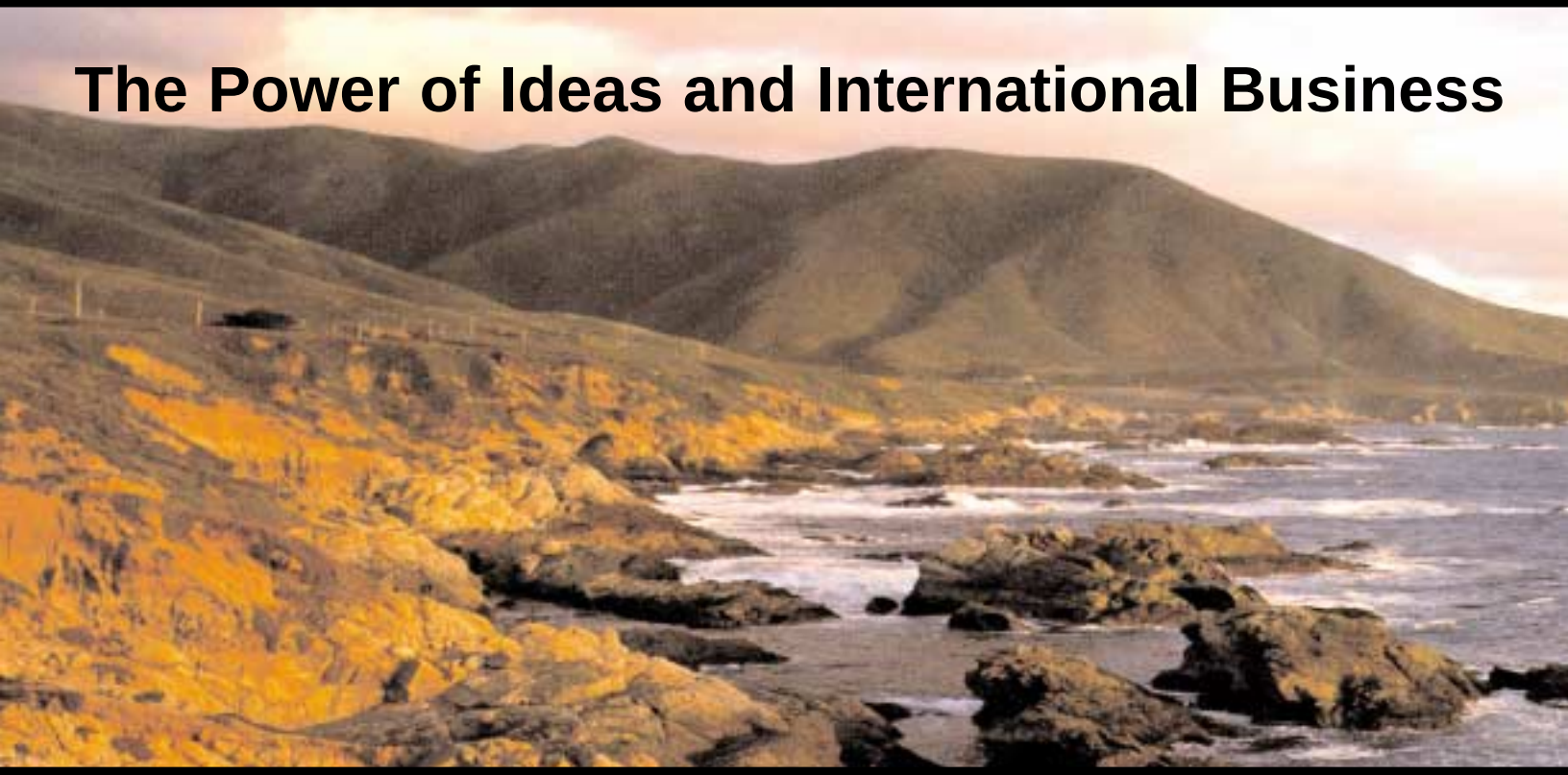
AIB

2003

The Power of Ideas and International Business



2003 Annual Meeting
July 5-8, 2003
Hyatt Regency Monterey
Monterey, California USA

Conference Program

Conference Program

AIB

Academy of International Business

2003 Annual Meeting

Monterey, California, USA
July 5-8, 2003

"The Power of Ideas and International Business"

Program Chair

Udo Zander
Institute of International Business
Stockholm School of Economics

Local Arrangements Chair

Harvey Arbeláez
Fisher Graduate School of International Business
Monterey Institute of International Studies

The 45th Annual Meeting
of the Academy of International Business

The Power of Ideas and International Business

Hyatt Regency Monterey
Monterey, California, USA
July 5-8, 2003

© 2003 Academy of International Business

For information, please contact:
AIB Executive Secretariat
James R. Wills Jr., Executive Secretary, or
Laurel King, Managing Director
2404 Maile Way
University of Hawai'i, CBA C-306
Honolulu, Hawai'i 96822 USA
Tel: (808) 956-3665 ● Fax: (808) 956-3261 ● E-mail: aib@cba.hawaii.edu
www.aibworld.net

TABLE OF CONTENTS

Welcome Letters 4
Executive of the Year 10
Acknowledgments 11
Sponsors 16
Hotel/Area Maps 17
Overview 20
Saturday Program 26
Sunday Program 27
Monday Program 34
Tuesday Program 42
Advertisements 52
AIB Institutional Members 57
Membership Forms 58
Program Index 60

EXECUTIVE BOARD

President
Peter J. Buckley
Centre for International Business
University of Leeds (CIBUL)

Immediate Past President
Stephen J. Kobrin
Wharton School
University of Pennsylvania

Vice President - 2003 Program
Udo Zander
Institute of International Business
Stockholm School of Economics

Vice President - 2004 Program
Nakiye A. Boyacigiller
San Jose State University

Vice President of Administration
Marjorie Lyles, Indiana University

Executive Secretary
James R. Wills, Jr.
University of Hawai'i at Manoa

CHAPTER CHAIRPERSONS

-Japan Chapter-
Masataka Ota, Waseda University

-Korea Chapter-
Dong-Kee Rhee
Seoul National University

-Southeast Asia Chapter-
T.S. Chan
Lingnan University, Hong Kong

-Western Europe Chapter-
J.J. Duran Herrera
Universidad Autonoma de Madrid

-United Kingdom Chapter-
Jeremy Clegg
University of Leeds

-Canada Chapter-
Bernard M. Wolf, York University

-Midwest USA Chapter-
Sumit Kundu, Saint Louis University

-Northeast USA Chapter-
Richard C. Hoffman
Salisbury State University

-Southeast USA Chapter-
Charyl Van Deusen
University of North Florida

-Southwest USA Chapter-
Jane LeMaster
University of Texas-Pan American

-Western USA Chapter-
"Ram" Sundaresan Ram
Thunderbird

JOURNAL OF INTERNATIONAL BUSINESS STUDIES

Arie Lewin, Editor
Duke University

EXECUTIVE SECRETARIAT

Laurel King, Managing Director
Academy of International Business
2404 Maile Way, CBA C-306
University of Hawai'i at Manoa
Honolulu, Hawaii 96822 U.S. A.

http://www.aibworld.net
Tel: 808-956-3665
Fax: 808-956-3261
E-mail: aib@cba.hawaii.edu

2002-2004 Executive Board

Dear Colleagues

Welcome to Monterey!

"The power of ideas in International Business" has proved to be an excellent theme for this conference which has provoked many interesting and innovative papers. The programme looks wonderful and I am looking forward to participating in as many sessions as possible. Udo Zander and his team at the Stockholm School of Economics have done us proud.

We are all, I am sure, looking forward to spending some time enjoying the beautiful Monterey peninsula. As someone who has had a "sneak preview" of the region, I can assure you that the coastline and scenery live up to the hype! Local Chair, Harvey Arbeláez, has worked tirelessly to ensure that the social events will be truly memorable. Harvey and his team from the Monterey Institute of International Studies have organised a really exciting programme of events, and the AIB Board would like to thank Harvey and his team, particularly Linae Ishii-Devine (Director of Events), and Dean Ernie Scalberg for their hard work and whole-hearted backing for AIB 2003. They also have one or two surprises for us!

Thanks are also due to the large number of people who contribute so much to the Annual AIB Conference.

Susan Feinberg and Tatiana Kostova for running the Doctoral and Junior Faculty Consortia.

Lyn Amine for her work on the Placement Centre.

Kiyohiko Ito for the Richard N. Farmer dissertation award.

Saeed Samiee for chairing the Best Paper and Haynes Prize selection committee.

Don Lessard and his committees for organising the AIB Fellows, Dean of the Year and Executive of the Year.

George Yip for the AIB Fellows Gurus Seminar which is an outstanding event and contributes greatly to AIB's charitable work.

Alan Rugman for organising the Eminent Scholar Award.

Arie Lewin for the inclusion of JIBS sessions.

On behalf of AIB I would like to thank the sponsors of the various events.

Palgrave for the JIBS Decade Award and the Area Scholars' stipends.

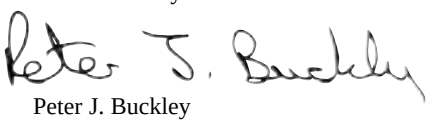
The Fox School, Temple University, for sponsoring the Best Paper Award.

The CIBERs at the Universities of Indiana, Hawaii, Michigan, and Texas A&M for their support for WAIB (Women of the AIB).

Monterey Institute for hosting this spectacular event.

I would like to thank all the other people that have helped make 2003 a great meeting. Thank you all for your support of what will undoubtedly be an outstanding Conference. It is up to us to make it so!

Yours sincerely



Peter J. Buckley

President
Peter J. Buckley
University of Leeds

Immediate Past President
Stephen J. Kobrin
Wharton School
Univ. of Pennsylvania

Vice President 2003 Program
Udo Zander
Stockholm School of Economics

Vice President 2004 Program
Nakiye Boyacigiller
San Jose State University

Vice President of Administration
Marjorie Lyles
Indiana University

Executive Secretary
James R. Wills, Jr.
University of Hawai'i at Manoa

Letter from Program Chair

Dear AIBers,

Days of dreaming, planning, and designing are over. It is instead time for us scholars to take the stage.

Some of us come to Monterey to gather knowledge while others want to profess and be heard and seen. I however think we can agree that what makes all of us most excited is the prospect of returning home with a truly new idea. This year the power of ideas is manifested in our collective pilgrimage to fertile California.

What then should we expect from our meeting? To be honest, I am perfectly happy if all we achieve is that people of all kinds get to meet, since the fear of "the other" is once again rearing its ugly head in the world. You will find that our host Harvey Arbeláez has prepared a perfect environment for engaging in dialogue and enjoying life together. My firm belief in the link between recombination, identity and learning makes me anticipate that the Monterey Conference will become much more than a mere meeting-place. We can together make it the "spiritual lung" of our field for a few days and breathe the fresh air of new ideas.

Just a few comments on the exciting program:

- For those of us arriving early, **Saturday** afternoon gives us a chance to meet the editors of our leading journals (2-4 pm) and to honour Oliver Williamson and his contribution to our field (4-6 pm), before the President receives us for a traditional cocktail.
- **Sunday** morning opens with a plenary on the power of ideas and international business (8.30-10 am) that is followed by all-day sessions. This year you can follow "your track" in the same room(s) throughout the conference. The first poster session (12.00-1.30 pm) displays innovative work in Tracks 2 and 3 over a light lunch. At 1.30-3.00 pm, the rising stars of our field take the floor in the prestigious Farmer Dissertation Competition. The day concludes with the JIBS Decade Award presentation and reception (5.00-6.30) and a banquet where we can listen to the Executive of the Year and applaud the winners of the Haynes Prize, the Best Paper Award, and the Farmer Dissertation Award.
- On **Monday** we really dig into sessions. The second poster session (12.00-1.30 pm) displays exciting work in Tracks 4, 7 and 10 over a light lunch. The General Business Meeting (4.15-5.15) is a chance to raise your voice and impact the organization. Afterwards (5.30-6.15 pm) the women of AIB and interested supporters meet over drinks before we eat, drink, and dance under the seven seas at the magical Monterey Institute Gala Dinner in the stunning Aquarium.
- **Tuesday** is entirely devoted to work in sessions, and the conference is concluded by a poster session (5.30-7.00). Authors from tracks 1, 5, 6, 8, and 9 present their novel ideas over wine and cheese. A great time to get ideas and say goodbye to old and new friends!

Let us surrender our souls and catch the moment in Monterey!

Udo Zander

PS. Many thanks to the fabulous group of Track Chairs, playfully labelled "the young, fun and smart", Alvaro Cuervo-Cazurra, Henrik Glimstedt, David Griffith, Peter Hagström, Lin Lerpold, Tatiana Kostova, Mikael Runsten, Steen Thomsen, Omar Toulan, Sushil Vachani, and Lena Zander, who finally get a well-deserved break. Let also peace of mind descend on the helpful Susan Feinberg, Saeed Samiee, the AIB Board members, Laurel King, Eric Fong, Malin Ekberg, Lotte Brandt, and all reviewers that we owe so much

Letter from the Host School Chair

Dear AIB Members,

The AIB 2003 Annual Conference, hosted by the Monterey Institute of International Studies at the Fisher Graduate School of International Business, reflects the efforts and commitment of a great many people, both those who have worked from the very beginning over a couple of years when it was just a dream and a concept, as well as those who have been working lately to make things happen. First, we would like to thank Dr. Chester D. Haskell, former Institute President, who supported the conference from its very inception as a proposal. Dr. Ernest J. Scalberg, Dean of the Fisher School, for his enthusiastic support from planning to action. Dr. Steve Baker, the new President, has been also a strong supporter for the significance of this conference to the academic life of the Monterey Institute. Mr. Laurence P. Horan, member of the Board of Trustees, deserves credit also for his timely help.

This conference has benefited from the invaluable, timely and permanent assistance of Linae Ishii-Devine, the Manager of Special Events in our institution. She has been always a recursive, friendly, helpful assistant to our "AIB 2003 enterprise." Barbara Burke's help has been critical to get things done, as well as Dollie Pope's. At the Dean's Office, Tasha Tolbert's diligence has been vital to the success of this conference. We would also like to thank you three persons for their particular contributions made to this conference: Professor Yuwei Shi, for materializing sponsorship from two Chinese firms; and Mario Gaztambide and Victor Rabinovich, two of our finest graduates. Mario helped promote AIB 2003 in his "Puerto Rico del alma," and Victor has assisted us locally. Special thanks are due to other members of the staff of the Fisher School: Thomas Pedersen, Toni Thomas and Jill Stoffers.

AIB 2003 brought with it another event: "the world's reigning strategy gurus," and with it, the need for extra help. Special thanks to an enthusiastic team of volunteers and collaborators: Lara Bollweg, Jessica Nussbaum, Carlos Rego, Michelle Smith, Eva Racz, Adam Kanne, Demetria Manuselis, Meredith Smith, Brooke Higgins, Matthew Reund, Gary Mortensen, Amit Sharma, Jennifer Guevara, Mary Lineberger, T.J. Nobel, Kjetil Halvorsen, Wendy Raynor, Oliver Bleser, Mary Lineberger, Christy Rickard, Jessica Nussbaum, Renu Arjun, Meredith Smith, Sara Mankins, Lori Anibinder, Andrea Matsui, Dounia Nouini, David Tardio, Rebecca Sanborn. We are indebted also to Marion Abaunza, Maggie Akins, Susan C. Carroll, Maile Kawaakoa and Joshua Ramey-Renk. We thank you Marc Amor Bruce, Timothy Foster, Xiaolin Gong, and Suzy Howell for spontaneous help.

Inevitably woven into the fabric of this conference are ideas received from Beatriz Toro and Camilo Arbeláez. Beatriz for the yes – no list. Camilo for the flag procession, including the white flag of peace.

This conference, however, would not have been possible without the financial support of another family: Mr. and Mrs. Robert L. and Marilyn King Fisher. We will never end saying thank you to them for being there always ready to support every effort and initiative of our school.

At this point, we should make a statement like this: "We appreciate all the help we received from the people listed above (including those we omitted unintentionally), but any remaining errors and mistakes in this conference are, of course, our own responsibility." And generally there are more than enough remaining errors! Please forgive us.

Harvey Arbeláez
AIB 2003 Host Institution Chair

Letter from the Host School President

MONTEREY INSTITUTE OF INTERNATIONAL STUDIES
OFFICE OF THE PRESIDENT

MONTEREY INSTITUTE
OF INTERNATIONAL STUDIES
www.miis.edu
460 PIERCE STREET
MONTEREY, CA 93940 USA
TEL (831) 647-4102
FAX (831) 647-4104

Dear Members of the Academy of International Business:

Welcome. The Monterey Institute of International Studies is pleased and honored to host the 2003 Annual Meeting of the Academy of International Business. We think it particularly appropriate to do so given the shared vision of the AIB and the Monterey Institute: to serve the international community of scholars, practitioners, and students interested in the theory and practice of international business.

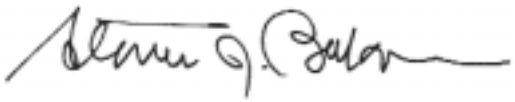
The Monterey Institute is a well-known, unique academic institution, which concentrates solely on professional graduate education for individuals seeking careers in global contexts. With its four schools -- translation and interpretation, language teaching, international business, and international policy studies -- it represents the most completely international education al institution in the United States. Its emphasis on the use of languages and communication across cultures as professional tools underscores this international perspective. One half its students come from outside the United States and its American students all speak at least one language besides English prior to admission. Monterey Institute graduates are prominent internationally as top-level interpreters and translators, language teachers, global businesspeople and policy specialists in governments, NGOs, and multilateral institutions worldwide. In addition, the Monterey Institute is home of several research activities, most prominently the center for Nonproliferation Studies, the largest and best known organization in the world dealing with issues of weapons of mass destruction.

We are especially proud of the *Fisher Graduate School of International Business*. Led by Dean Ernest Scalberg and a dedicated faculty, the School is committed to preparing its MBA graduates with the multidisciplinary skills needed to do business worldwide. With a truly international curriculum and an extraordinary student body, the School builds on the Institute's commitment to languages and communication to produce graduates who succeed in the challenging multilingual and cross-cultural international business environment.

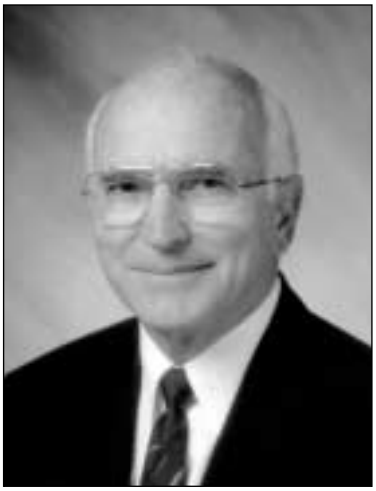
I would like to thank the leadership of the Academy of International Business, especially Professor Peter Buckley of Leeds University, for their efforts on behalf of this annual meeting. I would also like to thank AIB Immediate Past President, Professor Stephen J. Kobrin of the Wharton Schol and AIB Past President, Dean José de la Torre of Florida International University for having supported our proposal to host the 2003 AIB Annual Meeting.

I look forward to talking with you and wish you the best for a superb meeting and a wonderful visit to the Monterey Peninsula.

Sincerely,



Steven J. Baker
President



Message from the Mayor of Monterey
to the Participants of the 2003 Annual Meeting of
The Academy of International Business

Welcome to the City of Monterey!

On behalf of the City Council, the citizens of Monterey and myself, I offer our warmest greetings to the participants of the Annual Meeting of the Academy of International Business being hosted by the Monterey Institute of International Studies. I hope you will all enjoy the opportunity to share "The Power of Ideas and International Business," the theme of your conference, with our professionals on how international business continues to bring all of us together.

There is no better place than the Monterey Peninsula, the most beautiful place on Earth, where "land, sea and sky meet," for you to meet and to discuss where the global economy, from agriculture to hospitality, to information technology, is headed and how they serve the international business community. Indeed, Monterey is a mosaic of culture, steeped with its extraordinary historic roots. While here, you will have the opportunity to experience its history, the unspoiled beauty and the legacy of a parade of cultures, including Native American, Spanish, Mexican and Italian. We invite you to follow the footsteps of our earlier inhabitants walking the Path of History, a landmark in itself.

We are pleased and proud the Monterey Institute of International Studies is the host of this important conference. Your walking tour of the Path of History will take you to the place where the flags of many nations mark the Monterey Institute's facilities on the edge of the historic center of California's first capital. Our City Hall is adjacent to the Monterey Institute campus where you will be able to appreciate the significant contribution of our city to the founding and early development of the great state of California.

Once again, welcome to Monterey.

Dan Albert
Mayor

Letter from Congressman Farr

SAM FARR
17TH DISTRICT, CALIFORNIA

COMMITTEE ON APPROPRIATIONS
SUBCOMMITTEES:
AGRICULTURE, RURAL DEVELOPMENT, FOOD AND DRUG ADMINISTRATION, AND RELATED AGENCIES
MILITARY CONSTRUCTION
CHAIR, CALIFORNIA DEMOCRATIC CONGRESSIONAL DELEGATION
CO-CHAIR, CONGRESSIONAL TRAVEL AND TOURISM CAUCUS

Congress of the United States
House of Representatives
Washington, DC 20515–0517

1221 LONGWORTH HOUSE OFFICE BUILDING
WASHINGTON, DC 20515-0517
(202) 225-2861

100 WEST ALISAL
SALINAS, CA 93901
(831) 424-2229

701 OCEAN STREET
ROOM 318
SANTA CRUZ, CA 95060
(831) 425-1976

samfarr@mail.house.gov

www.house.gov/farr

May 16, 2003

Dear Members of the Academy of International Business:

It is a pleasure to welcome this distinguished group of international business educators to Monterey. As the capitol of Upper California in the Mexican period, and the first capitol of the State of California, Monterey was an important link in the international trade routes between North America and the Asian market. Spanish galleons in the China trade made Monterey a regular port-of-call. This region continues to be a major factor in world trade, as the center of one of the most important agricultural export markets in the world.

Monterey also prides itself as a center for international education. The world's largest school of foreign languages is the Defense Language Institute at the Presidio of Monterey. The Naval Postgraduate School, just across the road from the hotel where the Academy of International Business is meeting, has a growing international studies program and attracts students from military establishments around the world. The Monterey Bay campus of the California State University has a vigorous global studies program, helping to meet California's growing role in the global economy. And last, but not least, the AIB host institution, the Monterey Institute of International Studies, is recognized around the world for the quality of its graduate programs in international business, international public policy, translation and interpretation, and language teaching.

The members of the AIB are most welcome to the California Central Coast. I hope you will have time during your stay to take advantage of the many attractions the region has to offer. We enjoy sharing this diverse and beautiful region with our guests.

