

Call for Papers

ACADEMY OF INTERNATIONAL BUSINESS



Annual Meeting • November 17-20, 2000 Pointe Hilton Resort at Tapatio Cliffs • Phoenix, Arizona *In Search Of Relevance For International Business Research: Impact On Management And Public Policy*

Conference Theme

“In Search of Relevance for International Business Research: Impact on Management and Public Policy” is the overall theme for the 2000 Annual Meeting of the Academy of International Business. Scholarship in any discipline is ultimately judged by its impact on practice as well as public policy. While advancing the theoretical and conceptual foundations of the international business discipline, scholars must also be concerned about: (a) the relevance of their research for management action; (b) applicability of their research frameworks and objectives to business situations; and (c) usefulness of their research findings for enhancing business practice and public policy making.

The 2000 meeting of the Academy of International Business will provide an opportunity for critically examining the relevance and impact of international business scholarship for business practice and public policy. In addition, the meeting will aim at: (a) showcasing the best international business research with managerial and public policy implications; and (b) sharing industry, corporate, and public sector-sponsored research with participants. It is hoped that the meeting provides an occasion for meaningful, intellectual exchange with thoughtful members of the business (banking, consulting, and others) and public policy (international agencies, government agencies, etc.) communities. The meeting will also serve as a forum for various stakeholder groups in international business research to discuss present and future collaboration.

The annual meeting is scheduled for **November 17-20, 2000**, at the Pointe Hilton Resort at Tapatio Cliffs in Phoenix, Arizona. S. Tamer Cavusgil, the Program Chair, invites your participation in the program. He will work with an international program committee in developing the final agenda.

The deadline for receipt of competitive papers and proposals for other sessions is **March 6, 2000**. We invite proposals that address the conference theme. The following topics are illustrative:

- Global consolidation of industries such as pharmaceuticals, autos, and telecoms
- International collaborative ventures, mergers and acquisitions

- Studies exploring corporate decisions, strategy, and performance in the global marketplace
- Benchmarking and corporate best practices in global operations
- Global competitiveness of firms, industries, and nations
- Global competitive intelligence
- Global coordination and standardization strategy
- Global account management and global branding

Research based on both primary as well as secondary data analysis is of interest.

In addition to scholars of international business research, submissions are invited from a wide variety of groups including:

- Benchmarking and other consortia
- Corporate research departments
- Consulting firms, think tanks, foundations, banks
- International agencies (World Bank, United Nations, World Trade Organization, International Trade Center, etc.)
- Governmental agencies (United States Trade Representative, U.S. Department of Commerce, state agencies, etc.)

Conference Tracks

In addition to papers and proposals related to the conference theme, we invite submissions addressing a variety of international business issues. The conference will feature a variety of formats including plenary sessions, competitive paper sessions, workshops, panels, and poster sessions. Submissions will be categorized into six tracks. In each track, preference will be given to presentations that incorporate the conference theme. All submissions will be evaluated on a broader set of criteria.

For purposes of reviewing, submissions will be categorized into 5 tracks:

- Track 1:** Corporate strategy
- Track 2:** Marketing and supply chain management
- Track 3:** Economics, finance, accounting
- Track 4:** Institutional sociology and political science
- Track 5:** Organizational behavior and human resources management
- Track 6:** Business history

General Submission Requirements

There are five types of meeting formats: plenary sessions, competitive paper sessions, workshops, panels, and poster sessions. We place a priority on submissions that address the conference theme and those that seek to address inter-disciplinary issues of academic and practical importance.

All proposals will be subject to a double-blind review process. Competitive papers should be less than 30 pages, inclusive of references, figures, and tables. 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, paper and electronic, must be received by **March 6, 2000** and must comply with either of the following:

For Electronic Submissions:

Electronic submissions must include the following information within the body of the email message:

- Track for which the manuscript is being submitted
- Type of session for which the manuscript is being submitted
- The title of the paper and three keywords
- The name, address, phone, fax, and email addresses of the authors. Please identify the contact author for correspondence.
- The word processing package used for the manuscript.
- The operating system used for the manuscript

The attached manuscripts must comply with the following requirements:

- Manuscripts 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.
- Manuscripts must be formatted for "Letter" paper size (8.5 inches by 11 inches).
- The entire manuscript, including abstract, tables, figures, footnotes, and references, must be embedded in a single file. Copy the abstract into another file on the same diskette for use in the Proceedings.
- The following operating systems are supported: Microsoft Windows (preferred) and Macintosh
- The following word-processing software is supported: Microsoft Word (preferred), Corel WordPerfect, and Adobe PDF.
- The documents must be checked for viruses with an updated anti-virus software utility before submission. A free on-line virus scanner can be accessed at:

<http://housecall.antivirus.com/>

Authors will be sent an Email message acknowledging receipt of the manuscript within one week of submission.

