

Call for Papers

**1998 Annual Meeting
Academy of International Business
Vienna, Austria
October 7-11, 1998**

Transformation of Global Firms and the Global Economy

Governments, firms, and institutions confront historic challenges arising from the breathtaking changes in the world polity and economy over the past decade. The French government collapses due to globalization; Deutsche Bank announces itself open to restructuring and Volkswagen questions aspects of German labor institutions; Japanese firms introduce equity-linked incentives; a South African firm bids on the acquisition of a Brazilian company; Indian enterprise pleads for regulation over foreign joint venture practices.

The 1998 meeting of the Academy of International Business to be held in Vienna has the goal of presenting the best research on these transformations from the perspective of firms, governments, and institutions. We encourage panels and submissions from business schools and social science disciplines that address the transformation of the world economy. Whether the approach is functional or disciplinary, we welcome research papers on such topics as: the performance record of privatizations, the restructuring of business groups and corporations in response to global competition, the fragmentation and globalization of consumer markets, the convergence (or divergence) of national labor and financial institutions, cultural dimensions of radical change, and the prospects of multinational corporations from emerging economies.

In cooperation with the Wirtschaftsuniversitaet Wien (WU-Wien), we will enjoy the rich intellectual and artistic milieu of Vienna. Pre-conference activities will include a workshop on computational methods in the social sciences and a doctoral consortium. The meetings will consist of a few academic panels, presentations by prominent European and multinational corporations, competitive sessions, and poster sessions. To explore the many opportunities provided by the city of Vienna, the optional cultural program will include panoramic tours and dinner in the wine district. Participants will also enjoy the Saturday night Viennese Ball to be included in the program.

General Submission Requirements:

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

For purposes of reviewing, papers will be categorized into five tracks:

- Marketing, Strategy, and Operations
- Economics, Finance, and Accounting
- Organizational Sociology and Political Science
- Organizational Behavior and Human Resource Management
- Business History

There are three types of sessions: competitive, poster, panel. As panels will also be solicited, only a few of these proposals will be accepted. We place a priority on papers that bridge tracks and that seek to address inter-disciplinary issues of academic and social importance.

All proposals will be subjected to a double-blind review process. Competitive papers should be less than 30 pages, inclusive of references, figures, tables etc.. Papers submitted for these sessions must be essentially in final form. Poster papers should be less than 20 pages, inclusive of all. Panel proposals must be submitted by the proponent and chair of the panel and include a statement of what the main issues are and how each panel member plans to tackle these issues (discussants need only be listed) Signed letters (faxes and e-mail are allowed) from each presenter showing evidence that they will participate are required.

All submissions must be received at the address below by March 9 and must comply with the following requirements:

- Clearly label for which type of session and track the papers/proposals are being submitted on the upper right-hand corner of the title page.
- The cover page must include the name, address, telephone and fax numbers, and e-mail address of the author(s).
- The second page must include the title of the paper and the abstract, but not the author's identity.
- Include a postage-paid self-addressed postcard for acknowledging receipt of paper/proposal submission. For international submission, postage can be waived.
- Papers/Proposals must be double-spaced with margins of one inch (2.5 cm) and printed in a font size of 11 points or larger. Paper length

requirements are explained above. Other standards regarding citations, endnotes, abstract, etc., must follow JIBS requirements.

- Submit four copies of the paper.
- Please include three key words at end of abstract.

Send the entire package to:

Ms. Mary Ellen Gardner
c/o Professor Bruce Kogut
The Jones Center
The Wharton School
University of Pennsylvania
22041 Steinberg Hall-Dietrich Hall
Philadelphia, PA 19104-6370

The envelope must be labelled "AIB Submission."

Questions?

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

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or Laurel King, Director
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