Sincerely,

Sam Farr

Sam Farr
Member of Congress

Executive of the Year

N. R. Narayana Murthy, Infosys Technologies Limited

Keynote speaker at the AIB 2003 Awards Dinner; Sunday July 6; 6:30-8:30pm

N. R. NARAYANA MURTHY (B.E. Electrical '67, Univ. of Mysore, M. Tech. '69, Indian Institute of Technology, Kanpur) is the Chairman and Chief Mentor of Infosys Technologies Limited, a global Information Technology (IT) consulting and software services provider, headquartered at Bangalore, India. He served as CEO of Infosys for twenty years, handing over the reins to a fellow co-founder in March 2002. In 1999, Infosys was listed on NASDAQ (INFY).

Mr. Murthy serves as a director on the Central Board of the Reserve Bank of India, as the co-chairman of the Indo-British Partnership, and as a member of the Prime Minister's Council on Trade and Industry. He is an IT advisor to several Asian countries. In November 2002, the Securities and Exchange Board of India (SEBI) appointed him as the head of its Corporate Governance committee. He is also the chairman of the Governing Body of both the Indian Institute of Information Technology, Bangalore, and the Indian Institute of Management, Ahmedabad. In addition, he is a member of the Board of Overseers of the University of Pennsylvania's Wharton School, Cornell University Board of Trustees and the Board of Advisors for the William F. Achtmeyer Center for Global Leadership at the Tuck School of Business.

Mr. Murthy has been the recipient of numerous awards and honors. Recently, he was one of the two people named as Asia's Businessmen of the Year for 2003 by Fortune magazine. In 2002, he was designated Ernst & Young's Entrepreneur of the Year for India. In 2001, he was named by TIME / CNN as one of the twenty-five, most influential global executives, a group selected for their lasting influence in creating new industries and reshaping markets. He was also awarded the Max Schmidheiny Liberty 2001 prize (Switzerland), in recognition of his promotion of individual responsibility and liberty. In 1999, BusinessWeek named him one of the nine entrepreneurs of the year and has also been featured in the BusinessWeek's 'The Stars of Asia' (for three successive years – 1998, 1999 and 2000). In 1998, the Indian Institute of Technology, Kanpur, one of the premier institutes of higher learning in India, conferred on him the Distinguished Alumnus Award, and in 1996-97, he was awarded the JRD Tata Corporate Leadership Award.

AIB 2003 Eminent Scholar

Oliver E. Williamson

Keynote Speaker - AIB Fellows Plenary on Saturday July 5, 2003 4:00-6:00pm

Oliver Williamson is the Edgar F. Kaiser Professor of Business, Professor of Economics, and Professor of Law at the University of California, Berkeley. He is a member of the National Academy of Sciences and is a fellow of the American Academy of Arts and Sciences and the Econometric Society. He has been awarded eight honorary degrees and is the recipient of the John von Neumann Prize and the Irwin Award for Scholarly Contributions to Management. He has been a Fulbright Professor, a Guggenheim Fellow, a Fellow at the Center for Advanced Study in the Behavioral Sciences, and is a Distinguished Senior U.S. Scientist, Alexander von Humboldt-Stiftung.

He is the founding co-editor of the Journal of Law, Economics and Organization and the past president of the Western Economic Association and the International Society for New Institutional Economics. He has published six books and over 130 articles. He was a chaired professor at the University of Pennsylvania and Yale University before coming to Berkeley.

Program Acknowledgments

Program Chair:
Udo Zander, Stockholm School of Economics

Stockholm School of Economics Program Assistants:
Malin Ekberg, Lotte Brandt, Vanja Ekberg

Track Chairs:
Udo Zander, Stockholm School of Economics (Conference Theme: The Power of Ideas and International Business)
Henrik Glimstedt, Stockholm School of Economics (International Political Economy and Business History)
Sushil Vachani, Boston University (Emerging Markets and Transition Economies)
Alvaro Cuervo-Cazurra, University of Minnesota and
Omar N. Toulan, McGill University (Strategic Management, Entrepreneurship and New Ventures)
Tatiana Kostova, University of South Carolina (Macro-Organizational Behavior and Organization/Institutional Sociology)
Lena Zander, Stockholm School of Economics (Micro Organizational Behavior and Human Resource Management)
Peter Hagström, Stockholm School of Economics and
Lin Lerpold, Stockholm School of Economics (Alliances and Networks)
Steen Thomsen, Copenhagen Business School, Malene Larsen, Assistant Copenhagen Business School (Economics)
Mikael Runsten, Stockholm School of Economics (Finance, Accounting and Taxation)
David Griffith, University of Hawaii at Manoa (Marketing and Supply Chain Management)

Doctoral Consortium Chair:
Susan Feinberg, University of Maryland

Junior Faculty Consortium Chair:
Tatiana Kostova, University of South Carolina

Placement Services:
Lyn S. Amine, Saint Louis University

Best Paper and Haynes Prize Selection Committee:
Saeed Samiee, University of Tulsa (Chair)
Farok Contractor, Rutgers University
Chuck Kwok, University of South Carolina
Kendall Roth, University of South Carolina
Stephen Salter, University of Cincinnati

Farmer Dissertation Award Selection Committee:
Kiyohiko Ito, University of Hawaii (Chair)
Bernard L. Simonin, Tufts University
D. Eleanor Westney, Massachusetts Institute of Technology
Cristina B. Gibson, University of California, Irvine

Poster Session Chairs:
Allan Bird, University of Missouri-St. Louis
Ivo Zander, Stockholm School of Economics
Margaret E. Phillips, Pepperdine University

Host School Acknowlegments

Monterey Institute of International Business

Chester D. Haskell, Former President
Ernest J. Scalberg, Dean of the Fisher School
Steve Baker, Current President
Laurence P. Horan, Member, Board of Trustees

Local Arrangements
Harvey Arbeláez, Chair
Linae Ishii-Devine
Barbara Burke
Dollie Pope
Tasha Tolbert

Yuwei Shi
Mario Gaztambide
Victor Rabinovich,

Collaborators:
Lara Bollweg, Jessica Nussbaum, Carlos Rego, Michelle Smith, Eva Racz, Adam Kanne, Demetria Manuselis, Meredith Smith, Brooke Higgins, Matthew Reund, Gary Mortensen, Amit Sharma, Jennifer Guevara, Mary Lineberger, T.J. Nobel, Kjetil Halvorsen, Wendy Raynor, Oliver Bleser, Mary Lineberger, Christy Rickard, Jessica Nussbaum, Renu Arjun, Sara Mankins, Lori Anibinder, Andrea Matsui, Dounia Nouini, David Tardio, Rebecca Sanborn, Marion Abaunza, MAggie Akins, Susan C. Carroll, Maile Kawaakoa, Joshua Ramey-Renk, Marc Amor Bruce, Timothy Foster, Xiaolin Gong, Suzy Howell, D'Anne Albers

Best Paper Awards

Nominees for the awards are noted throughout the program with the following icons:

AIB Best Paper Finalist

Haynes Prize Finalist

AIB Best Paper Award
Sponsored by Temple University's Fox School of Business

The AIB Best Paper Award was created in 2002 through a generous endowment by Temple University's Fox School of Business. The winner receives a plaque and a $500 cash prize. The first runner-up receives a certificate.

Haynes Prize

Each year, the Academy of International Business Foundation and the Eldridge Haynes Memorial Trust award the Haynes Prize for Best Paper. The winning paper must have been accepted for presentation at the AIB conference through the double-blind-review process, and have been written by an author or authors under 40 years of age. The winner is selected by the AIB Best Paper Selection Committee. The author receives a plaque and a US$2000 cash award at the awards banquet at the annual meeting.

Originally, the Eldridge Haynes Prize was for the best original essay on some aspect of international business, preferably with an interdisciplinary perspective. The competition was open to authors under 40 years of age and a prize of $5000 was awarded every other year from 1992-1998. In 1999, the AIB Executive Board changed the award to the Haynes Prize for Best Paper at the AIB annual meeting to coincide with current trends in academic research. In 2002, the AIB Best Paper Award sponsored by Temple University's Fox School of Business was inaugurated to reward research excellence for all ages of presenters at the AIB meeting.

2003 List of Reviewers

We would like to thank the 341 external reviewers that helped make the 2003 conference a possibility. Nominees for the Best Reviewer award are highlighted in bold

Tom Aaabo, The Aarhus School of Business
Ruth Aguillera, University of Illinois
Matt Aistrich, San Diego State University
Yusaf Akbar, CERAM Graduate School of Management and Technology
Björn Ambos, Vienna University of Economics and Business Administration
Lyn S. Amine, Saint Louis University
Saji K.B. Amrita, Institute of Management
Madan Annavarjula, Northern Illinois University
Syed Aziz Anwar, University of Sharjah
****Harvey Arbeláez, Monterey Institute of International Studies**
Jean-Luc Arregle, Edhec Grande Ecole
Nicholas Athanassiou, Northeastern University
C. Bulent Aybar, Southern New Hampshire University
Daniel W. Baack, Saint Louis University
Mina N. Baliamoune, University of North Florida
Kunal Banerji, Florida Atlantic University
Pratima Bansal, University of Western Ontario
Paul Beamish, University of Western Ontario
Manuel Becerra, Instituto de Empresa
Don R. Beeman, University of Toledo
Ravi S. Behara, Florida Atlantic University
Marian Beise, Centre for European Economic Research (ZEW)
Christian Bender, University of Muenster
Gabriel R.G. Benito, Norwegian School of Management BI
Maureen Benson-Rea, The University of Auckland
Robert A. Berg, Nova Southeastern University
Heather Berry, University of Pennsylvania
Melissa H. Birch, University of Kansas
Allan Bird, University of Missouri, Saint Louis
Jean Boddewyn, Baruch College
Lyubov Bogun, Odessa Institute of Entrepreneurship and Law
Stephan Bourcieu, Audencia Nantes School of Management
Nakiye Boyacigiller, San Jose State University
Mary Yoko Brannen, San Jose State University
Juergen Kai-Uwe Brock, University of Strathclyde
Jonathan Brookfield, Texas A&M University
****Keith D. Brouthers, University of East London**
Peter Buckley, Leeds University Business School
Brent Burmester, The University of Auckland
Lynne Butel, University of Plymouth
Yasmina Araujo Cabrera, Universidad de Las Palmas de Gran Canaria
Mark V. Cannice, University of San Francisco
John Cantwell, Rutgers University
Sergio Carvalho, The Graduate Center of the City University of New York
Kwong Chan, Michigan State University
T. S. Chan, Lingnan University
T. Steven Chang, Long Island University
Mike C. H. Chao, Saint Louis University
Malcolm Chapman, University of Leeds
Marta Charron, University of Puerto Rico
Dong Chen, Rutgers University
Helen Chen, University of Warwick
Jocelyn Chen, National Yunlin University of Science and Technology
Shih-Fen S. Chen, Brandeis University
Tailan Chi, University of Illinoisat Urbana Champaign
Tina Chini, Vienna University of Economics and Business Administration
Bongsoon Cho, University at Buffalo
J. Jay Choi, Temple University
Alex Christofides, Development Intercollege
Elie Chrysostome, Univeristy of Moncton
Yun Chu, University of Texas - Pan American
Wilbur Chung, University of Pennsylvania
Ruth Clarke, Nova Southeastern University
Deborah Smith Cook, George Washington University
Somchanok Coompanthu, Chulalongkorn University
****Danielle Cooper, University of Illinois**
Thomas Cossé, University of Richmond
****Jean-Claude Cosset, Universite Laval**
Charles T. Crespy, UTEP
Adam Cross, CIBUL, Leeds University Business School
Christian Czernich, Stockholm School of Economics
Mourad Dakhli, Georgia State University
Ancella de Boer, Erasmus University
Andrew Delios, Nat'l Univ. Singapore
Angelo DeNisi, Texas A&M University
Tej S. Dhakar, Southern New Hampshire University
John Dilyard, St. Francis College
Hung-bin Ding, Loyola College in Maryland
Harald Dolles, German Institute for Japanese Studies
Kathleen Brewer Doran, Lasell College
Sandra Dow, Université du Québec à Montréal
Rian Drogendijk, Tilburg University
Alex Eapen, Tilburg University
B. Elango, Illinois State University
Detelin S. Elenkov, The University of Tennessee
Michael Enright, University of Hong Kong
Prescott C. Ensign, San José State University
Georg Fassott, University of Kaiserslautern
Larry Feick, University of Pittsburgh
Philip Vos Fellman, Southern New Hampshire University
Manuel Ferreira, The University of Utah
****Carl Fey, Stockholm School of Economics**
Igor Filatotchev, Bradford University School of Management
Patrick Fleenor, Seattle
Fritz Foley, University of Michigan
Michael Frenkel, Wissenschaftliche Hochschule für Unternehmensführung
Mark Fruin, San José State University
Jedrzej George Frynas, University of Birmingham
Jens Gammelgaard, Copenhagen Business School
Prem Gandhi, State University of New York at Plattsburgh
Carlos Garcia-Pont, IESE Business School, University of Navarre
Naomi Gardberg, Baruch College
Gregory M. Gazda, University of San Diego
Modestas Gelbuda, Aalborg University
Esra Gencturk, Koc University

2003 List of Reviewers (continued)

Carmine Gioia, Copenhagen Business School
Wayne Glass, AEDC
****Anthony Goerzen, Babson College**
James D. Goodnow, Bradley University
Oliver Gottschalg, Insead
Chris Grevesen, DeVry College of Technology
Andrew Gross, Cleveland State University
****Robert Grosse, Thunderbird**
Siegfried Gudergan, University of Technology, Sydney
David E. Gundersen, Stephen F. Austin State University
Lars Haakonson, Copenhagen Business School
James M. Hagen, Cornell University
Jim Hagen, Cornell University
Adriana Hall, Federal University of Rio de Janeiro
Dave Hanson, Duquesne University
Michael Harvey, University of Mississippi
Niron Hashai, Hebrew University
Marilyn Healy, Queensland University of Technology
Louis Hebert, HEC Montreal
Witold J. Henisz, The Wharton School
Seev Hirsch, Tel Aviv University
Carol A. Howard, Oklahoma City University
Chin-Chun Hsu, Saint Louis University
Jovan Hsu, Tongji University
Andrew Inkpen, Thunderbird
****Gary S. Insch, WestVirginia University**
Douglas W. Jack, Morgan Stanley Japan
Laurent Jacque, Tufts University
Subhash Jain, University of Connecticut
Mel Jameson, University of Nevada, Las Vegas
Justin J.P. Jansen, Erasmus University Rotterdam
Raj Javalgi, Cleveland State University
Camilla Jensen, Copenhagen Business School
Arpita Joardar, University of South Carolina
Debra Johnson, University of Hull
S.R. Johnson, University of Melbourne
Stewart Johnston, University of Melbourne
Raymond Jones, Loyola College in Maryland
Ariff Kachra, Pepperdine University
Arturs Kalnins, University of Southern California
Costantine S. Katsikeas, Cardiff University
****Costas Katsikeas, Cardiff University**
****Colm Kearney, School of Business, Trinity College**
Omar Khan, Saint Louis University
Brad Killaly, University of California at Irvine
Seung H. Kim, St. Louis University
Taeho Kim, American Graduate School of International
Yangmin Kim, Marquette University
Ahmet Kirca, University of South Carolina
Gary A. Knight, Florida State University
Jette Sten Knudsen, Copenhagen Business School
Rekha Krishnan, Tilburg University
Shashi Kumar, Maine Maritime Academy
Vikas Kumar, Saint Louis University
Catherine Kwantes, University of Windsor
Chuck C.Y. Kwok, University of South Carolina
Luis Lages, Universidada Nova de Lisboa
Christopher C. Lai, California National University and Baker College
Anna Lamin, University of Minnesota
Robert K. Larson, University of Dayton
Seung-Hyun Lee, The University of Texas at Dallas
Tomasz Lenartowicz, Florida Atlantic University
Jon Erland Lervik, Norwegian School of Management BI
Brigitte Lévy, University of Ottawa
Lei Li, University of Texas at Dallas
Peter Ping Li, California State University, Stanislaus
Shaomin Li, Old Dominion University
Guoyong Liang, Erasmus University Rotterdam
Peter W. Liesch, University of Queensland
Romie F. Littrell, Auckland University of Technology
Jochen Lorentzen, Copenhagen Business School
Ray Loveridge, The University of Oxford
Jane Lu, National University of Singapore
Anoop Madhok, University of Utah
Charlie E. Mahone, Jr, Howard University
Mona Makhija, The Ohio State University
****Ivan M. Manev, University of Maine**
Volker Manke, Copenhagen Business School
Clarence J. Mann, University of Maryland University College
Laurence Marsh, University of Utah
Carmen Martinez-Lopez, The University of Texas
Katherin Marton, Fordham University
John Mathews, Macquarie University
Henrik Matthiesen, The Aarhus School of Business
****David McArthur, University of Nevada Las Vegas**
Rob McEllister, Qld. University of Technology
Mark McGovern, Queensland University of Technology
Carl B. McGowan Jr., Oakland University
Steven McGuire, University of Bath
****Bruce McKern, Stanford University**
Pierre-Xavier Meschi, Marseille-Provence Business School
Klaus E. Meyer, Copenhagen Business School
Snejina Michailova, Copenhagen Business School
Joan P. Mileski, Houston Baptist University
Carla Millar, Katholieke Universiteit Brabant
Edwin L. Miller, University of Michigan
Van V. Miller, Texas A&M International University
Michael S. Minor, University of Texas-Pan American
Kuniko Mochimaru, Josai University
Alex Mohr, Bradford University School of Management
Michael J. Mol, Nijmegen Catholic University
Karl Moore, McGill University
Sandra Mottner, Western Washington University
Ram Mudambi, Temple University
Carolyn Mueller, Stetson University
Matthew Myers, University of Tennessee- Knoxville
Lilach Nachum, City University New York
Rajnesh Narula, Copenhagen Business School
****James Nebus, University of South Carolina**
James P. Neelankavil, Hofstra University
****Jennifer Nevins, University of South Carolina**
William Newburry, Rutgers Business School
Bo Nielsen, Copenhagen Business School
Jørgen Ulff-Møller Nielsen, Aarhus School of Business
Stanley Nollen, Georgetown University
Niels G. Noorderhaven, Tilburg University
Milorad Novicevic, University of Mississippi
Michael-Jörg Oesterle, University of Bremen
Asbjorn Osland, San Jose State University
Joyce Osland, San Jose State University
Aysegul Ozsomer, Koc University, Istanbul, Turkey
Yongsun Paik, Loyola Marymount University

Yong Suhk Pak, Yonsei University
Photis M. Panayides, The Hong Kong Polytechnic University
Claus Parum, Copenhagen Business School
Murali Patibandla, Copenhagen Business School
John Patton, Florida Institute of Technology
Torben Pedersen, Copenhagen Business School
Pedro David Perez, Cornell University
Liliana M. Pérez, The University of Memphis
Fabrizio Perretti, Bocconi University
Bent Petersen, Copenhagen Business School
Richard Peterson, University of Washington
Iordanis Petsas, University of Scranton
Lucia Piscitello, Politecnico di Milano
José Pla-Barber, University of Valencia
Pia Polsa, Swedish School of Economics and Business Administration
Roger Prestwich, Metropolitan State University
Roberto Ragozzino, Ohio State University
Dan Rajaratnam, Baylor University
****Ravi Ramamurti, Northeastern University**
Miguel Ramos, University of Minnesota
Trond Randoy, Agder Business College
Srinivasa Rangan, Babson College
Stephen Rawlinson, The University of Auckland
Scheherazade Rehman, George Washingotn University
Malika Richards, Drexel University
Fernando Robles, George Washington University
Matthew J. Robson, Cardiff University
****Tom Roehl, Western Washington University**
Alan Rugman, University of Oxford
Lloyd Russow, Philadelphia University
Tagi Sagafi-nejad, Loyola College in Maryland
****Ayse Saka, University of Groningen**
Robert Salomon, University of Southern California
Stephen B. Salter, University of Cincinnati
Saeed Samiee, University of Tulsa
Massood V. Samii, Southern New Hampshire University
Doug Sanford, Towson
Rajib Sanyal, The College of New Jersey
John Sargent, University of Texas Pan American
Barry Scholnick, University of Alberta
John Seffel, University of the Incarnate Word
Deepak Sethi, Oakland University
Kishor Sharma, Chales Sturt University
J. Myles Shaver, University of Minnesota
Weilei Shi, University of Texas at Dallas
Adam L. Shrier, American University -- Kogod School of Business
Minnie Shroff, University of Wasa
Jordan Siegel, MIT
A.B. Sim, University of Wollongong
Lee C. Simmons, Nanyang Technological University
Nitish Singh, Saint Louis University
Rudolf Sinkovics, University of Manchester Institute of Science and Technology
Dionisis Skarmeas, Cardiff University
Arjen Slangen, Tilburg University
Sally Sledge, Christopher Newport University
Charles Snow, Penn State University
Carsten Sørensen, Copenhagen Business School
Martin H. Sours, American Graduate School of International Management
Paul Steidlmeier, State University of New York at Binghamton
Michael Stephan, Hohenheim University
Barbara Stoettinger, Vienna University of Economics and Business Administration
Roger Strange, King's College London
Sonia Mª Suárez-Ortega, University of Las Palmas
Gabriele Suder, CERAM Graduate School of Management and Technology
Ciara Sutton, The Stockholm School of Economics
Jan Svejnar, University of Michigan
Steve Tallman, University of Utah
Ana Teresa Tavares, Universidade do Porto
Katherine Terrell, University of Michigan Business School
Edmund R. Thompson, Ritsumeikan Asia Pacific University, Japan
Tony W. Tong, Ohio State University
Gladys Torres-Baumgarten, Hofstra University
Len J. Trevino, University of Southern Mississippi
Adrian Tschoegl, No Affiliation
David K. Tse, The University of Hong Kong
Klaus Uhlenbruck, Texas A&M University
Francis Ulgado, Georgia Institute of Technology
Annick Un, Cornell University
Mehmet Mithat Üner, Gazi University
Jorge Urrutia, Loyola University Chicago
****Paul M. Vaaler, Fletcher School of Law & Diplomacy, Tufts University**
Jan-Erik Vahlne, Goteborg University
Douglas van den Berghe, Erasmus University Rotterdam
Frans A.J. Van den Bosch, Erasmus University Rotterdam
Daniel Van Den Bulcke, University of Antwerp
J. M. Ventura, I T E S M
Heidi Vernon, Northeastern University
Ernst Verwaal, Erasmus University Rotterdam
Henk W. Volberda, Erasmus University
****Davina Vora, The University of Texas at Dallas**
N. M. Waheeduzzaman, Texas A&M University-Corpus Christi
Ingo Walter, New York University
Peter Walters, The Hong Kong Polytechnic University
Robert Ware, University of Michigan
Zhou Wei, Xi'an Jiaotong University
Caroline Westerhof, Florida Metropolitan University
Jeryl Whitelock, The University of Salford
Claes Wihlborg, Copenhagen Business School
Yolanda Wilcox, Nova Southeastern University
Alvin Wint, University of the West Indies
Jorge A. Wise, ITESM - Campus Monterrey, Mexico
Bernard M. Wolf, Schulich School of Business, York University
Werner Worm, Copenhagen Business School
Richard Wright, University of Richmond
Terry Wu, University of Regina
Henry Yu Xie, Saint Louis University
Dean Xu, Peking University
Jiang Xu, Xi'an Jiaotong University
Yi Yang, Drexel University
Attila Yaprak, Wayne State University
Caroline Yeoh, Singapore Management University
Mahmood Zaidi, University of Minnesota
Changhui Zhou, Peking University
Jinyan Zhu, The National University of Singapore

Thank you to our Meeting Sponsors

Monterey County Visitors and Convention Bureau

MONTEREY INSTITUTE OF INTERNATIONAL STUDIES

ROMON GROUP

Hisense

BLACKSTONE WINERY

PACIFIC WINE PARTNERS

Area Maps

About Monterey

Located in central California, Monterey offers the visitor a variety of attractions, including Cannery Row, the Monterey Bay Aquarium, Fisherman's Wharf, and other beautiful natural and man made attractions.