Email to: aib2000@ciber.bus.msu.edu

For Paper Submissions:

- 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 addresses of the authors. Authors will be sent an email acknowledging receipt of their paper. Please identify the contact author for correspondence.
- Please include three key words at the end of the abstract.
- The second page must include the title of the paper and the abstract, but not the author's identity.
- Include two 5 x 8 index cards with the title of your paper, contact author's name, address, phone, fax, and email address centered on the card.
- 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 (4) paper copies and a diskette. There should be two files on the diskette. One file containing the entire manuscript, including abstract, tables, figures, footnotes, and references. A copy of the abstract should be in another file on the same diskette for use in the Proceedings. The following Windows (preferred) or Macintosh word-processing software is supported for the diskette: Microsoft Word (preferred), Corel WordPerfect, and Adobe PDF.

Mail paper submissions to:

Ms. Tamie Phetteplace, Executive Assistant
Center for International Business Education & Research
The Eli Broad Graduate School of Management
Michigan State University
N356 North Business Complex
East Lansing, MI 48824-1121
(Please label envelope "AIB Submission")

Tel: 517-432-4320

Fax: 517-432-4322

E-mail: phettepl@pilot.msu.edu

The Venue and Dates

2000 Annual Meeting of the Academy of International Business travels to Phoenix, Arizona. The conference will be held 17-20 November 2000, at the Pointe Hilton Resort at Tapatio Cliffs. The American Graduate School of International Management (Thunderbird - AGSIM) will be our host school.

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

Registration

Conference registration information will be available from the Academy of International Business in early 2000. To request information or registration forms visit our Web site at <http://www.hawaii.edu/aib/> or fax us at (808) 956-3261.

Hotel

A special conference rate of \$135 (plus tax) per single or double occupancy has been arranged with the Pointe Hilton Resorts. This special rate will extend through the Thanksgiving holiday weekend for those participants who choose to stay after the conference.

The Pointe Hilton Resort at Tapatio Cliffs is a first-class facility. This mountain side resort offers fun in the sun with a championship golf course, "The Falls", three-and-a-half acre oasis of waterfalls, outdoor function space and swimming pools, tennis courts, horseback riding and fitness center, a selection of four restaurants, and meeting and convention facilities with 65,000 square-feet of meeting space.

The Pointe Hilton at Tapatio Cliffs

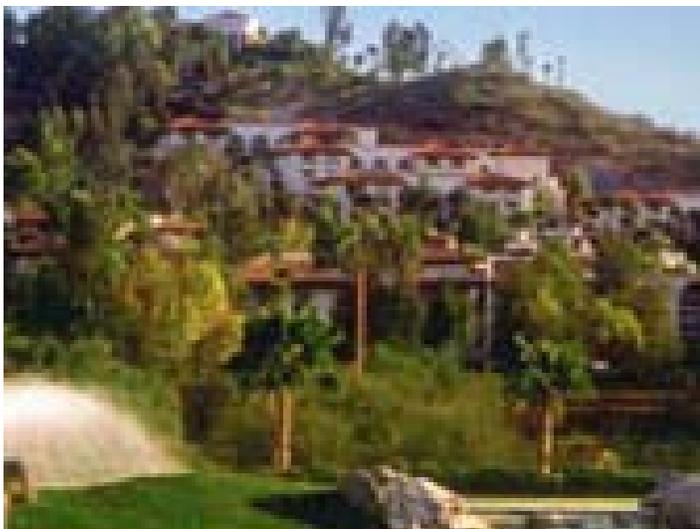
11111 North Seventh Street

Phoenix, Arizona 85020 U.S.A.

Tel: 1-800-572-7222 or 1-800-876-4683

Fax: 602-993-0276

<http://www.hilton.com/hotels/PHXTCPR/>



Phoenix

Visitors to Phoenix, the nation's premiere desert city, are faced with the difficult choice of fitting in many alternative activities into their schedule. These include a Grand Canyon Tour, golf, tennis, hot air balloon rides, desert jeep rides, and visits to Native American reservations. Get ready for fiery sunsets, challenging sports, and a distinctive southwestern heritage that preserves the rich diversity of Native American, Hispanic, Anglo, African American, and Asian American cultures.

The Southwest's wonderful weather and inviting sunshine make Arizona the perfect place to vacation or to live. Winter temperatures in the Phoenix area are mild, with cool mornings warming to pleasant afternoons. Summers are hot and dry. The Sonoran desert is the perfect backdrop for the Phoenix area's championship golf courses and first-class resorts. Northern Arizona's cooler climate, pine forests, ski resorts, and the spectacular Grand Canyon are three to four hours away by car.

The Phoenix metropolitan area is the seventh largest city in America, attracting major corporations such as Motorola, Allied Signal, Honeywell, and the Dial Corp. Arizona is also the home to professional hockey, football, basketball, and baseball teams. As you would expect from a city of this size, it is culturally rich, offering venues for operas, plays, symphonies, concerts, and numerous art galleries and museums. Arizona's diversity makes it a popular choice for business and pleasure alike.

