debate. These sessions are intended for work-in-progress, or for highly specialized issues of limited appeal, which nonetheless represent important areas of research. Poster session submissions will be reviewed by two referees under more flexible criteria than for the other categories. Submissions for poster sessions must not exceed 15 pages including exhibits and bibliography. Papers rejected from consideration for the first two categories above, but judged by the referees to have some merit, may be offered acceptance as poster presentations.

The **DEADLINE** for submissions of all papers and panel proposals is **FRIDAY, MARCH 14, 1997**. All other inquiries should be addressed to Masaaki "Mike" Kotabe, Program Chair (address listed below). For all papers (for competitive, forum, and poster sessions) and panel proposals that are issue- or function-specific research that is not tied to specific regions, please submit papers/proposals to:

Masaaki "Mike" Kotabe
Program Chair, 1997 AIB Annual Meeting
The University of Texas at Austin
Graduate School of Business, CBA 7.256
Austin, TX 78712 USA
Ph. 512-471-5452 *Fax. 512-471-1034
*mike.kotabe@mail.utexas.edu

*Professor Kotabe will be at Fundação Getúlio Vargas, S#227;o Paulo, BRAZIL until December 28, 1996. Until then, for general inquiry, he can be contacted at Ph. 55-11-281-7746 or Fax. 55-11-284-1789. His e-mail address will remain the same.

For all papers and proposals that are region-specific (whether issue- or function-specific), please submit papers/proposals to one of the following appropriate Regional Track Chairs:

Western/Northern Europe:

Michael R. Czinkota
School of Business Administration

Georgetown University
Washington, DC 20057, USA
Ph. 202-687-4204
Fax. 202-687-4031
czinkotm@gunet.georgetown.edu

Central/Eastern Europe and Former Soviet Republics:

Esra Gencturk
Graduate School of Business
Koç University
Çayir Caddesi Instinye 80860
Istanbul, TURKEY
Ph. 90-212-229-3006, ext. 669
Fax. 90-212-229-1971
egencturk@mba.ku.edu.tr

Asia and Oceania:

Yadong Luo
College of Business Administration (Box 33)
University of Hawaii at Manoa
2404 Maile Way
Honolulu, HI 96822-2282, USA
Ph. 808-956-3258
Fax. 808-956-2774
yadong@cba.hawaii.edu

Latin America (except NAFTA issues):

Hildy Teegen
Department of International Business
School of Business and Public Administration
George Washington University
2023 G Street, NW Washington, DC 20052
USA
Ph. 202-994-1758
Fax 202-994-7422
teegen@gwis2.circ.gwu.edu

NAFTA Issues:

Dale F. Duhan
College of Business Administration
Texas Tech University
Lubbock, TX 79409-2101 USA

Ph. 806-742-3114
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odahn@coba1.ttu.edu

Middle East/Africa:

Kate Gillespie
Graduate School of Business
The University of Texas at Austin
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Austin, TX 78712
USA
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Fax. 512-471-1034

[1997 CLADEA Call for Papers](#)

Questions?

If you wish additional information or have further questions- write, fax, e-mail or call:

James R. Wills, Jr., Executive Secretary
or Laurel King, Director
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