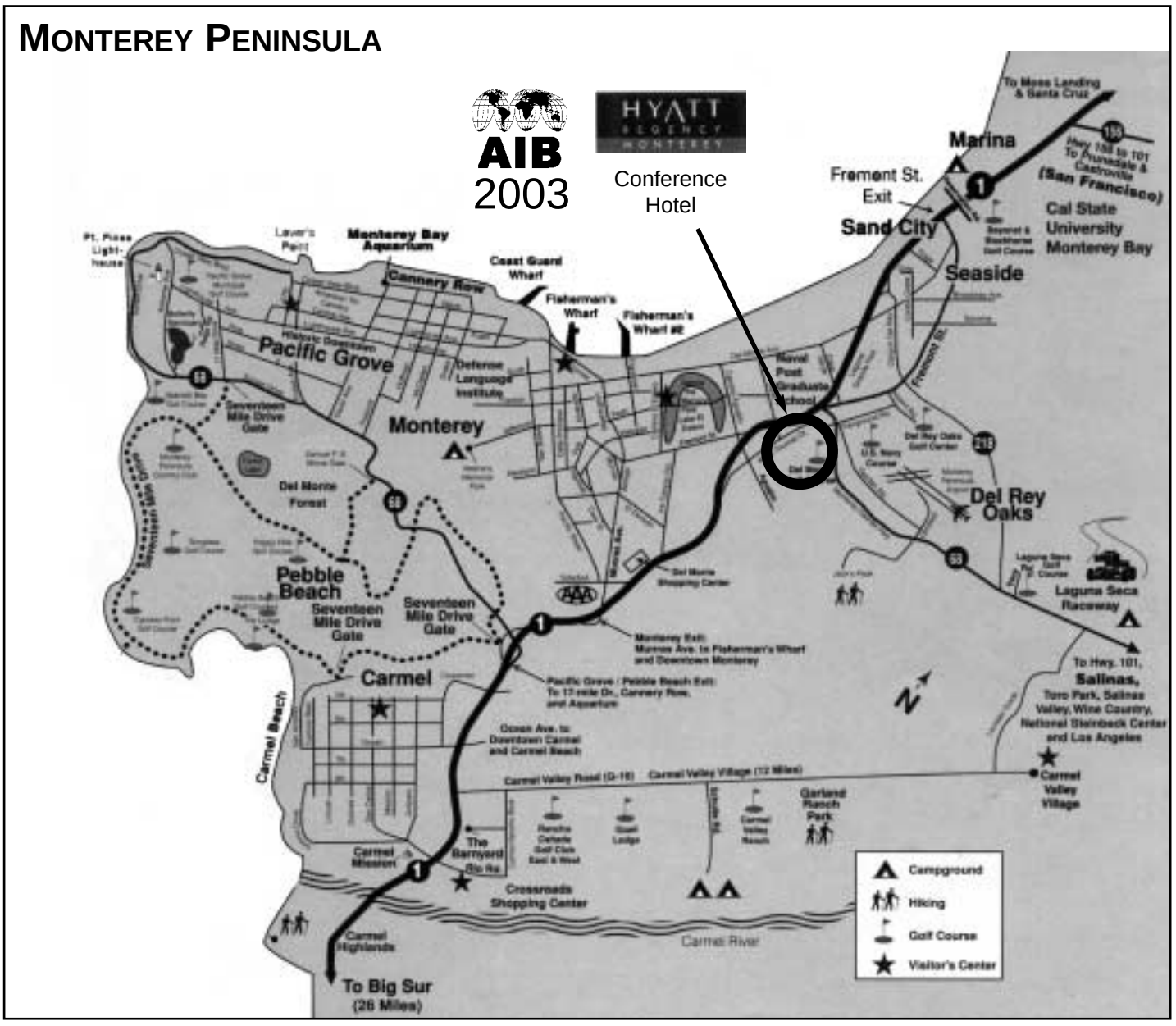
Sunny but brisk weather will greet summer visitors. Both sunscreen and dressing in layers are suggested, with a jacket for the evenings.

Please enjoy your stay!

Monterey County

California

Monterey Peninsula



When You Arrive...

Please check in with the AIB staff at the Regency Foyer located in the Regency Conference Center to pick up your name badge and conference materials. The registration desk will be open during the following times:

Registration
Location: Regency Foyer in the Regency Conference Center

Saturday, July 5	8:00am – 8:00pm
Sunday, July 6	7:00am – 5:00pm
Monday, July 7	8:00am – 5:00pm
Tuesday, July 8	7:00am – 5:00pm

Placement Center
Location: Monterey Grand Ballroom

Saturday, July 5	4:00pm – 6:00pm
Sunday, July 6	8:00am – 5:00pm
Monday, July 7	8:00am – 5:00pm
Tuesday, July 8	8:00am – 5:00pm

Exhibits
Location: Monterey Grand Ballroom

Sunday, July 6	10:00am – 6:00pm
Monday, July 7	10:00am – 6:00pm
Tuesday, July 8	10:00am – 6:00pm

Hotel Facilities

Business Center
Location: Upper Level of Regency Conference Center
Open 24 hours a day via guest key card
PC Workstation: Computer Use $0.40 per minute with $5 minimum
Copier Station: Copies $0.20 per page with $1 minimum
Laptop Printing Station: Printing $1 per page for the first 30 pages and then $0.75 per page with a $1 minimum
Send Only Fax Station: Domestic $5 first minute, $1 each additional minute with $5 minimum. International $10 first minute, $2 each additional minute with $5 minimum.
*Rates subject to change

Restaurants
Peninsula Restaurant, Café Monterey, Knuckles Historic Sports Bar

Recreation and Other Amenities
Del Monte Golf Course
Racquet and Tennis Club
Pools and Whirlpools
Beauty Salon, Health Club and Massage Room

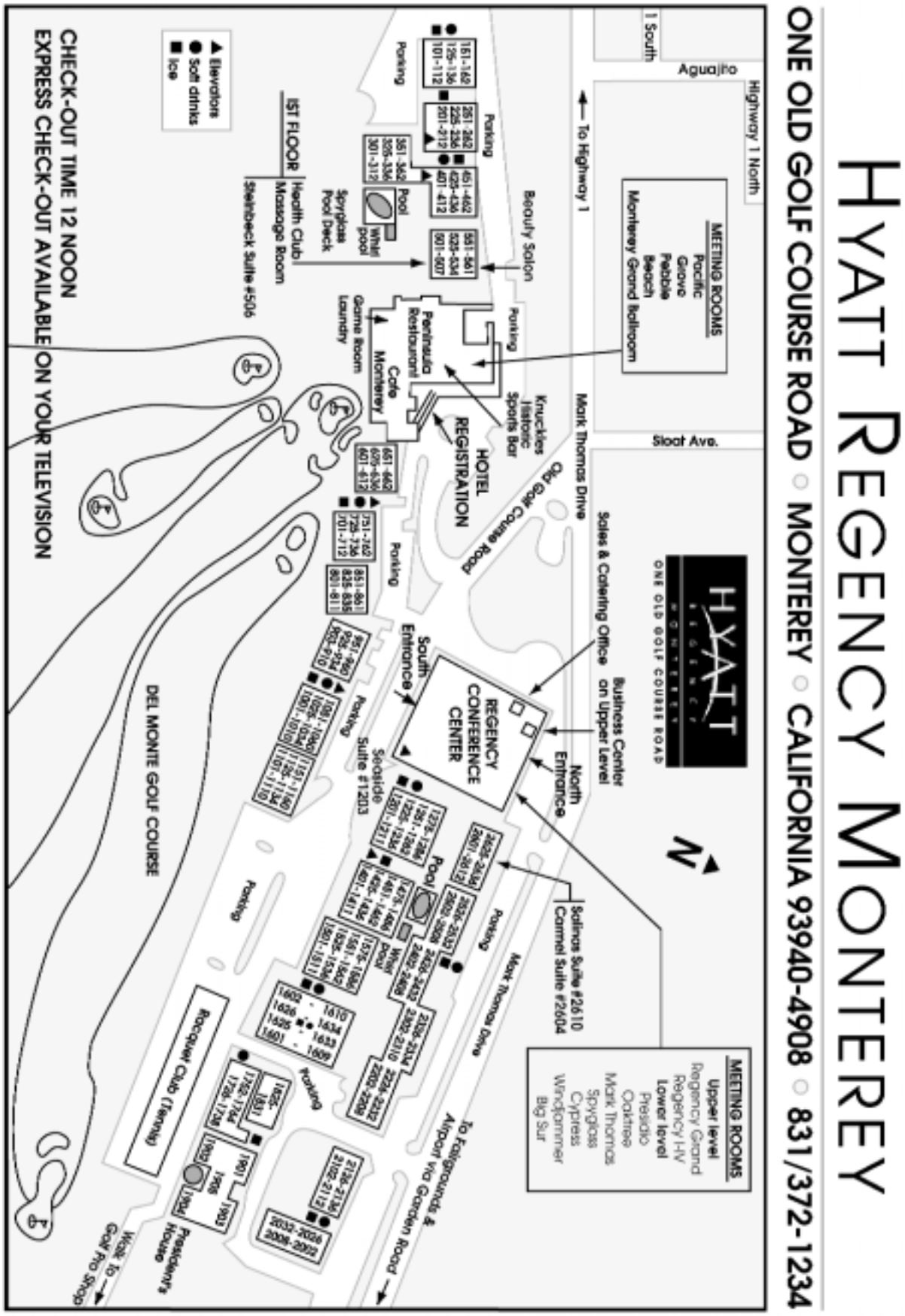
HYATT REGENCY MONTEREY

Regency Conference Center

FIRST FLOOR

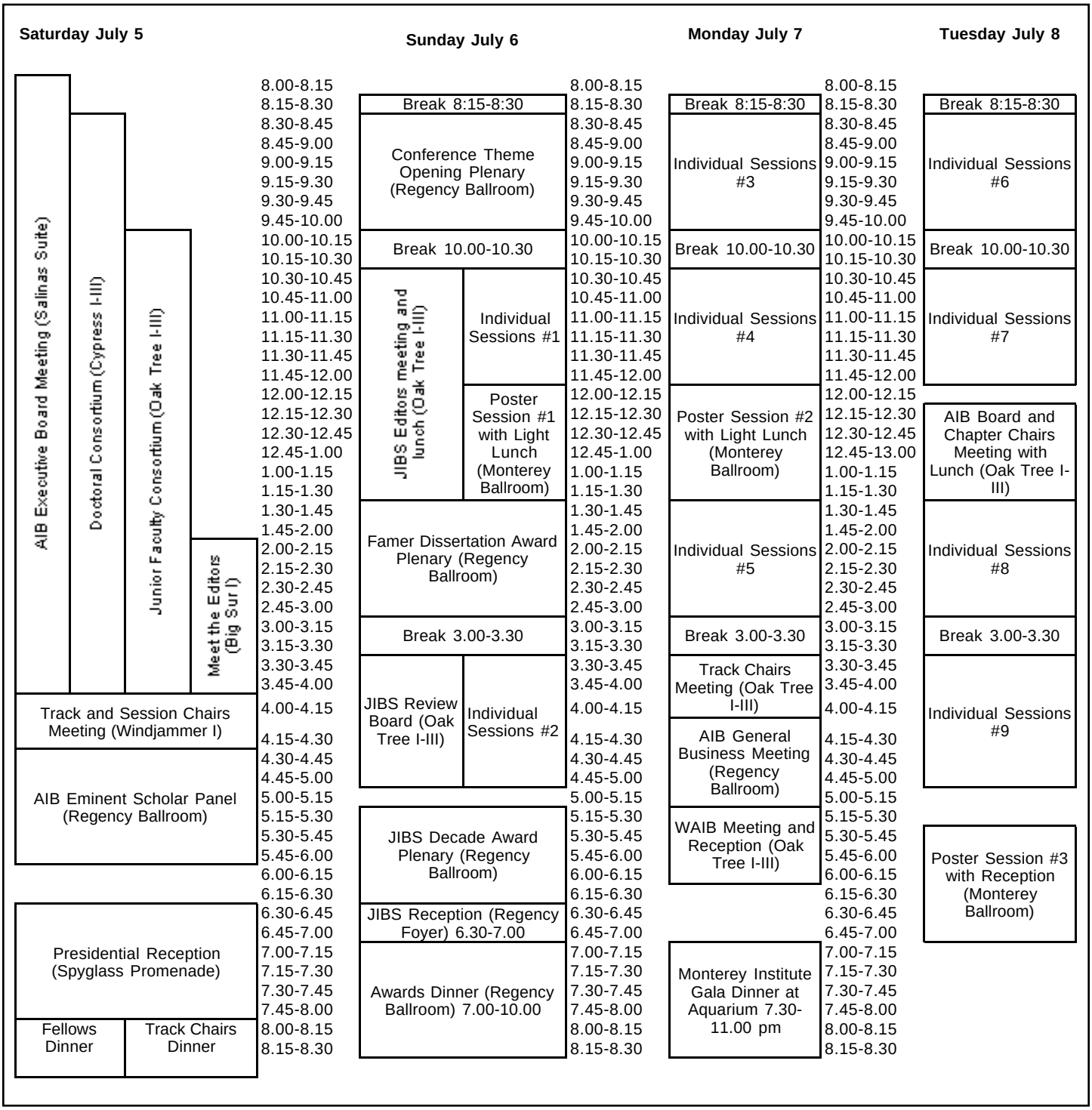
SECOND FLOOR

Hotel Map


HYATT REGENCY MONTEREY
ONE OLD GOLF COURSE ROAD ○ MONTEREY ○ CALIFORNIA 93940-4908 ○ 831/372-1234
Highway 1 North
1 South
Aguajito
To Highway 1
MEETING ROOMS
Pacific Grove
Pebble Beach
Monterey Grand Ballroom
Sloat Ave.
Mark Thomas Drive
Old Golf Course Road
Beauty Salon
Parking
Knuckles Historic Sports Bar
HOTEL REGISTRATION
Peninsula Restaurant
Cafe Monterey
Game Room
Laundry
Pool
Whirlpool
Sprytpass Pool Deck
1ST FLOOR
Health Club
Massage Room
Steinbeck Suite #506
Sales & Catering Office
Business Center on Upper Level
North Entrance
Solinas Suite #2610
Carmel Suite #2604
South Entrance
REGENCY CONFERENCE CENTER
Seaside Suite #1203
DEL MONTE GOLF COURSE
Rockrimmon Club (Nevada)
Presidents House
To Fairgrounds & Airport via Garden Road
Upper level
Regency Grand
Regency I-IV
Lower level
Presidio
Oaktree
Mark Thomas
Spyglass
Cypress
Windjammer
Big Sur
CHECK-OUT TIME 12 NOON
EXPRESS CHECK-OUT AVAILABLE ON YOUR TELEVISION
Elevators
Soft drinks
Ice
TENNIS CLUB EXT. 2029 ○ MASSAGE EXT. 2185 ○ BEAUTY SALON EXT. 7509 ○ CONCIERGE EXT. 51 ○ BELL DESK EXT. 52 ○ ROOM SERVICE EXT. 54

2003 Program Overview

Hyatt Regency Monterey
Monterey, California, USA
July 5-8, 2003
"The Power of Ideas and International Business"



SATURDAY

SATURDAY – 8:30 a.m.- 4:00 p.m.

Doctoral Consortium
Room: Cypress Time: 8:30 a.m.-4:00 p.m.

SATURDAY – 10:00 a.m.- 4:00 p.m.

Junior Faculty Consortium
Room: Oaktree Time: 10:00 a.m.-4:00 p.m.

SATURDAY – 2:00- 4:00 p.m.

Panel: Meet The Editors (open to all)
Room: Big Sur 1-2 Time: 2:00-4:00 p.m.

SATURDAY – 4:00- 4:30 p.m.

Track and Session Chairs Meeting
Room: Big Sur 1-2 Time: 4:00-4:30 p.m.

SATURDAY – 4:00- 6:00 p.m.

AIB Fellows Plenary (open to all)
Room: Regency Ballroom Time: 4:00-6:00 p.m.

SATURDAY – 6:30- 8:00 p.m.

Presidential Reception
Room: Spyglass Promenade Time: 6:30-8:00 p.m.

SUNDAY

SUNDAY – 8:15-8:30 a.m.

Coffee Break

SUNDAY – 8:30- 10:00 a.m.

Conference Theme: Opening Plenary

The Power of Ideas and International Business
Room: Regency Ballroom Time: 8:30-10:00 a.m.

SUNDAY – 10:00-10:30 a.m.

Coffee Break

SUNDAY – 10:30 a.m.-1:30 p.m.

JIBS Editors Meeting
Room: Oaktree Time: 10:30 a.m.-1:30 p.m.

1.1 - SUNDAY – 10:30 a.m.-12:00 p.m.

Session 1.1.1 - Track 7 - COMPETITIVE

Cooperation and Performance
Room: Spyglass 1 Time: 10:30 a.m.-12:00 p.m.

Session 1.1.2 - Track 9 - COMPETITIVE

Risk and Risk Measurement
Room: Spyglass 2 Time: 10:30 a.m.-12:00 p.m.

Session 1.1.3 - Track 4 - PANEL

Measuring and Tracking Knowledge in Multinational Corporations: The Search for Metrics and their Limitations
Room: Big Sur 1-2 Time: 10:30 a.m.-12:00 p.m.

Session 1.1.4 - Track 4 - PANEL

The Liability and Benefit of Foreignness
Room: Big Sur 3 Time: 10:30 a.m.-12:00 p.m.

Session 1.1.5 - Track 3 - COMPETITIVE

Multinational Performance
Room: Cypress 1-2 Time: 10:30 a.m.-12:00 p.m.

Session 1.1.6 - Track 6 - COMPETITIVE

Coming "In" From the Outside: Sensemaking, Acculturation and Socialization
Room: Cypress 3 Time: 10:30 a.m.-12:00 p.m.

Session 1.1.7 - Track 1 - COMPETITIVE

Scholarly Ideas Revisited: Core Competence, Hymerisms, Transaction Costs, and Economic Man
Room: Windjammer 1-2 Time: 10:30 a.m.-12:00 p.m.

1.1.8 - Track 2 - COMPETITIVE

Limits to Convergence: Innovation Systems, National Competitiveness and Diversity in Manufacturing
Room: Windjammer 3-4 Time: 10:30 a.m.-12:00 p.m.

SUNDAY – 12:00-1:30 p.m.

Poster Session #1 with light lunch
Room: Monterey Ballroom Time: 12:00-1:30 p.m.

Track 2 - International Political Economy and Business History

Track 3 - Emerging Markets and Transition Economies

SUNDAY – 1:30-3:00 p.m.

Richard N. Farmer Award Finalists
Room: Regency Ballroom Time: 1:30-3:00 p.m.

SUNDAY – 3:00-3:30 p.m.

Coffee Break

1.2 - SUNDAY – 3:30-5:00 p.m.

JIBS Review Board Meeting
Room: Oaktree Time: 3:30-5:00 p.m.

Session 1.2.1 BALAS

Macro-Latin America
Room: Spyglass 1 Time: 3:30-5:00 p.m.

Session 1.2.2 - Track 10 - COMPETITIVE

Emerging Issues in Global Marketing
Room: Spyglass 2 Time: 3:30-5:00 p.m.

Session 1.2.3 - Track 4 - WORKSHOP

Technology and Innovations in MNEs: Technology Acquisition in MNEs (1): Sourcing
Room: Big Sur 1-2 Time: 3:30-5:00 p.m.

Session 1.2.4 - Track 3 - COMPETITIVE

International Finance
Room: Big Sur 3 Time: 3:30-5:00 p.m.

Session 1.2.5 - Track 3 - WORKSHOP

Competitive Advantage and Performance
Room: Cypress 1-2 Time: 3:30-5:00 p.m.

Session 1.2.6 - Track 5 - WORKSHOP

Macro Effects on Organizational Strategies and Behaviors
Room: Cypress 3 Time: 3:30-5:00 p.m.

Session 1.2.7 - Track 1 - PANEL

TCE: The Next Generation - The Enduring Influence of Williamson's Transaction Cost Economics Theory on International Business Research
Room: Windjammer 1-2 Time: 3:30-5:00 p.m.

Session 1.2.8 - Track 8 - COMPETITIVE

Financial Perspectives on Multinational Enterprise
Room: Windjammer 3-4 Time: 3:30-5:00 p.m.

SUNDAY – 5:00-6:00 p.m.

JIBS Decade Award
Room: Regency Ballroom Time: 5:00-6:00 p.m.

SUNDAY – 6:00-6:30 p.m.

JIBS Decade Award Reception
Room: Regency Foyer Time: 6:00-6:30 p.m.

SUNDAY – 6:30-8:30 p.m.

AIB Awards & Appreciation Banquet
Room: Regency Ballroom Time: 6:30-8:30 p.m.

MONDAY

MONDAY – 8:15-8:30 a.m.

Coffee Break

2.3 - MONDAY – 8:30-10:00 a.m.

Session 2.3.1 - Track 7 - COMPETITIVE

Organizational and Behavioral Issues in Cooperation
Room: Spyglass 1 Time: 8:30-10:00 a.m.

Session 2.3.2 - Track 9 - WORKSHOP

Financial Markets: Currency Rates and Stock Market Issues
Room: Spyglass 2 Time: 8:30-10:00 a.m.

Session 2.3.3 - Track 4 - COMPETITIVE

Technology and Innovation in MNEs: Technology Acquisition in MNEs (2): Transfer
Room: Big Sur 1-2 Time: 8:30-10:00 a.m.

Session 2.3.4 - Track 3 - COMPETITIVE

FDI - Strategy and Impact
Room: Big Sur 3 Time: 8:30-10:00 a.m.

Session 2.3.5 - Track 3 - WORKSHOP

FDI in Asia
Room: Cypress 1-2 Time: 8:30-10:00 a.m.

Session 2.3.6 - Track 6 - COMPETITIVE

Companies Going Native or Not?: Organizational Identity and Practices in Foreign Countries
Room: Cypress 3 Time: 8:30-10:00 a.m.

Session 2.3.7 - Track 1 - COMPETITIVE

Ideas with an Impact: Property Right Protection, Privatization, Genetical Modification, and Terrorism
Room: Windjammer 1-2 Time: 8:30-10:00 a.m.