Thunderbird, our host school in Phoenix, will be arranging a variety of Pre- and Post-Conference activities and tours to regional attractions. Stay tuned for more information.



THUNDERBIRD
THE AMERICAN GRADUATE SCHOOL
OF INTERNATIONAL MANAGEMENT

Host School

Thunderbird, The American Graduate School of International Management, is the world's oldest and largest graduate school of international management. Thunderbird today enrolls almost 1,500 graduate students, who represent about 80 nations. Professor Robert Grosse of Thunderbird serves as our principal liaison.

Thunderbird's unique approach to international business education is based on a three-part curriculum, which includes instruction in global business, international politics, and modern languages. The faculty is composed of 110 scholars representing the departments World Business, International Studies, and Modern Languages.

Thunderbird operates extensive executive education programs for working managers, which each year draw participation from more than 3,500 business leaders from around the world. In addition to its main campus in Glendale, the school has educational facilities in France, Japan, Russia, and China, as well as a distance learning degree program that serves Mexico, Peru, and Ecuador. Thunderbird's 31,000 alumni live and work in every state in the U.S. and in more than 133 nations.

PRELIMINARY 2000 CONFERENCE SCHEDULE

FRIDAY, NOVEMBER 17, 2000

8:00am -12:00pm	AIB Board Meeting
8:00am - 6:30pm	Registration
9:00am - 4:00pm	Doctoral Consortium
9:00am - 4:00pm	Junior Faculty Consortium
12:00pm - 5:00pm	Board/Chapter Chairs Meeting (includes lunch)
4:00pm - 5:00pm	Track and Session Chairs Meeting
6:30pm - 8:00pm	Presidential Reception

SATURDAY, NOVEMBER 18, 2000

7:00am - 5:00pm	Registration
8:00am - 5:00pm	Placement Center
8:30am -10:00am	AIB Fellows Plenary
10:30am -12:00pm	Concurrent Sessions
12:00pm - 1:30pm	Poster Sessions (with a light lunch)
1:30pm - 3:00pm	Concurrent Sessions
3:30pm - 5:00pm	Concurrent Sessions

SUNDAY, NOVEMBER 19, 2000

8:00am - 5:00pm	Placement Center
8:30am -10:00am	Concurrent Sessions
10:30am -12:00pm	Concurrent Sessions
12:00pm - 1:30pm	Poster Sessions (with a light lunch)
1:30pm - 3:00pm	Concurrent Sessions
3:30pm - 5:00pm	Concurrent Sessions
5:15pm - 6:15pm	Members' Meeting
6:30pm - 9:30pm	Gala event hosted by American Graduate School of International Management - Thunderbird

MONDAY, NOVEMBER 20, 2000

8:00am - 5:00pm	Placement Center
8:30am -10:00am	Concurrent Sessions
10:30am -12:00pm	Concurrent Sessions
12:00pm - 2:00pm	Awards and Recognition Banquet (JIBS Decade Award, Farmer Dissertation Award, Executive of the Year, Dean of the Year, Haynes Best Paper Award)
2:30pm - 4:00pm	Concurrent Sessions
4:30pm - 6:00pm	Concurrent Sessions
6:00pm - 7:30pm	Poster Sessions (with wine and cheese)

AIB 2000 Placement

Placement service will again be provided at our annual meeting in Phoenix. Dr. Cynthia Pavett, University of San Diego will coordinate the service. Applicants are encouraged to e-mail a one-page resume based on the list below to Dr. Pavett for inclusion in the Placement Center Directory. Acknowledgement of e-mail receipt will be provided. Alternately, applicants may mail fifteen copies of their one-page resume to the address below. In either case, a resume should include the following information:

- * Name and address (include your email address)
- * Areas of teaching
- * Academic background
- * Date of availability and visa status (if applicable)
- * Dissertation topic and/or other scholarly research
- * Indication of whether attending the AIB meeting

Schools wishing to announce positions are encouraged to submit by e-mail a one-page resume based on the list below to Dr. Pavett for inclusion in the Placement Center Directory. Acknowledgement of e-mail receipt will be provided. Alternatively, fifteen copies of a one-page position announcement may be mailed to the address below. In either case, a position announcement should include the following information:

- * Name of institution
- * Type of position available
- * Position characteristics
- * Starting date
- * Salary range
- * Name of individual to contact directly
- * Name of individual to contact at the AIB meeting

All candidate resumes and position announcements must be sent in time to arrive no later than **September 10, 2000** at:

Dr. Cynthia M. Pavett
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University of San Diego
5998 Alcala Park
San Diego, CA 92110-2492
U.S.A.
Tel: 619-260-4851
Fax: 619-260-4891
Email: pavett@acusd.edu