Session 2.3.8 - Track 2 - WORKSHOP

Globalizations as the Slow Transformation of Institutions: The Making of Global Norms, Institutions and Sector Governance Mechanisms
Room: Windjammer 3-4 Time: 8:30-10:00 a.m.

MONDAY – 10:00-10:30 a.m.

Coffee Break

2.4 - MONDAY – 10:30 a.m.-12:00 p.m.

Session 2.4.1 - Track 7 - WORKSHOP

Partner Selection and Structure
Room: Spyglass 1 Time: 10:30 a.m.-12:00 p.m.

Session 2.4.2 - Track 10 - WORKSHOP

Emerging Issues in Global Supply Chain Management
Room: Spyglass 2 Time: 10:30 a.m.-12:00 p.m.

Session 2.4.3 - Track 4 - COMPETITIVE

Technology and Innovation in MNEs: Innovation Propensity Across Countries
Room: Big Sur 1-2 Time: 10:30 a.m.-12:00 p.m.

Session 2.4.4 - Track 4 - COMPETITIVE

Organization in MNEs: Structure and Coordination of MNEs
Room: Big Sur 3 Time: 10:30 a.m.-12:00 p.m.

Session 2.4.5 - Track 3 - COMPETITIVE

Institutions and Governance
Room: Cypress 1-2 Time: 10:30 a.m.-12:00 p.m.

Session 2.4.6 - Track 6 - WORKSHOP

Being the Boss: Cross-cultural Leadership, Selection, Effectiveness and Diversity Management
Room: Cypress 3 Time: 10:30 a.m.-12:00 p.m.

Session 2.4.7 - Track 1 - PANEL

International Human Trade and Globalization
Room: Windjammer 1-2 Time: 10:30 a.m.-12:00 p.m.

Session 2.4.8 - Track 8 - WORKSHOP

The Economics of Foreign Direct Investment
Room: Windjammer 3-4 Time: 10:30 a.m.-12:00 p.m.

MONDAY – 12:00-1:30 p.m.

Poster Session #2 with light lunch

Room: Monterey Ballroom Time: 12:00-1:30 p.m.

Track 4 -Strategic Management, Entrepreneurship and New Ventures

Track 7 - Alliances and Networks

Track 10 - Marketing and Supply Chain Management

2.5 - MONDAY – 1:30-3:00 p.m.

Session 2.5.1 BALAS

Micro-Latin America
Room: Spyglass 1 Time: 1:30-3:00 p.m.

Session 2.5.2 - Track 10 WORKSHOP

Global Advertising: The Past, Present and Future
Room: Spyglass 2 Time: 1:30-3:00 p.m.

Session 2.5.3 - Track 4 - COMPETITIVE

Firm Resources and Internationalization
Room: Big Sur 1-2 Time: 1:30-3:00 p.m.

Session 2.5.4 - Track 4 - WORKSHOP

Organization in MNEs: Subsidiary Management
Room: Big Sur 3 Time: 1:30-3:00 p.m.

Session 2.5.5 - Track 3 - WORKSHOP

Culture and HRM
Room: Cypress 1-2 Time: 1:30-3:00 p.m.

Session 2.5.6 - Track 5 - COMPETITIVE

Survival, Innovation, and Competitiveness through Exploration of Social Context
Room: Cypress 3 Time: 1:30-3:00 p.m.

Session 2.5.7 - Track 1 - PANEL

The Rise of the Third Force: The Growing Impact of NGOs on Multinationals & Governments
Room: Windjammer 1-2 Time: 1:30-3:00 p.m.

Session 2.5.8 - Track 8 - COMPETITIVE

Structural Determinants of International Business Activity
Room: Windjammer 3-4 Time: 1:30-3:00 p.m.

MONDAY – 3:00-3:30 p.m.

Coffee Break

MONDAY – 3:30-4:15 p.m.

Track Chairs Meeting

Room: Oaktree Time: 3:30-4:15 p.m.

MONDAY – 4:15-5:15 p.m.

AIB General Business Meeting

Room: Regency Ballroom Time: 4:15-5:15 p.m.

MONDAY – 5:25-6:15 p.m.

WAIB Meeting and Reception

Room: Oaktree Time: 5:25-6:15 p.m.

MONDAY – 7:30-11:00 p.m.

Monterey Institute Gala Dinner
Venue: Monterey Aquarium Time: 7:30-11:00 p.m.

(Busses leave from the South Entrance of the Conference Center from 7:00-7:30 p.m. Busses will return guests throughout the evening to the Hyatt.)

TUESDAY

TUESDAY – 8:15-8:30 a.m.

Coffee Break

3.6 - TUESDAY – 8:30-10:00 a.m.

Session 3.6.1 - Track 7 - WORKSHOP

Networks, Knowledge, and Trust in Interfirm Cooperation
Room: Spyglass 1 Time: 8:30-10:00 a.m.

Session 3.6.2 - Track 9 - COMPETITIVE

International Mergers and Acquisitions: Performance and Control
Room: Spyglass 2 Time: 8:30-10:00 a.m.

Session 3.6.3 - Track 4 - WORKSHOP

Methods of International Growth: Mode of Entry in Foreign Markets
Room: Big Sur 1-2 Time: 8:30-10:00 a.m.

Session 3.6.4 – Track 3 - PANEL

Teaching International Business in Emerging Economies
Room: Big Sur 3 Time: 8:30-10:00 a.m.

Session 3.6.5 - Track 3 - WORKSHOP

China — Opportunities and Challenges
Room: Cypress 1-2 Time: 8:30-10:00 a.m.

Session 3.6.6 - Track 6 - WORKSHOP

Exploring Expatriation: Policies, Practices and People
Room: Cypress 3 Time: 8:30-10:00 a.m.

Session 3.6.7 - Track 1 - PANEL

The Power of New Ideas for International Sustainable Development: Collaboration by Firms, Governments, and NGOs
Room: Windjammer 1-2 Time: 8:30-10:00 a.m.

Session 3.6.8 - Track 2 - PANEL

Ideas, Institutions and International Trade: Critical Reflections on the Evolving Governance of Global Business"
Room: Windjammer 3-4 Time: 8:30-10:00 a.m.

TUESDAY – 10:00-10:30 a.m.

Coffee Break

3.7 - TUESDAY – 10:30 a.m.-12:00 p.m.

Session 3.7.1 - Track 7 - COMPETITIVE

Entry Mode and Interfirm Cooperation
Room: Spyglass 1 Time: 10:30 a.m.-12:00 p.m.

Session 3.7.2 - Track 9 - COMPETITIVE

Corporate Governance: The Role of Ownership Structure
Room: Spyglass 2 Time: 10:30 a.m.-12:00 p.m.

Session 3.7.3 - Track 4 - WORKSHOP

The Internationalization Process
Room: Big Sur 1-2 Time: 10:30 a.m.-12:00 p.m.

Session 3.7.4 - Track 4 - COMPETITIVE

Institutional Environments and MNEs: Social Resources and Networks Across Countries
Room: Big Sur 3 Time: 10:30 a.m.-12:00 p.m.

Session 3.7.5 - Track 3 - WORKSHOP

Aftermath of the Asian Crisis
Room: Cypress 1-2 Time: 10:30 a.m.-12:00 p.m.

Session 3.7.6 - Track 6 - COMPETITIVE

Business Across Borders: Exporting, Absorbing, Sourcing and Supplying
Room: Cypress 3 Time: 10:30 a.m.-12:00 p.m.

Session 3.7.7 - Track 1 - COMPETITIVE

Ideas of the MNC - Global or Regional?
Room: Windjammer 1-2 Time: 10:30 a.m.-12:00 p.m.

Session 3.7.8 - Track 2 - WORKSHOP

Emerging Patterns of Trade and Investments under International Political Conflict, National Capital Controls and Diversity in Market Regulation Regimes
Room: Windjammer 3-4 Time: 10:30 a.m.-12:00 p.m.

TUESDAY – 12:00-1:30 p.m.

AIB Board and Chapter Chairs Meeting and Lunch
Room: Oaktree Time: 12:00-1:30 p.m.

3.8 - TUESDAY – 1:30-3:00 p.m.

Session 3.8.1 - Track 7 - WORKSHOP

Interfirm Cooperation and the MNE
Room: Spyglass 1 Time: 1:30-3:00 p.m.

Session 3.8.2 - Track 10 - WORKSHOP

Measuring and Managing in a Global Context
Room: Spyglass 2 Time: 1:30-3:00 p.m.

Session 3.8.3 - Track 4 - COMPETITIVE

Methods of International Growth: International Alliances
Room: Big Sur 1-2 Time: 1:30-3:00 p.m.

Session 3.8.4 - Track 4 - WORKSHOP

Institutional Environments and MNEs: Location Advantages
Room: Big Sur 3 Time: 1:30-3:00 p.m.

Session 3.8.5 - Track 3 - WORKSHOP

Multinationals in Eastern Europe
Room: Cypress 1-2 Time: 1:30-3:00 p.m.

Session 3.8.6 - Track 6 - PANEL

Cross-Cultural Teaching Insights and Techniques
Room: Oaktree Time: 1:30-3:00 p.m.

Session 3.8.7 - Track 1 - WORKSHOP

Ideas on Foreign Entry -Modes, Risks, and Performance
Room: Windjammer 1-2 Time: 1:30-3:00 p.m.

Session 3.8.8 - Track 8 - COMPETITIVE

Economic Theory of the Multinational Enterprise
Room: Windjammer 3-4 Time: 1:30-3:00 p.m.

TUESDAY – 3:00-3:30 p.m.

Coffee Break

3.9 - Tuesday - 3:30-5:00 p.m.

Session 3.9.1 BALAS - PANEL

The Janet Kelly Balas Panel: The ABC of Discontent: Lessons for Businesses and Governments in Latin America
Room: Spyglass 1 Time: 3:30 -5:00 p.m.

Session 3.9.2 - Track 10 - COMPETITIVE

Global Marketing Strategy
Room: Spyglass 2 Time: 3:30 -5:00 p.m.

Session 3.9.3 - Track 4 - COMPETITIVE

Globalization and Studies of Performance in MNEs
Room: Big Sur 1-2 Time: 3:30 -5:00 p.m.

Session 3.9.4 - Track 4 - PANEL

Corporate Governance from a Comparative Perspective
Room: Big Sur 3 Time: 3:30 -5:00 p.m.

Session 3.9.5 - Track 3 - COMPETITIVE

International Environment
Room: Cypress 1-2 Time: 3:30 -5:00 p.m.

Session 3.9.6 - Track 5 - WORKSHOP

A Focus on the Multinational Enterprise
Room: Cypress 3 Time: 3:30 -5:00 p.m.

Session 3.9.7 - Track 1 - COMPETITIVE

The International Flow of Ideas and Knowledge
Room: Windjammer 1-2 Time: 3:30 -5:00 p.m.

Session 3.9.8 - Track 1 - PANEL

Building International Research Networks
Room: Windjammer 3-4 Time: 3:30 -5:00 p.m.

TUESDAY – 5:30-7:00 p.m.

Poster Session #3 with wine and cheese

Room: Monterey Ballroom Time: 5:30-7:00 p.m.

Track 1 - The Power of Ideas and International Business

Track 5 - Macro-Organizational Behavior and Organization/Institutional Sociology

Track 6 - Micro-Organizational Behavior and Human Resource Management

Track 8 - Economics

Track 9 - Finance, Accounting and Taxation

2003 AIB Program

Hyatt Regency Monterey
Monterey, California, USA
July 5-8, 2003
"The Power of Ideas and International Business"

SATURDAY

SATURDAY – 8:30 a.m.- 4:00 p.m.

Doctoral Consortium

Room:Cypress Time: 8:30 a.m.-4:00 p.m.

Chair: Susan Feinberg, University of Maryland
Speakers:
Juan Alcacer, New York University
Heather Berry, University of Pennsylvania
John Cantwell, Rutgers The State University of New Jersey
Tina Dacin, Queen's University in Canada
Torben Pedersen, Copenhagen Business School
Rachelle Sampson, New York University

Only pre-registered participants. Lunch provided.

SATURDAY – 10:00 a.m.- 4:00 p.m.

Junior Faculty Consortium

Room: Oaktree Time: 10:00 a.m.-4:00 p.m.

Chair: Tatiana Kostova, University of South Carolina
Speakers:
Michael Hitt, Arizona State University
Don Lessard, Massachusetts Institute of Technology
Yves Doz, INSEAD
Arie Lewin, Duke University
Srilata Zaheer, University of Minnesota
Lorraine Eden, Texas A&M University
Jane Salk, University of Texas at Dallas
Wilbur Chung, University of Pennsylvania
Mary Zellmer-Bruhn, University of Minnesota

Only pre-registered participants. Lunch provided.

SATURDAY – 2:00- 4:00 p.m.

Panel: Meet the Editors (open to all)

Room: Big Sur 1-2 Time: 2:00-4:00 p.m.

Chair: Lloyd Russow, Philadelphia University
Panelists:
Arie Y. Lewin, Duke University, Journal of International Business Studies
Pervez N. Ghauri, UMIST, International Business Review
Kim Cahill, Temple University, Journal of International Management
Michael Harvey, Southern Methodist University, Journal of World Business
Klaus Macharzina, Universität Hohenheim, Management International Review

SATURDAY – 4:00- 4:30 p.m.

Track and Session Chairs Meeting

Room: Big Sur 1-2 Time: 4:00-4:30 p.m.

Chair: Udo Zander, Stockholm School of Economics
All Track and Session Chairs are asked to attend to give feedback and discuss the duties of the session chair.

SATURDAY – 4:00- 6:00 p.m.

AIB Fellows Fellows Plenary (open to all)

In Honor of Oliver E. Williamson

Room: Regency Ballroom Time: 4:00-6:00 p.m.

Chair: Alan M. Rugman, Indiana University
Speakers:
Oliver Williamson, University of California at Berkeley
Donald Lessard, Massachusetts Institute of Technology, Dean of AIB Fellows
Peter Buckley, University of Leeds, President of AIB
Jean François Hennart, University of Tilburg

2003 Eminent Scholar: Oliver Williamson

This panel will recognize the election of Oliver Williamson (see page 12 for bio) as only the sixth Eminent Scholar in AIB history. Previous ones are:
Charles Kindelberger (1987)
Edith Penrose (1993)
Geert Hofstede (1997)
Richard Caves (1999)
Alfred D. Chandler Jr. (2000)

The Dean of the Fellows of the AIB, Donald Lessard, will present Oliver Williamson with his award and welcome him to the Fellows. Professor Williamson will then make an address. Several other Fellows of AIB will then discuss the contributions of Oliver Williamson and assess the relevance of transaction cost economics for research in international business. The entire panel will then resolve into a round-table discussion with questions from the audience.

SATURDAY – 6:30-8:00 p.m.

Presidential Reception

Room: Spyglass Promenade Time: 6:30-8:00 p.m.

Weather permitting, participants will enjoy a two-drink reception with appetizers on the terrace near the lobby.

SUNDAY

SUNDAY – 8:15-8:30 a.m.

Coffee Break

SUNDAY – 8:30-10:00 a.m.

Conference Theme: Opening Plenary

The Power of Ideas and International Business

Room: Regency Ballroom Time: 8:30-10:00 a.m.

Chair: Udo Zander, Stockholm School of Economics

SUNDAY – 10:00-10:30 a.m.

Coffee Break

SUNDAY – 10:30 a.m.-1:30 p.m.

JIBS Editors Meeting

Room: Oaktree Time: 10:30 a.m.-1:30 p.m.

Lunch will be served.

1.1 - SUNDAY – 10:30 a.m.-12:00 p.m.

Session 1.1.1 - Track 7 - COMPETITIVE

Cooperation and Performance

Room: Spyglass 1 Time: 10:30 a.m.-12:00 p.m.

Chair: Malika Richards, Drexel University
Discussant: Nitin Pangarkar, National University of Singapore

The Effects Of Firm Ownership Structure On International Alliance Investments
Jeffrey J. Reuer, Ohio State University
Roberto Ragozzino, Ohio State University

Joint Venture Sell-Offs: Ordinary Asset Sales or Specific Sell-Offs? A European Stock Market Analysis
Pierre-Xavier Meschi, Marseille-Provence Business School

Value Destruction in Joint Ventures? Why US Joint Ventures Abroad Are Less Profitable then Wholly-Owned Ventures
Benjamin Gomes-Casseres, Brandeis University
Mauricio Jenkins, INCAE, Costa Rica

AIB Best Paper Finalist

Developing Successful International Strategic Alliance Partnerships Process
Matthew J. Robson, Cardiff University
Dionisis Skarmeas, Cardiff University

Session 1.1.2 - Track 9 - COMPETITIVE

Risk and Risk Measurement

Room: Spyglass 2 Time: 10:30 a.m.-12:00 p.m.

Chair: Harvey Arbeláez, Monterey Institute of International Studies
Discussant: David Bruce, Robinson College of Business

Financial and Political Risks in U.S. Direct Foreign Investment
AIB Best Paper Finalist
Reid W. Click, George Washington University

The Conditional Relations Between Risk Measures and Return: International Evidence
Gordon Y.N. Tang, Hong Kong Baptist University
Wai Cheong Shum, Hong Kong Baptist University

Using Political and Economic Risk Variables for Country Risk Analysis for Foreign Direct Investment Decisions
Carl B. McGowan, Jr., Oakland University
Susan E. Moeller, Eastern Michigan University

Risk Behavior of Trustees of Pension Funds in Calculus-Based Trust Relationship
Djoko Wintoro, Prasetiya Mulya Business School

Session 1.1.3 - Track 4 - PANEL

Measuring and Tracking Knowledge in Multinational Corporations: The Search for Metrics and their Limitations

Room: Big Sur 1-2 Time: 10:30 a.m.-12:00 p.m.

Chairs:
Farok J. Contractor, Rutgers The State University of New Jersey
Ram Mudambi, Temple University and The University of Reading

Using Patent Citations to Understand Knowledge Flows in Multinational Firms: Advantages, Limitations and Inferences
Tony Frost, University of Western Ontarion

The Use of Corporate Patent Statistics to Measure Knowledge Creation in MNCs: What We Have Achieved, and What Remains to be Done
John Cantwell, Rutgers The State University of New Jersey

Measuring the Knowledge Associated with Corporate Patents: Impact and Duration Effects
Ram Mudambi, Temple University and The University of Reading

Measuring Corporate Knowledge: The Use of Patent-based Indicators in the Research of International Business
Mariko Sakakibara, University of California at Los Angeles

Metrics for Knowledge Transfers and Valuation in International Alliances
Farok J. Contractor, Rutgers The State University of New Jersey

Session 1.1.4 - Track 4 - PANEL

The Liability and Benefit of Foreignness

Room: Big Sur 3 Time: 10:30 a.m.-12:00 p.m.

Chair: Lorraine Eden, Texas A&M University
Opening Comments: Srilata Zaheer, University of Minnesota
Discussants:
Charles Dhanaraj, Indiana University
Tatiana Kostova, University of South Carolina
Lilach Nachum, The City University of New York

Liability of Foreignness, Intangible Assets, and the Longevity of International Subsidiaries
Keith D Brouthers, University of East London
Lance Eliot Brouthers, The University of Akron
Jorma Larimo, University of Vaasa

The Bald Eagle Cannot Find Its Way in the Rainforest: Sources and Solutions to the Difficulties in the Internationalization of Developed Country MNEs Into Developing Countries
Alvaro Cuervo-Cazurra, University of Minnesota
C. Annique Un, Cornell University

How to Identify Liabilities of Foreignness and Assess Their Effects on Multinational Corporations
John M. Mezias, University of Miami

Multinationals and the Organizational Legitimacy Costs of Doing Business Abroad
Stewart Miller, University of Texas at Austin
Lorraine Eden, Texas A&M University

Session 1.1.5 - Track 3 - COMPETITIVE

Multinational Performance

Room: Cypress 1-2 Time: 10:30 a.m.-12:00 p.m.

Chair: Ivan M. Manev, University of Maine
Discussant: Daniel Van Den Bulcke, University of Antwerp

Multinationality and Performance: Empirical Test of the Three-StageTheory in the Indian Pharmaceutical Industry Context
Vikas Kumar, Saint Louis University
Sumit K. Kundu, Florida International University

Host country product diversity and foreign investment performance: Japanese foreign subsidiary survival — *AIB Best Paper Finalist*
Andrew Delios, National University of Singapore
Dean Xu, Peking University
Paul W. Beamish, University of Western Ontario

An Examination of the Internationalization-Performance Relationship Across Emerging Markets — *Haynes Prize Finalist*
B. Elango, Illinois State University

Market Share Performance of Multinational Enterprises in Transitional Economies
Yigang Pan, York University

Session 1.1.6 - Track 6 - COMPETITIVE

Coming "In" from the Outside: Sensemaking, Acculturation and Socialization

Room: Cypress 3 Time: 10:30 a.m.-12:00 p.m.

Chair: Sonja Sackmann, University of Munich
Discussant: Davina Vora, The University of Texas at Dallas

Surprise, Sensemaking and Expatriate Perceptual Change
Danielle Cooper, University of Illinois

Social Networks, and Acculturation: A Conceptual Framework
Mourad Dakhli, Georgia State University
Gundula Luecke, University of South Carolina
Xiang Zhan, Georgia State University

Acceptance Process of Foreign Newcomer in an Existing Group
Arpita Joardar, University of South Carolina

Time will Tell? Socialisation towards similar employee preferences regarding interpersonal leadership
Lena Zander, Stockholm School of Economics
Ciara Sutton, Stockholm School of Economics

Session 1.1.7 - Track 1 - COMPETITIVE

Scholarly Ideas Revisited: Core Competence, Hymerisms, Transaction Costs, and Economic Man

Room: Windjammer 1-2 Time: 10:30 a.m.-12:00 p.m.

Chair: Peter Buckley, University of Leeds
Discussant: Yves Doz, INSEAD

Ideas Versus Reality: Core Competence at NEC and GTE — *AIB Best Paper Finalist*
Michael J. Enright, University of Hong Kong

Stephen Hymer, The Multinational Firm and 'Multinational Corporate Capital' ?
Christos Pitelis, University of Cambridge

Transaction Cost Economics and the Emerging 'Science of Organization' - How the Trick is Played, for Analysts and Practitioners
Malcolm Chapman, University of Leeds

Let's Stop Teaching Greed! New Insights into the Foundations of Free Enterprise Theory and Economics from Evolutionary Neuroscience
Gerald A. Cory, San José State University

Session 1.1.8 - Track 2 - COMPETITIVE

Limits to Convergence: Innovation Systems, National Competitiveness and Diversity in Manufacturing

Room: Windjammer 3-4 Time: 10:30 a.m.-12:00 p.m.

Chair: Yusaf Akbar, Southern New Hampshire University
Discussant: Gabriele Suder, CERAM Graduate School of Management and Technology

Managing Institutional Reform in Biotechnology Industry: The Role of Public Sector in Germany and Japan . — *AIB Best Paper Finalist*
Mark Lehrer, University of Rhode Island
Kazuhiro Asakawa, Keio University

National Competitiveness: Theory, Methodology and Policy Implications
Dong-Sung Cho, Seoul National University
Hwy-hang Moon, Seoul National University

SUNDAY – 12:00-1:30 p.m.

Poster Session #1 with light lunch

Room: Monterey Ballroom Time: 12:00-1:30 p.m.

Chair: Ivo Zander, Stockholm School of Economics

Track 2 - International Political Economy and Business History

Epistemic Communities, Regime Theory, and the Case of Corporate Governance Convergence.
David Detomasi, Queen's University

Japan's New Trade Policy: A Free Trade Agreement with Singapore
Terry Wu, University of Regina
Doren Chadee, The University of Auckland

A Holistic Approach to Project Finance Risk Analysis: Caspian Basin Energy Projects.
Dennis Michaud, Brown University

A Comparative Analysis of Investment Patterns of Taiwanese Firms in China and Taiwan's Policy Response Before and After WTO Accession.
Daniel Chang, Nova Southeastern University
Robert A. Berg, Nova Southeastern University

Track 3 - Emerging Markets and Transition Economies

Foreign Aid, Foreign Direct Investment and Economic Growth: Evidence from Asian Countries
Len J. Trevino, The University of Southern Mississippi
Kamal P. Upadhyaya, University of New Haven

Explaining the Performance of Firms in Transition Economies
Stanley Nollen, Georgetown University

Strategies for Closed Markets: Camping at the Gates - Foreign Telecoms Operators and China
Malcolm Chapman, The University of Leeds
Jeremy Clegg, The University of Leeds
Mary Leung, The University of Leeds

Institutional Arrangements for Business in Mainland China: An Exploratory Framework of Resource Dependence and Organizational Isomorphism
Yuwei Shi, Fisher Graduate School of International Business
Dawei Cheng, Beijing WTO Research and Consultation Center

Analysis of The Growth of China's IT Services Exports
Ying Shi, University School of Management, The Netherlands

Firm resource and its impact on Singaporean companies' performance in China
Qiu Yiyun, Nanyang Technology University, Singapore
Xia Yang, Nanyang Technology University, Singapore

Left-Wing Influences on Future Brazilian Policy Initiatives
John Patton, Florida Institute of Technology

Reassessing Intellectual Property Harmonization in Emerging Markets and Transition Economies
David Silverstein, Suffolk University

Chinese Foreign Direct Investment in Developed Countries – A Conceptual Framework and Research Propositions
Henry Yu Xie, Saint Louis University
Janet Y. Murray, Saint Louis University

The Impact of Foreign Direct Investment on Ethical Standards in Host Countries
Katherina Glac, Rutgers, The State University of New Jersey

Global Shock Transmission to Emerging Markets
Tej S. Dhakar, Southern New Hampshire University
Usha Dasari, Southern New Hampshire University
Massood V. Samii, Southern New Hampshire University

Macro-economic determinants of infrastructure projects success in Central and Eastern European economies in transition
Nevena Yakova, Rutgers The State University of New Jersey

Impact of Quality Management Interventions in Indian Service Firms: An Exploratory Study
Kunal Banerji, Florida Atlantic University
David E. Gundersen, Stephen F. Austin State University
Ravi S. Behara, Florida Atlantic University

Valuation of the Chinese Currency: A Background Study
Jiawen Yang, The George Washington University
Haiyan Yin, The George Washington University

Why is property right protection lacking in China? An institutional explanation
Shaomin Li, Old Dominion University
Seung Ho Park, CEIBS/Rutgers The State University of New Jersey

The Impact of Copyright Protection on the Choice of Governance Mode in the Country with Market Duality: An Integrative Perspective of Transaction Cost Economics and Resource-Based Theory
Wijin Park, Seoul National University
Dong-Sung Cho, Seoul National University

Why Poland Avoided the Late Nineties Financial Crises and What the Future Holds
Alojzy Z. Nowak, Warsaw University
Paul M. Mason, University of North Florida
Jeffrey W. Steagall, University of North Florida

Getting to the (Virtual) Table: Preparing for Electronic Commerce in Low Income Countries
Jeanie M. Welch, University of North Carolina at Charlotte

Government Efficiency and Inward Foreign Direct Investment: An empirical study in emerging economy
Weilei Shi, University of Pittsburgh

Marketing Competencies and Export Performance of International Joint Ventures
T. Steven Chang, Long Island University

SUNDAY – 1:30-3:00 p.m.

Richard N. Farmer Award Finalists Plenary

Presentations by the 2003 AIB Richard N. Farmer Doctoral Dissertation Award Finalists

Room: Regency Ballroom Time: 1:30-3:00 p.m.

Chair: Kiyohiko Ito, University of Hawaii
Selection Committee:
Bernard L. Simonin, Tufts University
D. Eleanor Westney, Massachusetts Institute of Technology
Cristina B. Gibson, University of California, Irvine

Presenters:

Mourad Dakhli, Georgia State University (Ph.D. from University of South Carolina)
Structural Holes and Strong Ties in Organizations: A Cross-Cultural Perspective

C. Fritz Foley, University of Michigan (Ph.D. from Harvard University)
Essays on the Economics of Multinational Enterprises

Camilla A. Noonan, University College Dublin (Ph.D. from University of Reading)
The Regional Dynamics of Technology Sourcing by MNEs - The Case of Germany

Robert Salomon, University of Southern California (Ph.D. from New York University)
Spillovers to Foreign Market Participants: Assessing the Impact of Exporting and Firm Heterogeneity on Innovative Outcomes

SUNDAY – 3:00-3:30 p.m.

Coffee Break

1.2 - SUNDAY – 3:30-5:00 p.m.

JIBS Review Board Meeting

Room: Oaktree Time: 3:30-5:00 p.m.

JIBS Review Board members only

Session 1.2.1 BALAS

Macro-Latin America

Room: Spyglass 1 Time: 3:30-5:00 p.m.

Chair: Charles Crespy, University of Texas at El Paso
Discussant: John Sargent, University of Texas Pan American

Economic and Strategic Impact of US Economic Sanctions on Cuba
Hildy Teegen, The George Washington University
Hossein Askari, The George Washington University
John Forrer, The George Washington University
Jiawen Yang, The George Washington University

What does Latin America Want and Need?
Harvey Arbeláez, Monterey Institute of International Studies

Desarollo Empresarial y Competitividad en Mexico
Javier Florez, UNAM, Mexico
Juan Carlos Villa Soto, UNAM, Mexico
Guillermo Cardoza, Instituto de Empresa, Madrid

Background Studies Under the Classification of Country Origin: A Research Review
Jorge Wise, ITESM - Campus Monterrey, Mexico
Elisa Cobas Flores, ITESM - Campus Monterrey, Mexico

Session 1.2.2 - Track 10 - COMPETITIVE

Emerging Issues in Global Marketing

Room: Spyglass 2 Time: 3:30-5:00 p.m.

Chair: Aysegul Ozsomer, Koc University
Discussant: Linda Ueltschy, Bowling Green State University

Why the Real Thing is Sometimes Less Attractive: Insights into the Purchasing Behavior for Counterfeit Good
Barbara Stoettinger, Wirtschaftsuniversität Wien
Elfriede Penz, Wirtschaftsuniversität Wien
Bodo B. Schlegelmilch, Wirtschaftsuniversität Wien

An Analysis of the Emergence of Gray Markets: A Generic Model
Victor Cordell, Monterey Institute of International Studies
Peggy E. Chaudhry, Villanova University
Alan Zimmerman, City University of New York

The Effect of National Culture and Buyer-Seller Relationships on Repurchase Intention in Business-to-Business Markets
R. Bruce Money, University of South Carolina
Kelly Hewett, Winthrop University
Subhash Sharma, University of South Carolina

Integrative Theoretical Model of Different Consumers Feelings, Attitudes and Behavioral Manifestations Linked to National Identity
Sergio W. Carvalho, The Graduate Center of the City University of New York

Session 1.2.3 - Track 4 - WORKSHOP

Technology and Innovations in MNEs: Technology Acquisition in MNEs (1): Sourcing

Room: Big Sur 1-2 Time: 3:30-5:00 p.m.

Chair: C. Annique Un, Cornell University

Technology Sourcing Through Acquisitions: Evidence from the U.S. Drug Industry
Karen Ruckman, Concordia University

Knowledge Sources and Foreign Investment Location in the US
Wilbur Chung, University of Pennsylvania
Juan Alcacer, New York University

Determinants of cross-national knowledge sourcing and its effect on firm innovation
Masaaki Kotabe, Temple University
Harsh A. Mishra, State University of New York.
Denise Dunlap-Hinkler, Temple University

Technology Sourcing by Foreign-owned MNEs in Germany —An analysis using patent citations
John Cantwell, Rutgers The State University of New Jersey
Camilla Noonan, University College Dublin

Session 1.2.4 - Track 3 - COMPETITIVE

International Finance

Room: Big Sur 3 Time: 3:30-5:00 p.m.

Chair: Paul M. Vaaler, Tufts University
Discussant: J. Jay Choi, Temple University

Democratization's Risk Premium: Partisan and Opportunistic Political Business Cycle Effects on Sovereign Ratings in Developing Countries
Paul M. Vaaler, Tufts University
Steven Block, Tufts University
Burkhard N. Schrage, Instituto Superior Técnico, Lisbon

The value of real options investments under abnormal uncertainty: The case of the Korean economic crisis
Seung-Hyun Lee, University of Texas at Dallas
Mona Makhija, The Ohio State University

The real options value of international investments by Korean firms
Seung-Hyun Lee, University of Texas at Dallas
Mona Makhija, The Ohio State University

Session 1.2.5 - Track 3 - WORKSHOP

Competitive Advantage and Performance

Room: Cypress 1-2 Time: 3:30-5:00 p.m.

Chair: John Patton, Florida Institute of Technology

Corporate Governance Influences Post-Privatization Performance: A Country Characteristics Framework
Kalpana Seethepalli, The George Washington University

Foreign Subsidiary Innovation and Local Environment in Developing Countries - Evidence from Singapore and Thailand
Zi-Lin He, National University of Singapore
Poh-Kam Wong, National University of Singapore

The Determinants of Competitive Advantage of IJVs in Transition Economies: The Case of Vietnam
M. Krishna Erramilli, Nanyang Technological University
Wu Zhan, Nanyang Technological University
Duc Tri Nguyen, Ho Chi Minh City University of Economics

Lessons Learned from Unsuccessful Retailer Internationalization Attempts: An Exploratory Study of the Internationalization Process of U.S. Retailers to South American Markets
Constanza Bianchi, Universidad Adolfo Ibáñez, Chile
Enrique Ostale, Universidad Adolfo Ibáñez, Chile

Session 1.2.6 - Track 5 - WORKSHOP

Macro Effects on Organizational Strategies and Behaviors

Room: Cypress 3 Time: 3:30-5:00 p.m.

Chair: David McArthur, University of Nevada

Co-Evolution of National Innovation System and Organizational System: A Situation of Biotechnology Sector in Japan
Kazuhiro Asakawa, Keio University

Institutional Effects on MNC Learning Behavior: A Look at the European Chemical Industry
Ayse Saka, University of Groningen

Knowledge-seeking foreign investment, clustering and retained earnings
Sarianna M. Lundan, University of Maastricht

Collaborate or Do It Alone? Trade of Strategic Resources, Interorganizational Embeddedness, and Value Creation
Hengchiang Huang, National Taiwan University
Hsin-Mei Lin, National Taiwan University

Session 1.2.7 - Track 1 - PANEL

TCE: The Next Generation - The Enduring Influence of Williamson's Transaction Cost Economics Theory on International Business Research

Room: Windjammer 1-2 Time: 3:30-5:00 p.m.

Chair: Brian Silverman, University of Toronto
Discussant: Oliver E. Williamson, University of California Berkeley

The Prevalence of Transaction Cost Logic in Current IB Research
Jeffrey T. Macher, Georgetown University

Governance and Competence Perspectives on International Alliances: Family Feud or Happy Marriage?
Joanne E. Oxley, University of Michigan

Explicating Political Hazards
Witold J. Henisz, University of Pennsylvania
Bennet Zelner, Georgetown University

Efficient Organization and Endogeneity Issues in Foreign Direct Investment Research
J. Myles Shaver, University of Minnesota

Session 1.2.8 - Track 8 - COMPETITIVE

Financial Perspectives on Multinational Enterprise

Room: Windjammer 3-4 Time: 3:30-5:00 p.m.

Chair: Bernard Yeung, New York University
Discussant: David Reeb, University of Alabama

A Multinational Perspective on Capital Structure and Internal Capital Markets
Mihir Desai, Harvard Business School

A Portfolio Analysis of MNCs and Industrial Structure in a Small Open Economy: Ireland 1974/75-1998/99
Colm Kearney, Trinity College, Dublin

Effects of Diversification on Innovation: Old Question, New Evidence
Ishtiaq P. Mahmood, National University of Singapore

SUNDAY – 5:00-6:00 p.m.

JIBS Decade Award

Presentation by the 2003 AIB JIBS Decade Award winner

Room: Regency Ballroom Time: 5:00-6:00 p.m.

Chair: Arie Lewin, JIBS Editor-in-Chief

SUNDAY – 6:00-6:30 p.m.

JIBS Decade Award Reception

Hosted by Palgrave in honor of the 2003 JIBS Decade Award winner

Room: Regency Foyer Time: 6:00-6:30 p.m.

SUNDAY – 6:30-8:30 p.m.

AIB Awards & Appreciation Banquet

Room: Regency Ballroom Time: 6:30-8:30 p.m.

Featuring a speech by the 2003 Executive of the Year (see page 12 for bio), announcements of the dissertation, best paper, and Haynes Prize winners, and other recognitions.

MONDAY

MONDAY – 8:15-8:30 a.m.

Coffee Break

2.3 - MONDAY – 8:30-10:00 a.m.

Session 2.3.1 - Track 7 - COMPETITIVE

Organizational and behavioral issues in cooperation

Room: Spyglass 1 Time: 8:30-10:00 a.m.

Chair: Lin Lerpold, Stockholm School of Economics
Discussant : Alex Mohr, Bradford University

Understanding the Consequences of Control and Trust: A Three-Party Perspective on International Joint Ventures in China
Dong Chen, Rutgers The State University of New Jersey
Seung Ho Park, CEIBS/Rutgers The State University of New Jersey

The Influence of Behavioural And Organisational Characteristics on the Success of International Strategic Alliances
Saleema Kauser, Manchester Business School
Vivienne Shaw, University of Otago

An Empirical Analysis of Factors Influencing Alliance Duration
Nitin Pangarkar, National University of Singapore

Effects of structural conditions and process characteristics on international alliance outcome
Rekha Krishnan, Tilburg University
Niels G. Noorderhaven, Tilburg University

Session 2.3.2 - Track 9 - WORKSHOP

Financial Markets: Currency Rates and Stock Market Issues

Room: Spyglass 2 Time: 8:30-10:00 a.m.

Chair: Carl B. McGowan, Jr., Oakland University

Who Carried the Flu Virus in the Asian Crisis?
Kraiwinee Bunyaratavej, George Washington University

The Statistical Moments of European Currency Returns: An Empirical Study
Gordon Y.N. Tang, Hong Kong Baptist University
David T.W. Lui, Dah Sing Bank Ltd.

Session 2.3.3 - Track 4 - COMPETITIVE

Technology and Innovation in MNEs: Technology Acquisition in MNEs (2): Transfer

Room: Big Sur 1-2 Time: 8:30-10:00 a.m.

Chair: Mahmood A. Zaidi, University of Minnesota
Discussant: Tony Frost, University of Western Ontario

Reputation and Intrafirm Technological Knowledge Sharing among R&D Scientists in the Pharmaceutical Industry
Prescott C. Ensign, San José State University
Louis Hébert, Université de Montr al

Technology Transfer And Implementation: Exploring The Time-To-Build Fabrication Facilities In The Global Semiconductor Industry

Haynes Prize Finalist
Robert Salomon, University of Southern California
Xavier Martin, New York University

Social capital and knowledge access in the process of global newproduct innovation of an MNC
Nicholas Athanassiou, Northeastern University
Edward F. McDonough, III, Northeastern University
Francis Spital, Northeastern University

International technology transfer within MNEs: When a multi-market competitive games overrides internal coordination mechanisms
Dan Li, Texas A&M University
Manuel P. Ferreira, Escola Superior de Tecnologia e Gestao, Leiria, Portugal and The University of Utah (David Eccles)

Session 2.3.4 - Track 3 - COMPETITIVE

FDI - Strategy and Impact

Room: Big Sur 3 Time: 8:30-10:00 a.m.

Chair: James D. Goodnow, Bradley University
Discussant: Paul M. Vaaler, Tufts University

Investor's Entry Strategies and Sub-national Institutions in Vietnam
Klaus E. Meyer, Copenhagen Business School
Hung Vo Nguyen, National Institute for S&T Policy and Strategic Studies, Hanoi

Entering India: Licensing or Joint Venture?
Alex Eapen, Tilburg University
Jean-François Hennart, Tilburg University

Inter-firm linkages and regional impact of foreign subsidiaries in Guangdong, China: Characteristics and Policy Options
Filip De Beule, University of Antwerp
Daniel Van Den Bulcke, University of Antwerp
Luodan Xu, Zhongshan University

Session 2.3.5 - Track 3 - WORKSHOP

FDI in Asia

Room: Cypress 1-2 Time: 8:30-10:00 a.m.

Chair: Tagi Sagafi-nejad, Loyola College in Maryland

Attracting FDI to the Republic of Korea: Foreign Manufacturers' Satisfaction with Korean Government Policies
Sidney J. Gray, University of New South Wales
Sunghoon Hong, Honam University

Location Strategies of Finnish Firms in Asian Countries - Empirical Evidence
Rizwan Tahir, University of Vaasa
Jorma Larimo, University of Vaasa

Strategic Determinants of Foreign Market Share in A Dynamic Context: Evidence from China's Automotive Industry
Guoyong Liang, Erasmus University
Rob van Tulder, Erasmus University

Causes for Sluggish Australian Direct Investment in Korea
O. Yul Kwon, Griffith University

Session 2.3.6 - Track 6 - COMPETITIVE

Companies Going Native or Not?: Organizational Identity and Practices in Foreign Countries

Room: Cypress 3 Time: 8:30-10:00 a.m.

Chair: Mary Yoko Brannen, San José State University
Discussant: Malcolm Chapman, University of Leeds

Japanese Manufacturers are adapting to local conditions in North America
Robert A. Berg, Nova Southeastern University
Katsuo C. Yamazaki, Shizuoka Sangyo University

Space and Time: The Role of Location in Replicating and Learning HRM Capabilities in Japanese Australian and Thai Subsidiaries
Stephen Nicholas, University of MelbourneVictoria
Elizabeth Maitland, University of Melbourne Victoria
William Purcell, University of New South Wales
Tasman Smith, Thammasat University Bangkok

You Say Goodbye and I Say Hello: A Descriptive Model of International Business Relocations
Brent Burmester, The University of Auckland

Organizational attractiveness is in the eye of the beholder: Movement capital's moderating effects on the relationships of cultural distance and internationalization with organizational attractiveness
Naomi Gardberg, City University of New York
William Newburry, Rutgers The State University of New Jersey
Liuba Belkin, Rutgers The State University of New Jersey

Haynes Prize Finalist

AIB Best Paper Finalist

Session 2.3.7 - Track 1 - COMPETITIVE

Ideas with an Impact: Property Right Protection, Privatization, Genetical Modification, and Terrorism

Room: Windjammer 1-2 Time: 8:30-10:00 a.m.

Chair: Bruce McKern, Stanford University
Discussant: Brigitte Lévy, University of Ottawa

Do Stronger Intellectual Property Rights Increase International Technology Transfer? Empirical Evidence from U. S. Firm-Level Panel Data
Lee Branstetter, Columbia Business School and NBER
Raymond Fisman, Columbia Business School and NBER
Fritz Foley, University of Michigan

The Decision to Privatize as the Diffusion of an Economic Policy Idea
J. Muir Macpherson, University of Texas at Austin
Bruce Kogut, INSEAD

Innovation and Market Acceptance in the Face of Hostility: The Case of Biotechnology in Agribusiness
Stephen R. Luxmore, State University of New York at Oswego
Ken Shaw, State University of New York at Oswego

Terrorism and International Business
Gary A. Knight, Florida State University
Michael R. Czinkota, Georgetown University
Peter Liesch, The University of Queensland and Copenhagen Business School

Session 2.3.8 - Track 2 - WORKSHOP

Globalizations as the Slow Transformation of Institutions: The Making of Global Norms, Institutions and Sector Governance Mechanisms

Room: Windjammer 3-4 Time: 8:30-10:00 a.m.

Chair: Steven M. McGuire, University of Bath

Multinational Enterprises and Corrupt Practices: Sorting Out the Operating Environment
Paul Steidlmeier, State University of New York at Binghamton
Glenn A. Pitman, State University of New York at Binghamton

Beyond the Bargaining Power Model: Explaining the behavior of Nation States, Firms, and NGOs in Establishing Internet Governance
James Nebus, University of South Carolina

Convergence of EU and US Merger Control Policies - Strategic Implications
Yusaf Akbar, Southern New Hampshire University
Gabriele Suder, CERAM Graduate School of Management and Technology

Privatization in India: The Politics and Economics of Gradualism
Devesh Kapur, Harvard University
Ravi Ramamurti, Northeastern University

MONDAY – 10:00-10:30 a.m.

Coffee Break

2.4 - MONDAY – 10:30 a.m.-12:00 p.m.

Session 2.4.1 - Track 7 - WORKSHOP

Partner Selection and Structure

Room: Spyglass 1 Time: 10:30 a.m.-12:00 p.m.

Chair: Barry Scholnick, University of Alberta

Partner Selection in International Strategic Alliances: An Empirical Investigation of the Drivers of International Strategic Alliance Formation
Bo Bernhard Nielsen, Copenhagen Business School

Governance of International Non-Equity Alliances
Siegfried Gudergan, University of Technology, Sydney
Timothy Devinney, The University of Sydney and The University of New South Wales
R. Susan Ellis, Mt. Eliza Business School

The Influence of an MNC Network Configuration on the Volatility of Firm Performance: An Empirical Investigation
Alfredo J. Mauri, Saint Joseph's University
G. Steven McMillan, Penn State Abington

The Instability of IJVs
Jing Li, Indiana University

Session 2.4.2 - Track 10 - WORKSHOP

Emerging Issues in Global Supply Chain Management

Room: Spyglass 2 Time: 10:30 a.m.-12:00 p.m.

Chair: G. Tomas Hult, Michigan State University

Supply Chain Consequences of Modern Retail Entry in Developing Countries: Supermarkets in Vietnam
James M. Hagen, Cornell University

Maintaining Channel Position: An Examination of Distributor Behavior to Deter Manufacturer Forward Integration
Jennifer Nevins, University of South Carolina

An Integration-Based Taxonomy of Supply Chain Configurations
Nevana Yakova, Rutgers The State University of New Jersey
M.A. Lejeuen, Rutgers The State University of New Jersey

Antecedents and Consequences of Opportunism in the Taiwanese Marketing Channel
Cheng-Nan Chen, National Penghu Institute of Technology and National Cheng Kung University
Shueh-Chin Ting, Far East Institute of Technology
Shu-Yuan Huang, National Cheng Kung University

Session 2.4.3 - Track 4 - COMPETITIVE

Technology and Innovation in MNEs: Innovation Propensity Across Countries

Room: Big Sur 1-2 Time: 10:30 a.m.-12:00 p.m.

Chair: John Cantwell, Rutgers Business School
Discussant: Omar Toulan, McGill University

Extending the Innovation - International Diversification Link from an Agency Theory Perspective
Laszlo Tihanyi, University of Oklahoma
Robert E. Hoskisson, University of Oklahoma
Richard A. Johnson, University of Missouri - Columbia
William P. Wan, Thunderbird American Graduate School

Technology Innovation Propensity of International Joint Ventures in An Emerging Economy
Haynes Prize Finalist
Haiyang Li, Texas A&M University
Yan Zhang, Rice University
Geng Cui, Lingnan University
AIB Best Paper Finalist

How Strong is the Influence of Strategic Leadership Behaviors on Innovations? Insights from an Empirical Study in Six Slavic Countries
Detelin S. Elenkov, The University of Tennessee

Session 2.4.4 - Track 4 - COMPETITIVE

Organization in MNEs: Structure and Coordination of MNEs

Room: Big Sur 3 Time: 10:30 a.m.-12:00 p.m.

Chair: Yvez Doz, Insead
Discussant: Stewart Johnston, University of Melbourne

Switching Options and Coordination Costs in Multinational Firms
Jeffrey J. Reuer, The Ohio State University
W. Tong, The Ohio State University

Configuration and Coordination of Multinational Corporations
Dirk Holtbr gge, University of Erlangen-Nuremberg

The Strategic Roles of Regional Management Centers in the Asia-Pacific
Michael J. Enright, University of Hong Kong

Session 2.4.5 - Track 3 - COMPETITIVE

Institutions and Governance

Room: Cypress 1-2 Time: 10:30 a.m.-12:00 p.m.

Chair: Dean Xu, Peking University
Discussant: Klaus E. Meyer, Copenhagen Business School

A Governance-Legality Framework of Firms in Transforming Economies: Evidence from China
Ivan M. Manev, University of Maine
Aimin Yan, Boston University
Tatiana S. Manolova, Boston University

Role of Internal Markets in Emerging Market Business Groups: Evidence from Korean and Indian Business Groups
Chinmay Pattnaik, College of Business Administration, Seoul
Dong-Sung Cho, College of Business Administration, Seoul

Institutional Change and Firm Creation in East-Central Europe: An Embedded Politics Approach
Gerald A. McDermott, University of Pennsylvania

Session 2.4.6 - Track 6 - WORKSHOP

Being the Boss: Cross-cultural leadership, selection, effectiveness and diversity management

Room: Cypress 3 Time: 10:30 a.m.-12:00 p.m.

Chair: Margaret E. Phillips, Pepperdine University

Cross Cultural Leadership: Goal Interdependence and Leader-Member Relations in Foreign Ventures in China
Yifeng Chen, Lingnan University
Dean Tjosvold, Lingnan University

Measuring the Effectiveness of Expatriate Pre-Departure Training: The case of Korean companies in Mexico
Yongsun Paik, Loyola Marimount University
Wonshul Shim, Hanyang University

Determinants of the Appointment of Foreign Subsidiary Presidents: Case of Japanese Subsidiaries in South Korea
Naoki Ando, Seoul National University
Dongkee Rhee, Seoul National University

Cross-Cultural Perceptions of Organizational Events: Influence of Culture on Self-Concepts, and Organizational Attributions
Andre A. Pekerti, The University of Auckland

Session 2.4.7 - Track 1 - PANEL

International Human Trade and Globalization

Room: Windjammer 1-2 Time: 10:30 a.m.-12:00 p.m.

Chair: Patriya Tansuhaj, Washington State University
Discussants:
Lorraine Eden, Texas A& M University
Paul G. Simmonds, North Carolina Agricultural and Technical State University

The Dark Side of Globalization: International Trade of Human Beings
Patriya Tansuhaj, Washington State University
Jim McCullough, Washington State University

Determinants of International Human Organ Trafficking: An Empirical Study
Hyuk-soo Cho, Washington State University
Man Zhang, Washington State University

Legal versus Illegal Immigrant Labor: A Comparison of Power
Sichuan Xu, Washington State University
Aaron Arndt, Washington State University

Labor Export: Ethical Issues and Social Responsibility of MNEs
Supara Kapasuwan, Washington State University
Amonrat Thoumrungroje, Washington State University

Session 2.4.8 - Track 8 - WORKSHOP

The Economics of Foreign Direct Investment

Room: Windjammer 3-4 Time: 10:30 a.m.-12:00 p.m.

Chair: Colm Kearney, Trinity College, Dublin

Making Investment Choices: Japanese MNEs Investing in Australia and the Region
Stephen Nicholas, University of Melbourne Victoria
Elizabeth Maitland, University of Melbourne Victoria
William Purcell, University of New South Wales

Restructuring The Industrial Distribution of FDI in an Economically Integrated Area: The Case of Japanese and US FDI in Europe
Zu Kweon Kim, Texas A&M University

Attracting Desirable FDI: Elements of an Investment Impact Model
Peter Enderwick, University of Waikato, New Zealand

U.S. Acquisitions of Canadian Firms and the Role of the Exchange Rate
George Georgopoulos, University of Toronto at Scarborough

MONDAY – 12:00-1:30 p.m.

Poster Session #2 with light lunch

Room: Monterey Ballroom Time: 12:00-1:30 p.m.

Chair: Allan Bird, University of Missouri-St. Louis

Track 4 -Strategic Management, Entrepreneurship and New Ventures

Linkages among startup problems, strategic planning, and survival of new ventures: An empirical assessment based on the resource-based view of the firm
Jay Hyuk Rhee, Korea University

Real Option Valuation in International Companies: Structure and Agents from a Structuration Theory Perspective
Jan Herzog, European Business School
Michael Behnam, European Business School
Dirk Ulrich Gilbert, European Business School

Cultural distance and foreign direct investment: A comprehensive model explaining the impact of national cultural differences on entry mode choice and subsidiary performance
Arjen Slangen, Tilburg University
Jean-François Hennart, Tilburg University

Small Firm's Global Expansion Mechanism - The Cases of Humax in Korea
Yun-Cheol Lee, Hankuk Aviation University
Jae Chan Park, Seoul National University

Global Integration and Local Responsiveness in Multinational Subsidiaries: Some Strategy, Structure, and Effectiveness Contingencies.
David M. Brock, Ben-Gurion University
Amir Shoham, Ben-Gurion University
Ilene C. Siscovick, Mercer Human Resource Consulting

Characteristics and strategic motives of Japanese FDI in the East and the West
Yong Suhk Pak, Ewha Womans University, Seoul, Korea
Young-Ryeol Park, Yonsei University

Multinationality and Performance: A Three-Phase Model
Jane W. Lu, National University of Singapore

The Quest for Resourceless Rents
Oliver Gottschalg, INSEAD
Maurizio Zollo, INSEAD

Too much similarity causes differences: a study of government policies towards investment
Joan P. Mileski, Houston Baptist University

The Performance Effects of Interdependence for Subsidiaries in Multinational Companies: An Empirical Examination
Mohan Subramaniam, Boston College
Sharon Watson, University of Delaware

Leaders, Laggards and the Pursuit of Foreign Knowledge.
Heather Berry, University of Pennsylvania

Does information technology provide competitive advantage and improve performance? An empirical study of trading companies in Brazil.
Ruth Clarke, Nova Southeastern University
Marcilio Machado, Federal University of Espirito Santo

Does restructuring help during a crisis? Evidence from Korea and Singapore Listed Companies.
Jinyan Zhu, The National University of Singapore
Kulwant Singh, The National University of Singapore
Ishtiaq P. Mahmood, The National University of Singapore

The Choice and Timing of Foreign Direct Investment under Uncertainty
Leo Sleuwaegen, Katholieke Universiteit Leuven
Enrico Pennings, IGIER, Università Bocconi

Examining the relationship between Organizational Culture and Knowledge Management in Caribbean Institutions
Sheron Lawson, Insurance Association of the Caribbean
Kader Mazouz, Nova Southern University
Barry Barnes, Nova Southern University
Timothy McCartney, Nova Southern University

The Impact of Firm Performance on the Propensity to Imitate Competitor Foreign Market Entries: The United States International Telecommunications Service Industry, 1985-1998.
Brad Killaly, University of California at Irvine

Values and national character: a test of the Schwartz values framework.
Scott Swan, College of William & Mary

Track 7 - Alliances and Networks

Integrated R&D Networks: A View of Co-evolutionary Dynamics of Strategic Technology Alliances;
Saba Khalid, University of Vaasa

Knowledge Sharing in the Learning MNC – A Case of Innovation Transfer or Problem Solving?
Ulf Andersson, Uppsala University

Leveraging Capabilities in Intra-Firm Networks
Magnus Persson, Uppsala University

Innovation and Network: The Impact of Initial Innovation Conditions on the Formation of Interfirm Network
Hung-bin Ding, Loyola College in Maryland

Creating an Environment for Enterprise: The Singapore Experience in East Asia
Caroline Yeoh, Singapore Management University

Business Associations and Small Business Networking in Monterrey, Mexico
Patrick Cronin, Thunderbird American Graduate School

How Do Executives Use Real Option Strategies To Create Cross-Cultural Alliances?
Cliff Wymbs, City University of New York

Do International Strategic Alliances Create Firm Value? An Empirical Analysis of U.S.-Japanese Technology Alliances
Byung (Brian) Hee Lee, California State University

Stock Market Valuation of International R&D Alliances in High Technology Industries
Byung (Brian) Hee Lee, California State University
Marjorie A. Lyles, Indiana University

Track 10 - Marketing and Supply Chain Management

Adaptation and Performance in Foreign Markets: Evidence of Systematic Under-Adaptation
Douglas Dow, The University of Melbourne

The Impacts of Culture, Interoffice Work Interdependence and Local Embeddedness on Standardization Preferences in a Public Relations Firm
William Newburry, Rutgers The State University of New Jersey
Nevena Yakova, Rutgers The State University of New Jersey

How Does Private Branding Prompt Retailers to Increase Offshore Sourcing?
Shih-Fen S. Chen, Brandeis University

International Marketing Research and Firm Size: An Analysis of UK Exporters
Mark Burridge, University of Leicester
Robert Bradshaw, De Montfort University

Cross-Border Internet Shopping
Georg Fassott, Universitaet Kaiserslautern

Alliances Between Multinational Firms and Nonprofit Organizations: Corporate Sponsorship Programs in the Arts
Gladys Torres-Baumgarten, Hofstra University

The Biased Influences of Globalization and Ethnocentric Attitude on Country-of-Origin Evaluations of Consumers in Collectivist Culture
Taewon Suh, Saint Louis University

2.5 - MONDAY – 1:30-3:00 p.m.

Session 2.5.1 BALAS

Micro-Latin America

Room: Spyglass 1 Time: 1:30-3:00 p.m.

Chair: Joseph Ganitsky, Loyola University New Orleans
Discussant: Fernando Robles, The George Washington University

Advertising to Bilingual Bicultural Consumers
Lyn Amine, Saint Louis University
Emma L Rodriguez Ayala, Saint Louis University

Profit Sharing, Gain Sharing, Financial and Non-Financial Value Drivers and Economic Value Added
Leonardo Fernando Cruz Basso, Universidade Presbiteriana Mackenzie, Brazil
Elizabeth Krauter, Universidade Presbiteriana Mackenzie, Brazil

The Taxation of Industrial Property Rights
Mario Jorge Lima, Federal University of Bahia

The Challenges of Globalization for Emerging Market Firms
Robert Grosse, Thunderbird American Graduate School

Session 2.5.2 - Track 10 WORKSHOP

Global Advertising: The Past, Present and Future

Room: Spyglass 2 Time: 1:30-3:00 p.m.

Chair: John K. Ryans, Bowling Green State University

Marketing Strategy in International Advertising Agencies
Peter Walters, The Hong Kong Polytechnic University
Paul Whitla, Lingnan University

Advertising in Asia: An Exploratory Review of Empirical Research from 1992 to 2002
Daniel W. Baack, Saint Louis University
Janet Y. Murray, Saint Louis University

Determining the Global Advertising Strategy Standardization or Adaptation?
Ann L. Langlois, Palm Beach Atlantic University

Word-of-Mouth Communication by Non-Opinion Leaders: A Cross Cultural Exploration
Mee-Shew Cheung, University of Tennessee

Session 2.5.3 - Track 4 - COMPETITIVE

Firm Resources and Internationalization

Room: Big Sur 1-2 Time: 1:30-3:00 p.m.

Chair: Steve Tallman, University of Utah
Discussant: James Hages, Cornell University

Contribution of Firm Capabilities in the Environment Reading - Strategy Formulation-Adaptation Triad towards the Competitive Advantage of Multinational Enterprises
Deepak Sethi, Oakland University
The late Stephen E. Guisinger

Organisational Determinants of Resource Base Sharing Within International Acquisitions
Richard Schoenberg, Imperial College London

Diversification Profiles of Multinational Corporations: An Empirical Investigation of the Relationship between Geographical Diversification, Product Diversification and Technological Diversification
Michael Stephan, Hohenheim University

Institutional environment and firm resources: from neutral to advantageous resources
Alvaro Cuervo-Cazurra, University of Minnesota
Mehmet Genc, University of Minnesota

Session 2.5.4 - Track 4 - WORKSHOP

Organization in MNEs: Subsidiary Management

Room: Big Sur 3 Time: 1:30-3:00 p.m.

Chair: George Yip, London Business School

The Local Embeddedness of Foreign Affiliates and MNE organisational structure.
Lilach Nachum, City University New York

The performance of global business teams within multinational corporations: A conceptual examination.
Vincent J. Duriau, Instituto Tecnológico Autónomo de México
Riki Takeuchi, University of Maryland

Explaining Subsidiary Network Embeddedness: The Impact of Headquarters Control Mechanisms
Ulf Andersson, Uppsala University
Ingmar Björkman, Swedish School of Economics, Helsinki
Mats Forsgren, Uppsala University

Session 2.5.5 - Track 3 - WORKSHOP

Culture and HRM

Room: Cypress 1-2 Time: 1:30-3:00 p.m.

Chair: Francis Ulgado, Georgia Institute of Technology

Does One Shoe Fit Everyone? A Comparison of Human Resource Management in Russia, China, and Finland
Carl Fey, Stockholm School of Economics & SSE in St Petersburg
Antonina Pavlovskaya, Stockholm School of Economics in St Petersburg
Judy Tang, Jiaotong University

The Great Leap Forward: The Transition from Relation-Based to Rule-Based Governance
Shaomin Li, Old Dominion University
Seung Ho Park, Rutgers The State University of New Jersey

Una otra Empanada en la Parilla: Examining the Role of Culture and Information Sharing in Chile and Australia
Stephen B. Salter, University of Cincinnati and Escuela de Negocios Universidad Adolfo Ibañez
Juan Claudio López, Universidad del Desarrollo
Axel K-D. Schulz, The University of Melbourne

Integrating National Culture Measures in the Context of Business Decision Making
Susan Forquer Gupta, University of Milwaukee
Katalin Eibel-Spanyi, Eastern Connecticut State University

Session 2.5.6 - Track 5 - COMPETITIVE

Survival, Innovation, and Competitiveness through Exploration of Social Context

Room: Cypress 3 Time: 1:30-3:00 p.m.

Chair: Tatiana Kostova, University of South Carolina
Discussant: Carlos Garcia-Pont, IESE, University of Navarra

Organizational Survival in Uncertain Times
Andrew Delios, National University of Singapore
Witold J. Henisz, University of Pennsylvania

Top Managers' Influence on Innovations: The Role of Leadership in Different Socio-Cultural Contexts
Detelin S. Elenkov, The University of Tennessee
Ivan M. Manev, University of Maine

The MNC as a Knowledge Structure: the Roles of Knowledge Sources and Organizational Instruments for Knowledge Creation and Transfer
Nicolai J. Foss, Copenhagen Business School
Torben Pedersen, Copenhagen Business School

AIB Best Paper Finalist

The Political Foundations of Inter-Firm Networks and Social Capital: A Post-Communist Lesson
Gerald A. McDermott, University of Pennsylvania

Session 2.5.7 - Track 1 - PANEL

The Rise of the Third Force: The Growing Impact of NGOs on Multinationals & Governments

Room: Windjammer 1-2 Time: 1:30-3:00 p.m.

Chair: Sushil Vachani, Boston University
Discussant: Lorraine Eden, Texas A& M University

Globalization, Non- Governmental Organizations, and Business-Government Bargaining: Implications for International Business Theory and Practice
Jonathan P. Doh, Villanova University
Hildy Teegen, George Washington University

Entry, Voice and Loyalty: Ensuring Regulatory Participation Through NGOs
Carlos Rufin, Babson College

The Diffusion of ISO 14001 in the Chemical Industry
Magali Delmas, Stanford University and University of California at Santa Barbara
Ivan Montiel, University of California at Santa Barbara

Impact of NGOs on Multinationals & Governments: the Case of South Africa's AIDS Epidemic
Sushil Vachani, Boston University

Session 2.5.8 - Track 8 - COMPETITIVE

Structural Determinants of International Business Activity

Room: Windjammer 3-4 Time: 1:30-3:00 p.m.

Chair: Ivo Zander, Stockholm School of Economics
Discussant: Stephen Nicholas, University of Melbourne

Industry Trade-Balance and Domestic Merger Policy: Some Empirical Evidence from the U.S.
Joseph A. Clougherty, Tilburg University

Convergence to Purchasing Power Parity at the Commencement of the Euro
Claude Lopez, University of Houston

Explaining Canada's Changing FDI Patterns
Walid Hejazi, University of Toronto

MONDAY – 3:00-3:30 p.m.

Coffee Break

MONDAY – 3:30-4:15 p.m.

Track Chairs Meeting

Room: Oaktree Time: 3:30-4:15 p.m.

MONDAY – 4:15-5:15 p.m.

AIB General Business Meeting

Room: Regency Ballroom Time: 4:15-5:15 p.m.

MONDAY – 5:25-6:15 p.m.

WAIB Meeting and Reception

Room: Oaktree Time: 5:25-6:15 p.m.

Women of the AIB and those interested in supporting the advancement of women in business will have a short business meeting and enjoy a light reception hosted by the CIBERS of the Universities of Hawaii, Indiana, Michigan, and Texas A&M.

MONDAY – 7:30-11:00 p.m.

Monterey Institute Gala Dinner

Venue: Monterey Aquarium Time: 7:30-11:00 p.m.

The Monterey Institute of International Studies is hosting a magical evening at the Monterey Aquarium. There will be a diving exhibition, dancing, various food stations, hosted bar, and other surprises! Dress is business casual attire. Consider bringing a jacket, as it is anticipated to be cold in the evening.

(Busses leave from the South Entrance to the Conference Center from 7:00-7:30 p.m. Busses will return guests throughout the evening to the Hyatt.)

TUESDAY

TUESDAY – 8:15-8:30 a.m.

Coffee Break

3.6 - TUESDAY – 8:30-10:00 a.m.

Session 3.6.1 - Track 7 - WORKSHOP

Networks, Knowledge, and Trust in Interfirm Cooperation

Room: Spyglass 1 Time: 8:30-10:00 a.m.

Chair: Caroline Yeoh, Singapore Management University

Global Strategic Linkages and Industrial Structure: Implications from an Empirical Research on the Semi-Conductor Industry
Byung Jeun Kim, Mercer Human Resources Consulting, Korea
Yong Wook Jun, Chung-Ang University
Chan Hi Park, Chung-Ang University

Knowledge-Transfer in International Strategic Alliances: The Determinants of Learning
Hsiang-Chun (Jocelyn) Chen, National Yunlin University of Science and Technology

Foreign Partner Assignment Policy and Trust in IJVs
Alex Mohr, Bradford University School of Management
Markus Kittler, University of Erlangen-Nuremberg

Knowledge transfer in international strategic alliances: The China-Singapore Suzhou Industrial Park
Wang Pien, National University of Singapore

Session 3.6.2 - Track 9 - COMPETITIVE

International Mergers and Acquisitions: Performance and Control

Room: Spyglass 2 Time: 8:30-10:00 a.m.

Chair: Jiawen Yang, The George Washington University
Discussant: Reid Click, The George Washington University

Dividend Policy Inside the Firm
Mihir A. Desai, Harvard Business School
Fritz Foley, University of Michigan
James R. Hines Jr., University of Michigan

International Mergers and Acquisitions: Wealth Effects and Firm Characteristics
J. Jay Choi, Temple University
Eric C. Tsai, State University of New York at Oswego

Performance and Value Implications of Cross-Border Acquisitions In Telecommunications Industry: The Case of US Telecom Companies
C. Bulent Aybar, Southern New Hampshire University
Ozgur Berk Kan, Western Connecticut State University

Can Investment Opportunities and Free Cash Flows Explain the Wealth Effects of International Joint Ventures?
Rahul Verma, University of Texas Pan American

Session 3.6.3 - Track 4 - WORKSHOP

Methods of International Growth: Mode of Entry in Foreign Markets

Room: Big Sur 1-2 Time: 8:30-10:00 a.m.

Chair: Myles Shaver, University of Minnesota

Entry Mode, Economic Crisis and Survival.
Changwha Chung, University of Western Ontario
Paul W. Beamish, University of Western Ontario

How Corruption Affects Firm Strategy: Entry Mode Adaptation by Telecom MNEs Entering Emerging Economies
Klaus Uhlenbruck, Texas A&M University
Peter Rodriguez, Texas A&M University
Jonathan Doh, Villanova University
Lorraine Eden, Texas A&M University

The Internationalization Process of MNEs in the Service Sector: A Study of Japanese Trading Companies in the US and China
Anthony Goerzen, Babson College
Shige Makino, The Chinese University of Hong Kong

A Knowledge-Based Services Classification for Application in Services Firm Internationalization Studies
Tinne Lommelen, Limburg University Center
Paul Matthyssens, Limburg University Center
Peter W. Liesch, The University of Queensland and Copenhagen Business School

Session 3.6.4 – Track 3 - PANEL

Teaching International Business in Emerging Economies

Room: Big Sur 3 Time: 8:30-10:00 a.m.

Facilitators:
Peter Buckley, Leeds University
Nakiye Boyacigiller, San José State University
Marjorie Lyles, Indiana University

Scholars from emerging economies are welcome to discuss issues and strategies on this important topic.

Invited area scholar, María Teresa de la Garza Carranza, will participate in this discussion.

Session 3.6.5 - Track 3 - WORKSHOP

China — Opportunities and Challenges

Room: Cypress 1-2 Time: 8:30-10:00 a.m.

Chair: Tamer Cavusgil, Michigan State University

US Apparel Market Liberalisation: Strategic Implications for China
Doren Chadee, The University of Auckland

Flying Under the Radar? Taiwanese Investment in Mainland China
Jonathan Brookfield, Texas A&M University

Ownership Structure and Corporate Performance: Evidence from the Chinese Stock Market
Weidong Pu, The National University of Singapore
Jinyan Zhu, The National University of Singapore

The Development of Entrepreneurship in Transitional Economies: The Perspective of Chinese and South African Entrepreneurs
Harald Dolles, German Institute for Japanese Studies
Michael Babo, ZF Sachs AG

Session 3.6.6 - Track 6 - WORKSHOP

Exploring Expatriation: Policies, Practices and People

Room: Cypress 3 Time: 8:30-10:00 a.m.

Chair: Joyce Osland, San José State University

The Effects of Strategic Human Resource Management Practices on MNC Subsidiary Performance
Hyeon Jeong Park, Cornell University
Carl F. Fey, Stockholm School of Economics
Ingmar Björkman, Swedish School of Economics, Helsinki

Managing Expatriates Unrealistic Role Expectations Relative to Global Assignment
Michael Harvey, University of Mississippi
Milorad M. Novicevic, University of Wisconsin
M. Ronald Buckley, University of Oklahoma

Homeostatis Theory and Expatriates Issues in a Global Economy
Nader Asgary, State University of New York
Alf H. Walle, University of Alaska at Fairbanks
M. L. Brimo, University at Buffalo

Top Managerial International Characteristics and International Training Programs: Implications for International Business Education
Ben L. Kedia, University of Memphis
Liliana M. Pérez, University of Memphis
Jiun-Shiu Chen, University of Memphis

Session 3.6.7 - Track 1 - PANEL

The Power of New Ideas for International Sustainable Development: Collaboration by Firms, Governments, and NGOs

Room: Windjammer 1-2 Time: 8:30-10:00 a.m.

Chair: Jonathan P. Doh, Villanova University
Discussant: William E. Newburry, Rutgers The State University of New Jersey

Cooperative Strategies in Environmental Nongovernmental Organizations
Jonathan P. Doh, Villanova University
William E. Newburry, Rutgers The State University of New Jersey
Hildy J. Teegen, The George Washington University

Creating Legitimacy and Trust in Knowledge- Based International Cross- Sectoral Environmental Alliances
Ted London, University of North Carolina at Chapel Hill
Dennis A. Rondinelli, University of North Carolina at Chapel Hill
Hugh O'Neill, University of North Carolina at Chapel Hill

From Local to Global to Local: The World Wildlife Fund's Certification Program for Marine Conservation
Meredith Lopuch, World Wildlife Fund

Biodiversity as Business: How Industry, Academia, and a Non-Profit Organization Create Cash and Conserve Species Worldwide
Jeffrey A. Langholz, Monterey Institute of International Studies

Session 3.6.8 - Track 2 - PANEL

Ideas, Institutions and International Trade: Critical Reflections on the Evolving Governance of Global Business

Room: Oaktree Time: 8:30-10:00 a.m.

Chair: Thomas C. Lawton: Imperial College London
Discussant: Stefanie A. Lenway, University of Minnesota

Governing From Geneva? Exploring the Impact of WTO Rulings on EU Antidumping Regulation and Trade Strategy
Thomas C. Lawton, Imperial College London
Steven M. McGuire, University of Bath

Oiling the Wheels of Transatlantic Trade Diplomacy? The Transatlantic Business Dialogue
Yusaf H. Akbar, Southern New Hampshire University

The Demise of the WTO and Rise of Regional Trade Agreements
Alan M. Rugman, Indiana University

TUESDAY – 10:00-10:30 a.m.

Coffee Break

3.7 - TUESDAY – 10:30 a.m.-12:00 p.m.

Session 3.7.1 - Track 7 - COMPETITIVE

Entry Mode and Interfirm Cooperation

Room: Spyglass 1 Time: 10:30 a.m.-12:00 p.m.

Chair: Carl Fey, Stockholm School of Economics
Discussant: Benjamin Gomes-Casseres, Brandeis University

Mode of Entry in R&D: A National Knowledge Resource Perspective
Barry Scholnick, University of Alberta
Susan Bartholomew Saunders, University of Alberta

The Effects of Psychological Biases upon Resource Commitment and Performance of Collaborative Foreign market Entry
Arturs Kalnins, University of Southern California

International Joint Venture R&D Activity in China
Malika Richards, Drexel University
Yi Yang, Drexel University

Political Connectedness and the Formation of Cross-Border Alliances: A Study of Korean Firms and Their American, European and Japanese Partners (1987-2000)
Jordan Siegel, MIT

Session 3.7.2 - Track 9 - COMPETITIVE

Corporate Governance: The Role of Ownership Structure

Room: Spyglass 2 Time: 10:30 a.m.-12:00 p.m.

Chair: J. Jay Choi, Temple University
Discussant: Sandra Dow, Université de Québec à Montreal

Postprivatization Corporate Governance: The Role of Ownership Structure and Investor Protection
Narjess Boubakri, HEC Montreal
Jean-Claude Cosset, Universit Lavalé
Omrane Guedhami, Universit Lavalé

Ownership Concentration, the Largest Shareholder and Corporate Performance: Evidence From the Chinese Stock Market
Jinyan Zhu, The National University of Singapore
Weidong Pu, The National University of Singapore

Bank Monitoring, Bank Health and the Pricing of Japanese Corporate Public Debt
Laurent Jaque, Tufts University
Patrick J. Schena, i X Partners, Ltd.

Stock Option Compensation: Impact of Expense Recognition on Performance Indicators of Non-Domestic Companies Listed in the US
Donna L. Street, University of Dayton

Session 3.7.3 - Track 4 - WORKSHOP

The Internationalization Process

Room: Big Sur 1-2 Time: 10:30 a.m.-12:00 p.m.

Chair: Alvaro Cuervo-Cazurra, University of Minnesota

From Domestic Conglomerate to Global Specialist: The Driving Forces behind the Accelerated Internationalization.
Klaus E. Meyer, Copenhagen Business School

Elements of an Integrated Internationalization Model
Tamar Almor, The College of Management, School of Business Administration
Niron Hashai, The Hebrew University
Seev Hirsch, Tel Aviv University

A Strategic Approach to Internationalization: a Traditional Versus Born Global Approach.
Sylvie Chetty, Massey University
Colin Campbell-Hunt, University of Otago

Resource-Based Teleological Analysis of the Internationalization Process
Alvaro Cuervo-Cazurra, University of Minnesota
Miguel Ramos, University of Minnesota

Session 3.7.4 - Track 4 - COMPETITIVE

Institutional Environments and MNEs: Social Resources and Networks Across Countries

Room: Big Sur 3 Time: 10:30 a.m.-12:00 p.m.

Chair: Anthony Goerzen, Babson College
Discussant: Nicholas Athanassiou, Northeastern University

Approaching initial resources for high-tech new ventures: social network or market means?
Jing Zhang, National University of Singapore
Pek-Hooi Soh, National University of Singapore
Poh-Kam Wong, National University of Singapore

First Mover Advantages in International Business and Firm-Specific Political Resources
Jedrzej George Frynas, University of Birmingham
Kamel Mellahi, Loughborough University
Geoffrey Allen Pigman, Coventry Business School

Guanxi and Foreign Direct Investment: A study of Taiwanese Investments in China
Lan-Ying Huang, The Overseas Chinese Institute of Technology
H. Young Baek, Nova Southeastern University
Shawn M. Carraher, Texas A & M University

The turtle-hare race story revisited: Achieving late mover competitive advantages through social capital
Lei Li, University of Texas at Dallas
Zhiang (John) Lin, University of Texas at Dallas

Session 3.7.5 - Track 3 - WORKSHOP

Aftermath of the Asian Crisis

Room: Cypress 1-2 Time: 10:30 a.m.-12:00 p.m.

Chair: Robert Grosse, Thunderbird American Graduate School

Japanese Foreign Direct Investment in Korea: Pre and Post Economic Crisis
Changwha Chung, University of Western Ontario
Paul W. Beamish, University of Western Ontario

Analysis of outside directors in Korean companies
Jootae Kim, Seoul National University
Dong-Sung Cho, Seoul National University

What Korean Firms Learned from the 1997 Financial Crisis: Comparison of Korean Firms FDI before and after the Crisis
Young-Ryeol Park, Yonsei University
Yong Suhk Pak, Ewha Womans University, Seoul, Korea
Jeoung Yul Lee, Yonsei University

Exchange Rate Behavior and Financial Market Crises: Developed Country Markets Versus Emerging Country Markets
Raj Aroskar, University of Wisconsin
Peggy E. Swanson, The University of Texas at Arlington

Session 3.7.6 - Track 6 - COMPETITIVE

Business Across Borders: Exporting, Absorbing, Sourcing and Supplying

Room: Cypress 3 Time: 10:30 a.m.-12:00 p.m.

Chair: Harry Lane, Northeastern University
Discussant: Naomi Gardberg, City University of New York

Export Behavior of Small Firms: An explanation based on managerial style
Sonia Suárez-Ortega, Universidad de Las Palmas de Gran Canaria
Yasmina Araujo-Cabrera, Universidad de Las Palmas de Gran Canaria

Managing Potential and Realized Absorptive Capacity: Evidence from a Large European Multi-unit Corporation
Justin J.P. Jansen, Erasmus University
Frans A.J. Van den Bosch, Erasmus University
Henk W. Volberda, Erasmus University

Sourcing Patterns of Multinational Subsidiaries in Europe: Testing the Determinants
Stephen Young, University of Strathclyde
Ana Teresa Tavares, Universidade do Porto

Developing a Method for the Selection of Global Account Management Team Members
Michael Harvey, University of Mississippi
Mathew Myers, University of Tennessee
Milorad M. Novicevic, University of Wisconsin-La Crosse

Session 3.7.7 - Track 1 - COMPETITIVE

Ideas of the MNC - Global or Regional?

Room: Windjammer 1-2 Time: 10:30 a.m.-12:00 p.m.

Chair: Yair Aharoni, Leon Recanati Graduate School of Business Administration
Discussant: Bernard M. Wolf, York University

Multinationality of the Firm: Conceptualization and Measurement
Ahmet H. Kirca, University of South Carolina

The New Zoology of Global Business: Strategic Issues for Managers
Charles Snow, Penn State University
John Mathews, Macquarie University

Global Marketing Strategies of ICT Companies
Mika Gabrielsson, Helsinki School of Economics
Peter Gabrielsson, Helsinki School of Economics

Regional Multinational Enterprises in a Global World
Alan M. Rugman, Indiana University
Cecilia Brain, Braintrust

Session 3.7.8 - Track 2 - WORKSHOP

Emerging Patterns of Trade and Investments under International Political Conflict, National Capital Controls and Diversity in Market Regulation Regimes

Room: Windjammer 3-4 Time: 10:30 a.m.-12:00 p.m.

Chair: Devesh Kapur, Harvard University

Transatlantic Divergence: GE-Honeywell and the EU's Merger Policy
Eleanor J. Morgan, University of Bath
Steven M. McGuire University of Bath

Capital Controls, Liberalizations, and Foreign Direct Investment
Mihir Desai, Harvard Business School
Fritz Foley, University of Michigan
James Hines, University of Michigan

U.S. Economic Sanctions Against China: Who Gets Hurt?
Hossein Askari, The George Washington University
John Forrer, The George Washington University
Hildy Teegen, The George Washington University
Jiawen Yang, The George Washington University

TUESDAY – 12:00-1:30 p.m.

AIB Board and Chapter Chairs Meeting and Lunch

Room: Oaktree Time: 12:00-1:30 p.m.

3.8 - TUESDAY – 1:30-3:00 p.m.

Session 3.8.1 - Track 7 - WORKSHOP

Interfirm Cooperation and the MNE

Room: Spyglass 1 Time: 1:30-3:00 p.m.

Chair: Pierre-Xavier Meschi, Marseille-Provence Business School

International Joint Ventures and the Boundaries of the Firm
Fritz Foley, University of Michigan
Mihir Desai, Harvard Business School
James Hines, University of Michigan

The alliance portfolio effect on MNE performance
Anthony Goerzen, Babson College
Paul W. Beamish, University of Western Ontario

Modeling Modality Choices in Emerging International Service Industries: A Study of the U.S. Public Utilities
Cliff Wymbs, The City University of New York

Public Affairs Management in Multinational Corporations. Findings of an Empirical Study in six countries
Nicola Berg, University of Dortmund
Martin K. Welge, University of Dortmund

Session 3.8.2 - Track 10 - WORKSHOP

Measuring and Managing in a Global Context

Room: Spyglass 2 Time: 1:30-3:00 p.m.

Chair: Ann Langlois, Palm Beach Atlantic University

A Cross-National Scale for Short-Term Export Performance Improvement
Luis Filipe Lages, Universidade Nova de Lisboa
Cristiana Raquel Lages, Warwick Business School

Psychic Distance: Similarity or Familiarity?
Paul Brewer, The University of Queensland

Does Product Category Influence COO Perceptions?
Sindy Chapa, University of Texas Pan American

Session 3.8.3 - Track 4 - COMPETITIVE

Methods of International Growth: International Alliances

Room: Big Sur 1-2 Time: 1:30-3:00 p.m.

Chair: Lin Lerpold, Stockholm School of Economics
Discussant: Benjamin Gomes-Casseres, Brandeis University

Partnerships versus Self-Reliance: The Option for Small- and Medium-Sized Technology-based Enterprises in Overseas Markets
Gong Ming Qian, The Chinese University of Hong Kong
Chuck Kwok, University of South Carolina
Lee Li, Atkinson College

The Impact of Control on Joint Venture Performance: A Contingency Approach
Nitin Pangarkar, National University of Singapore
Saul Klein, University of Victoria

The Expansion of Multinationals in the Host Country: The Influence of Domestic Interfirm Experience, Host Country Experience, and Alliance Strategy
Thomas W. Roehl, Western Washington University
Soonkyoo Choe, Yonsei University
Shyam Kumar, Zicklin School of Business

Session 3.8.4 - Track 4 - WORKSHOP

Institutional Environments and MNEs: Location Advantages

Room: Big Sur 3 Time: 1:30-3:00 p.m.

Chair: Arturs Kalnins, University of Southern California

Past Interactions and New Foreign Direct Investment Location Decisions: Firm-Specific Analysis in the Global Tire Industry
Kiyohiko Ito, University of Hawaii at Manoa
Elizabeth L. Rose, University of Auckland

The home-based advantages and a hierarchy of location advantages
Lilach Nachum, City University New York

The micro-foundations of cluster stickiness — entering the mind of the entrepreneur
Ivo Zander, Stockholm School of Economics

Decision Factors Influencing MNEs Regional Headquarters Location Selection Strategies
John Holt, University of New South Wales
William R. Purcell, University of New South Wales
Sidney J. Gray, University of New South Wales
Torben Pedersen, Copenhagen Business School

Session 3.8.5 - Track 3 - WORKSHOP

Multinationals in Eastern Europe

Room: Cypress 1-2 Time: 1:30-3:00 p.m.

Chair: Len J. Trevino, The University of Southern Mississippi

Openness to Organizational Integration in Multinationals: the example of MNCs in Transition Economies
Bertrand Venard, Nantes School of Management

Do Foreign Companies Crowd Out Domestic Companies? - Evidence from the Czech Panel Data
Renata Kosova, University of Michigan

Corporate governance, human resource strategies and performance of Ukrainian firms
Igor Filatotchev, Bradford University School of Management
Trevor Buck, De Montfort University
Mike Wright, Nottingham University
Natalya Demina, Nottingham University

Impact of Ownership and Location Factors on Internalization of Service Multinationals into Transitional Economies: An Empirical Study
Sumit K. Kundu, Florida International University
Vikas Kumar, Saint Louis University
Susan D. Peters, California State Polytechnic University

Session 3.8.6 - Track 6 - PANEL

Cross-Cultural Teaching Insights and Techniques

Room: Oaktree Time: 1:30-3:00 p.m.

Chair: Nakiye Boyacigiller, San José State University

Current Understanding of Culture's Complexities From Anthropology - And How Does This Help Our Understanding of International Organizational Behavior
Mary Yoko Brannen, San José State University

One's Many Cultures: A Multiple Cultures Perspective
Sonja Sackmann, University Bw Munich

Crossing Cultures: The Star Trek Case
Margaret E. Phillips, Pepperdine University

Using the Hero's Journey: A Framework for Making Sense of the Transformational Expatriate Experience
Joyce Osland, San José State University

Shaping the Global Mindset
Harry Lane, Northeastern University

Conceptualizing and Designing a Course in International Human Resource
Colette Frayne, California Polytechnic University

Reflective Silence: Developing the Capacity for Meaningful Global Leadership
Nancy J. Adler, McGill University

Teaching Culture in the Capstone Strategy Course
Allan Bird, University of Missouri-St. Louis

Session 3.8.7 - Track 1 - WORKSHOP

Ideas on Foreign Entry -Modes, Risks, and Performance

Room: Windjammer 1-2 Time: 1:30-3:00 p.m.

Chair: Pervez N. Ghauri, UMIST

Managing International Technology Transfer Risk: An Alternative Perspective
Mark V. Cannice, University of San Francisco
Roger (Rongxin) Chen, University of San Francisco
John Daniels, University of Miami

Misuse of Ideas: Buying Pirated Products
Somchanok Coompanthu, Chulalongkorn University

An Examination of Early Internationalization: Determinants of Entry Mode and Its Effects
Wen- Kuei Liang, Tatung University

Model of Foreign Entry Modes: The Dual Perspective
Lyubov Bogun, Odessa Institute of Entrepreneurship and Law

Session 3.8.8 - Track 8 - COMPETITIVE

Economic Theory of the Multinational Enterprise

Room: Windjammer 3-4 Time: 1:30-3:00 p.m.

Chair: Alan M. Rugman, Indiana University
Discussant: Bo Bernhard Nielsen, Copenhagen Business School

The Emergence of Multinational Enterprises: A General-equilibrium Analysis
Li Guoqiang, National University of Singapore

Multinational Knowledge Spillovers with Centralized versus Decentralized R&D: a game theoretic approach
AIB Best Paper Finalist
Reinhilde Veugelers, University of Leuven
Francesca Sanna-Randaccio, University of Rome "la Sapienza"

TUESDAY – 3:00-3:30 p.m.

Coffee Break

3.9 - Tuesday - 3:30-5:00 p.m.

Session 3.9.1 BALAS - PANEL

The Janet Kelly Balas Panel: The ABC of Discontent: Lessons for Businesses and Governments in Latin America

Room: Spyglass 1 Time: 3:30 -5:00 p.m.

Chair: Joseph Ganitsky, Loyola University New Orleans
Panelists:
Henry Gomez Samper, IESA, Caracas
Antonio Carlos Manfredini, FVGSP, Sao Paolo
Harvey Arbeláez, Monterey Institute of International Studies

Session 3.9.2 - Track 10 - COMPETITIVE

Global Marketing Strategy

Room: Spyglass 2 Time: 3:30 -5:00 p.m.

Chair: David A. Griffith, The University of Hawaii
Discussant: Matthew B. Myers, University of Tennessee

Unravelled Magic: Rethinking the Impact of Outsourcing on Firm Performance
Masaaki Kotabe, Temple University
Michael J. Mol, Nijmegen University

The Role of Market Orientation and Organizational Learning in Managing Economic Crisis
Haynes Prize Finalist
Aysegul Ozsomer, Koc University

Strategic Modularization, Evolution of Sourcing Strategies and Performance Implications
Masaaki Kotabe, Temple University
Ronaldo Parente, Salisbury University

Session 3.9.3 - Track 4 - COMPETITIVE

Globalization and Studies of Performance in MNEs

Room: Big Sur 1-2 Time: 3:30 -5:00 p.m.

Chair: Donald Lessard, Massachusetts Institute of Technology
Discussant: Jane W. Lu, National University of Singapore

The Degree of Firm Internationalisation, International Experience and Performance
James Clarke, The University of Queensland
Rick Tamaschke, The University of Queensland
Peter W. Liesch, The University of Queensland and Copenhagen Business School

The Effects of Regional Integration and Globalisation on the Firm's International Performance
Gary A. Knight, Florida State University
Peter W. Liesch, The University of Queensland and Copenhagen Business School

International acquisitions and shareholder wealth: An empirical examination of the internalization and agency perspectives
Yangmin Kim, Marquette University

National Institutional Factors and the Persistence of Firm Performance
Balagopal Vissa, London Business School
Aya S. Chacar, London Business School

Session 3.9.4 - Track 4 - PANEL

Corporate Governance from a Comparative Perspective

Room: Big Sur 3 Time: 3:30 -5:00 p.m.

Chair: Thomas Murtha, University of Minnesota
Discussant: Tatiana Kostova, University of South Carolina

How Corporate Governance Systems Affect Globalization of European MNCs
Ruth Aguilera, University of Illinois at Urbana-Champaign
George Yip, London Business School

Corporate Governance, Network Dynamics and a Firm's Strategic Flexibility: A Multi-Lens Perspective
Steve Toms, University of Nottingham
Igor Filatotchev, Bradford University

An Integrative Model of International Corporate Governance Systems: Issues and Implications for Developing Nations
Anju Seth, University of Illinois at Urbana-Champaign

The German Code of Corporate Governance - Principles and Practical Acceptance
Axel v. Werder, Technical University Berlin

Session 3.9.5 - Track 3 - COMPETITIVE

International Environment

Room: Cypress 1-2 Time: 3:30 -5:00 p.m.

Chair: Daniel Van Den Bulcke, University of Antwerp
Discussant: Klaus E. Meyer, Copenhagen Business School

Dynamic International Competitiveness of Transition Economies: The Case of Poland
Jørgen Ulff-Møller Nielsen, The Aarhus School of Business

Assessing the Impact of Demographic, Psychographic and Product Specific Variables on Nationalistic Product Preference
Shawn Thelen, Hofstra University
John B. Ford, Old Dominion University
Earl D. Honeycutt, Jr., Elon University

Investigating the growing attractiveness of the EU candidate countries of Central and Eastern Europe to foreign investors
Marina Papanastassiou, Athens University of Economics and Business
Constantina Kottaridi, Athens University of Economics and Business
Fragkiskos Filippaios, Athens University of Economics and Business

Session 3.9.6 - Track 5 - WORKSHOP

A Focus on the Multinational Enterprise

Room: Cypress 3 Time: 3:30 -5:00 p.m.

Chair: Sarianna Lundan, University of Maastricht

Assessing the Impact of Social Standards on Compliance and Integrity-Management in International Companies
Andreas Rasche, European Business School
Dirk Ulrich Gilbert, European Business School
Michael Behnam, European Business School

Fighting for Power: The Strategy of Global MNCs Subsidiaries
Fabrizio Noboa, University of Navarre
Carlos García—Pont, University of Navarre

Imitating and Learning from Others: Multiple Perspectives on Diffusion of Management Knowledge
Jon Erland Lervik, Norwegian School of Management BI
Randi Lunnan, Norwegian School of Management BI

Controlling the Process of International Technology Transfer in the Multinational Firm: Formal and Informal Assessments of Technology Mastery
David McArthur, University of Nevada, Las Vegas

Session 3.9.7 - Track 1 - COMPETITIVE

The International Flow of Ideas and Knowledge

Room: Windjammer 1-2 Time: 3:30 -5:00 p.m.

Chair: Charles Snow, Penn State University
Discussant: Michael J. Enright, University of Hong Kong

Centrifugal Forces, R& D Co- Practice, and 'Reverse' Knowledge Flows in Multinational Firms
Changhui Zhou, Peking University
Tony Frost, University of Western Ontario

Benefiting from Subsidiary Knowledge: An Empirical Investigation of Reverse Knowledge Transfers
Tina C. Chini, Vienna University of Economics and Business Administration
Bjorn Ambos, Vienna University of Economics and Business Administration
Bodo Schlegelmilch, Vienna University of Economics and Business Administration

Learning by Exporting: New Insights from Examining Firm Innovation
Robert Salomon, University of Southern California
J. Myles Shaver, University of Minnesota

Reverse Technology Transfer: A Patent Citation Analysis of the European Chemical and Pharmaceutical Sectors
Paola Criscuolo, Maastricht Economic Research Institute on Innovation and Technology and University of Sussex

Session 3.9.8 - Track 1 - PANEL

Building International Research Networks

Room: Windjammer 3-4 Time: 3:30 -5:00 p.m.

Coordinator: John Mezias, University of Miami
Panelists:
John Mezias, University of Miami
John McIntyre, Georgia Tech University
Mary B. Teagarden, Thunderbird
Mary Sully de Luque, University of Pennsylvania
Arie Lewin, Duke University

TUESDAY – 5:30-7:00 p.m.

Poster Session #3 with wine and cheese

Room: Monterey Ballroom Time: 5:30-7:00 p.m.

Chair: Margaret E. Phillips, Pepperdine University

Track 1 - The Power of Ideas and International Business

Does the Internet Influence Entry Mode Theorizing?
Helen Mansolas, University of Warwick

Forecasting Global Markets: The Power of the Composite Method
Andrew Gross, Cleveland State University
Raj Javalgi, Cleveland State University

The Effect of Organizational Variables on Innovative Performance in Overseas R&D Units
Chris Grevesen, DeVry College of Technology
Fariborz Damanpour, Rutgers The State University of New Jersey

What is Outstanding International Business Research?: Nature and Trends in Farmer Award Finalists in the 1990s
Raj Aggarwal, Kent State University
Victor Petrovic, Kent State University
John K. Ryans, Bowling Green State University
Sijing Zong, Kent State University

Colombia's Economic Groups: Managerial Philosophies
Carmen Leonor Martínez-López, University of Texas Pan American

Wal-Mart Vs. Carrefour: Retail Internationalization and Changing Global Strategies
Syed Tariq Anwar, West Texas A&M University

The Global Organizational Transformation Process in an MNE: The Impact of Information System Implementation
Päivi J Tossavainen, Helsinki School of Economics and Business Administration

Shareholder Protection and Firm Performance: Is More Necessarily Better?
Jean McGuire, Concordia University
Pierre-Yves Gomez, EM-Lyon
Sandra Dow, Université de Québec à Montreal
Zied Guedri, Concordia University

Acting on Ideas from Other Fields: Drawing from Theater to Make Organizational Improvisation More Proactive
David M. Berg, The University of Wisconsin
Terrie C. Reeves, The University of Wisconsin
Mark Hooker, AEG, SAG, AFTRA

Moral Imagination: Dostoevskian Ethical Reflections
Nariman Skakov, Kazakh State University, Al-Farabi

Inter-Cultural Differences in International Business: Reciprocity, Redistribution, Market Exchange
Chong Ju Choi, Cambridge University
Carla C.J.M. Millar, Universities of Groningen & Twente
Brian Hilton, Cranfield University

Articulating International Business Development
Mark McGovern, Queensland University of Technology

Track 5 - Macro-Organizational Behavior and Organization/Institutional Sociology

Foreign Entry Strategies: Adaptation to Institutional Effects
Manuel P. Ferreira, Escola Superior de Tecnologia e Gestao, Leiria, Portugal and The University of Utah
Dan Li, Texas A&M University

Framing the Direct Foreign Investment Decision in Emerging Economies
Van V. Miller, Texas A&M International University
Kurt Loess, East Tennessee State University
Charles T. Crespy, University of Texas at El Paso
Robert Andresen, University of Texas at El Paso

Does National Culture Affect Organizational Learning Styles? A Proposed Framework
Carolyn B. Mueller, Stetson University
Cheryl A. Van Deusen, University of North Florida

Track 6 - Micro-Organizational Behavior and Human Resource Management

Reward Preferences and Perceptions – The Contextual Antecedents of Reward Effectiveness across Borders
Flora Birtch, Chinese University of Hong Kong

Individuals' Attitudes toward Work, Family & Career and its Relationship with Job Satisfaction and Intent to turnover
Madan Annavarjula, Northern Illinois University
Sri Beldona, University of Dallas
Sam Beldona, Wichita State University

The Facets of Job Satisfaction: A Nine-Nation Comparative Study
Catherine Kwantes, University of Windsor

The Expatriate Experiences - A Critique and Future Research Agenda
Richard B. Peterson, University of Washington
Rebecca Portnoy, University of Washington

Cultural Influences on Negotiation Behaviors; Resurrecting and Revitalizing an Overlooked Framework
Allan Bird, Universit of Missouri
Lynn E. Metcalf, California Polytechnic State University

The Effect of Culture and Life Stage on Workplace Strategies of Upward Influence: A Comparison of Thailand and the United States
David A. Ralston, University of Oklahoma
Philip Hallinger, Mahidol University
Carolyn P. Egri, Simon Fraser University
Subhatra Naothinsuhk, Mahidol University

Why do American companies need European Works Councils?
Helen Bicknell, University of Birmingham

Track 8 - Economics

Estimating the Efficiency of Foreign Direct Investment in the USA
Harri Ramcharran, The Unviersity of Akron

Agglomeration Forces as Drivers of FDI Flows into Scandinavia: The Role of Knowledge Externalities
Bo Bernhard Nielson, Copenhagen Business School

Track 9 - Finance, Accounting, and Taxation

Strategies in Global Financial Services, the Shareholders and the System; Is Bigger and Broader Better?
Ingo Walter, New York University

An Empirical Study of Electronic Commerce Within the Turkish Insurance Sector
Selim Yazici, Istanbul University
Serhat Yanik, Istanbul University

Effect of Multinationality on Capital Structure: Evidence of Interaction with Dividend Policy
Raj Aggarwal, Kent State University
NyoNyo A. Kyaw, Kent State University

A Comparison of the Weighted Average Cost of Capital Across Multinational Corporations: The Case of the Soft Drink Industry
Carl B. McGowan, Oakland University
Asrat Tessema, Eastern Michigan University

NEW IN INTERNATIONAL BUSINESS FROM **PALGRAVE**

INTERNATIONAL BUSINESS
Adjusting to New Challenges and Opportunities
Frank McDonald, Heinz Tuselmann and Colin Wheeler
Academy of International Business
336 pp. / 0-333-98411-0 / $69.95 cl.

INTERNATIONALIZATION
Firm Strategies and Management
Edited By Colin Wheeler, Frank Mcdonald and Irene Greaves
Academy of International Business
288 pp. / 1-4039-0671-8 / $72.50 cl.

DOING BUSINESS IN EMERGING EUROPE
Francois-Serge Lhabitant and Yahia Zoubir
240 pp. / 0-333-99301-2 / $72.50 cl.

THE FUTURE OF THE MULTINATIONAL ENTERPRISE
25th Anniversary Edition
Peter J. Buckley and Mark Casson
142 pp. / 1-4039-0299-2 / $43.50 cl.

THE CHANGING GLOBAL CONTEXT OF INTERNATIONAL BUSINESS
Peter J. Buckley
368 pp. / 0-333-99444-2 / $67.50 cl.

HANDBOOK OF INTERNATIONAL MERGERS AND ACQUISITIONS
Gernard Picot
448 pp. / 0-333-96867-0 / $80.00 cl.

CHALLENGES FOR EUROPEAN MANAGEMENT IN A GLOBAL CONTEXT
Experiences From Britain and Germany
Mike Geppert, Dirk Matten and Karen Williams
320 pp. / 0-333-98711-X / $69.95 cl.

THE INTERNATIONAL BUSINESS ENVIRONMENT
Diversity and the Global Economy
Janet Morrison
451 pp. / 0-333-92144-5 / $80.00 cl.
0-333-92145-3 / $29.95 pb.

GLOBAL STRATEGIC MANAGEMENT
Philippe Lasserre
400 pp. / 0-333-79374-9 / $80.00 cl.
0-333-79375-7 / $34.95 pb.

VISIT US AT OUR DISPLAY!

palgrave macmillan

GLOBAL PUBLISHING AT ST. MARTIN'S PRESS
Distributors of Hambledon and London, I.B.Tauris, Manchester University Press, and Zed Books
(888) 340-8477 - Fax (800) 672-2054 - www.palgrave-usa.com

The Multinational Business Review

is now published at Saint Louis University
by the Boeing Institute of International Business
John Cook School of Business

Vol. 11, No. 1 ***now available***

MBR has been named one of the five core journals in international business.

Journal of International Business Studies, 4th Qtr 2000

Be a part of the MBR community by:
- submitting articles on international topics of interest
- becoming a reviewer to ensure a quality publication
- becoming a subscriber
- encouraging your library to subscribe

Editor in Chief
Seung H. Kim, Ph.D.

Dr. Seung Kim is a professor of international business and finance. Since 1984 he has served as the founding director of the Boeing Institute of International Business in the John Cook School of Business at Saint Louis University.

Editor
Hongxin John Zhao, Ph.D.

Dr. John Zhao is an associate professor of international business. He teaches courses in international business, Asian business and strategic management.

Business Manager
Karen Schneider, MBA

Ms. Schneider has more than 15 years experience in academic administration. She has been with the Boeing Institute of International Business since 1998.

For more information
or visit us at ***mbr.slu.edu***

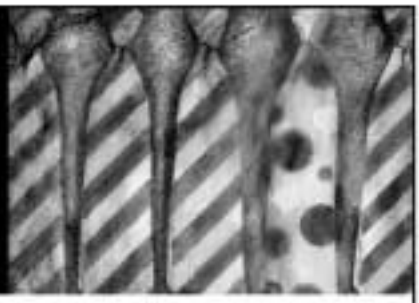
mbr@slu.edu
(314) 977-3630

SAINT LOUIS UNIVERSITY

EE

new from

Edward Elgar Publishing



Learning in the Internationalisation Process of Firms
Edited by the late **Anders Blomstermo** and **D. Deo Sharma**
April 2003 320 pp Hardback 1 84064 662 4 $100.00
New Horizons in International Business series

The New Economic Analysis of Multinationals
An Agenda for Management, Policy and Research
Edited by **Thomas L. Brewer**, **Stephen Young** and the late **Stephen E. Guisinger**
May 2003 192 pp Hardback 1 84064 154 1 $80.00
New Horizons in International Business series

Alliance Capitalism and Corporate Management
Entrepreneurial Cooperation in Knowledge Based Economies
Edited by **John H. Dunning** and **Gavin Boyd**
March 2003 328 pp Hardback 1 84064 839 2 $95.00
New Horizons in International Business

Globalization and Entrepreneurship
Policy and Strategy Perspectives
Edited by **Hamid Etemad** and **Richard Wright**
July 2003 264 pp Hardback 1 84376 024 X $95.00
The McGill International Entrepreneurship

Extending the Eclectic Paradigm in International Business
Essays in Honor of John Dunning
Edited by **H. Peter Gray**
June 2003 288 pp Hardback 1 84064 888 0 $95.00

Economic Welfare, International Business and Global Institutional Change
Edited by **Ram Mudambi**, **Pietro Navarra** and **Giuseppe Sobbrio**
June 2003 400 pp Hardback 1 84376 188 2 $120.00
The Locke Institute

See our representative in the exhibit area.

Inquiries: Edward Elgar Publishing Inc.
136 West St., Ste. 202, Northampton, MA 01060-3711 USA
Tel: (413) 584-5551 Fax: (413) 584-9933 Email: elgarinfo@e-elgar.com
To discuss book proposals contact Alan Sturmer at: asturmer@e-elgar.com
Orders: Edward Elgar Publishing Inc.
P.O. Box 574, Williston, VT 05495-0575 USA
Tel: (800) 390-3149 Fax: (802) 864-7626 Email: eep.orders@AIDCVT.com

Pre-paid orders placed via our web site receive a 10% discount at
www.e-elgar.com

McGraw-Hill/Irwin International Titles 2003-2004

The Secret to Your Students' Success.

International Business: The Challenge of Global Competition, 9/E
Ball/McCulloch/Geringer/Frantz/Minor
ISBN 0072866845

Transnational Management: Text and Cases, 4/E
Bartlett/Ghoshal/Birkinshaw
ISBN 0072482761

International Management: Text and Cases, 5/E
Boamish/Morrison/Rosenzweig/Inkpen
ISBN 0072485817

International Financial Management, 3/E
Eun/Resnick
ISBN 0072521279

International Business: Competing in the Global Marketplace, 4/E
Hill
ISBN 007255374X

Global Business Today, 3/E
Hill
ISBN 0072855568

International Management: Culture, Strategy, and Behavior, 5/E
Hodgetts/Luthans
ISBN 007256430X

Global Marketing: Foreign Entry, Local Marketing, and Global Management, 3/E
Johansson
ISBN 0072471484

International Organizational Behavior, 1/E
Konopaske/Ivancevich
0072843063

International Economics, 12/E
Pugel
ISBN 0072487488

International Economics, 1/E
van den Berg
ISBN 0072397969

For more information on any McGraw-Hill/Irwin title, contact your local sales representative, call 1.800.338.3987, e-mail us at lisicons@mcgraw-hill.com, or visit www.mhhe.com.

Mc Graw Hill **Irwin**

The McGraw-Hill Companies

BLACKWELL BUSINESS JOURNALS

Abacus
A Journal of Accounting, Finance, and Business Studies
Editor: G. W. DEAN
0001-9073, 3 ISSUES A YEAR, VOLUME 39, 2003

Accounting and Finance
Editor: ROBERT FAFF
0810-5391, 3 ISSUES A YEAR, VOLUME 43, 2003

Accounting Forum
Editors: GLEN LEHMAN and TONY TINKER
0155-9982, 4 ISSUES A YEAR, VOLUME 27, 2003

British Journal of Industrial Relations
Editor: STEPHEN WOOD
0007-1080, 4 ISSUES A YEAR, VOLUME 41, 2003

British Journal of Management
Editor: GERARD P. HODGKINSON
1045-3172, 5 ISSUES A YEAR, VOLUME 14, 2003

Business Ethics: A European Review
Editor: JANE COLLIER
0962-8770, 4 ISSUES A YEAR, VOLUME 12, 2003

Business and Society Review
Editor: ROBERT E. FREDERICK
0045-3609, 4 ISSUES A YEAR, VOLUME 108, 2003

Business Strategy Review
Editors: ROB GOFFEE and GEORGE YIP
0955-6419, 4 ISSUES A YEAR, VOLUME 14, 2003

Corporate Governance: An International Review
Editor: CHRISTINE MALLIN
0964-8410, 4 ISSUES A YEAR, VOLUME 11, 2003

Creativity and Innovation Management
Editors: OLAF FISSCHER and PETRA DE WEERD-NEDERHOF
0963-1690, 4 ISSUES A YEAR, VOLUME 12, 2003

Decision Sciences
Editor: RAM NARASIMHAN
0011-7315, 4 ISSUES A YEAR, VOLUME 34, 2003

Decision Sciences Journal of Innovative Education
Editor: BARBARA B. FLYNN
1540-4595, 2 ISSUES A YEAR, VOLUME 1, 2003

Economic Outlook
Editor: ADRIAN COOPER
0140-4890, 4 ISSUES A YEAR, VOLUME 27, 2003

Entrepreneurship Theory & Practice
Editor: D. RAY BAGBY
1042-2587, 4 ISSUES A YEAR, VOLUME 28, 2003

European Financial Management
Editor: JOHN DOUKAS
1354-7798, 4 ISSUES A YEAR, VOLUME 9, 2003

Financial Accountability & Management
Editor: IRVINE LAPSLEY
0267-4424, 4 ISSUES A YEAR, VOLUME 19, 2003

Financial Markets, Institutions, and Instruments
Editor: ANTHONY SAUNDERS
0963-8008, 5 ISSUES A YEAR, VOLUME 12, 2003

The Financial Review
Editor: STEPHEN P. FERRIS
0732-8516, 4 ISSUES PER YEAR, VOLUME 38, 2003

Gender, Work and Organization
Editors: DAVID KNIGHTS and DEBORAH KERFOOT
0968-6673, 5 ISSUES A YEAR, VOLUME 10, 2003

Governance
An International Journal of Policy Administration and Institutions
Editors: BERT A. ROCKMAN and GRAHAM K. WILSON
0952-1895, 4 ISSUES A YEAR, VOLUME 16, 2003

Industrial Relations
A Journal of Economy and Society
Editors: DAVID I. LEVINE and DANIEL J. B. MITCHELL
0019-8676, 4 ISSUES A YEAR, VOLUME 42, 2003

Industrial Relations Journal
Editor-in-Chief: BRIAN TOWERS
Editor: NICHOLAS BACON
0019-8692, 5 ISSUES A YEAR, VOLUME 34, 2003

International Economic Review
Editors: RANDALL WRIGHT and CHARLES Y. HORIOKA
0020-6598, 4 ISSUES A YEAR, VOLUME 44, 2003

International Finance
Editor: BENN STEIL
1367-0271, 3 ISSUES A YEAR, VOLUME 6, 2003

International Journal of Management Reviews
Editor: ANDREW STARK
1460-8545, 4 ISSUES A YEAR, VOLUME 5, 2003

International Journal of Selection and Assessment
Editors: DENIZ S. ONES and JESÚS F. SALGADO
0965-075X, 4 ISSUES A YEAR, VOLUME 11, 2003

International Journal of Training and Development
Editors: PAUL LEWIS (Editor-in-Chief), WILLIAM J. ROTHWELL (North America Editor) LU FENG (China Editor)
1360-3736, 4 ISSUES A YEAR, VOLUME 7, 2003

International Review of Finance
Editors: SHERIDAN TITMAN (Managing Editor), NAI-FU CHEN, BRUCE D. GRUNDY, TAKAO KOBAYASHI and NEAL STOUGHTON
1369-412X, 4 ISSUES PER YEAR, VOLUME 4, 2003

International Social Security Review
Editor: MIKE GAUTREY
0020-8701, 4 ISSUES PER YEAR, VOLUME 56, 2003

Journal of Business, Finance and Accounting
Editors: RICHARD BRISTON (Managing Editor), L. A. GORDON, P. F. POPE, A. W. STARK and M. WALKER
0306-686X, 5 ISSUES A YEAR, VOLUME 30, 2003

Journal of Contingencies and Crisis Management
Editors: URIEL ROSENTHAL and ALEXANDER KOUZMIN
0966-0879, 4 ISSUES A YEAR, VOLUME 11, 2003

Journal of Finance
Editor: RICHARD C. GREEN
0022-1082, 6 ISSUES A YEAR, VOLUME 58, 2003

The Journal of Financial Research
Editor: WILLIAM T. MOORE
0270-2592, 4 ISSUES PER YEAR, VOLUME 26, 2003

Journal of International Financial Management and Accounting
Editors: FREDERICK CHOI and RICHARD LEVICH
0954-1314, 3 ISSUES A YEAR, VOLUME 14, 2003

Journal of Management Studies
Editors: TIMOTHY CLARK, KAREN LEGGE and MIKE WRIGHT
0022-2380, 8 ISSUES A YEAR, VOLUME 40, 2003

Journal of Small Business Management
Editors: DANIEL L. MCCONAUGHY and CHANDRA S. MISHRA
0047-2778, 4 ISSUES PER YEAR, VOLUME 41, 2003

LABOUR: Review of Labour Economics and Industrial Relations
Editor: RENATO BRUNETTA
1121-7081, 4 ISSUES A YEAR, VOLUME 17, 2003

Mathematical Finance
An International Journal of Mathematics, Statistics and Financial Economics
Editor: ROBERT A. JARROW
0960-1627, 4 ISSUES A YEAR, VOLUME 13, 2003

New Technology, Work, and Employment
Editor: CHRISTOPHER BALDRY
0268-1072, 3 ISSUES A YEAR, VOLUME 18, 2003

Public Administration
Editor: R.A.W. RHODES
0033-3298, 4 ISSUES A YEAR, VOLUME 81, 2003

Public Administration Review™
Editor-in-Chief: LARRY D. TERRY
0033-3352, 6 ISSUES PER YEAR, VOLUME 63, 2003

Public Money & Management
Integrating Theory and Practice in Public Management
Editors: FRANCIS TERRY, ANDREW GRAY and SANDRA NUTLEY, MICHAELA LAVENDER (Managing Editor)
0954-0962, 4 ISSUES A YEAR, VOLUME 23, 2003

R&D Management
Editor: JEFF BUTLER and ALAN PEARSON
0033-6807, 5 ISSUES PER YEAR, VOLUME 33, 2003

World Banking Abstracts
The International Journal of the Financial Services Industry
Editors: E.P.M. GARDENER and PHILIP MOLYNEUX
0265-9484, 6 ISSUES PER YEAR, VOLUME 20, 2003

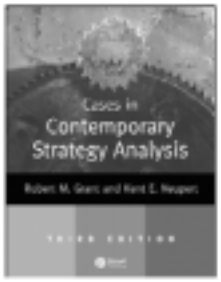
Blackwell Publishing

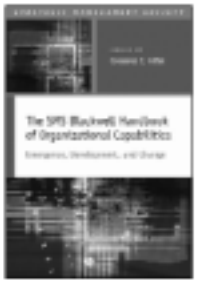
BOOKS:
Phone: **1-800-216-2522** • Fax: **802-864-7626**
e-mail:
books@bos.blackwellpublishing.com

JOURNALS:
Phone: **1-800-835-6770** • Fax: **781-388-8232**
e-mail:
subscrip@bos.blackwellpublishing.com

www.blackwellpublishing.com

NEW FROM BLACKWELL





Blackwell Handbook of Global Management
A Guide to Managing Complexity
Edited by HENRY W. LANE, MARTHA MAZNEVSKI, MARK MENDENHALL *and* JEANNE MCNETT
JANUARY 2004 ~ 6.75 X 9.75 ~ 544 PAGES
0-631-23193-5 ~ HARDCOVER

International Bank Management
DILEEP R. MEHTA *and* HUNG-GAY FUNG
DECEMBER 2003 ~ 7.5 X 9.75 ~ 448 PAGES
1-4051-1128-3 ~ HARDCOVER

The Blackwell Handbook of Organizational Learning and Knowledge Management
MARK EASTERBY-SMITH *and* MARJORIE LYLES
OCTOBER 2003 ~ 6.75 X 9.75 ~ 696 PAGES
0-631-22672-9 ~ HARDCOVER

International Management
Cross-Boundary Challenges
PAUL N. GOODERHAM *and* ODD NORDHAUG
SEPTEMBER 2003 ~ 6.75 X 9.75 ~ 448 PAGES
0-631-23342-3 ~ PAPERBACK
0-631-23341-5 ~ HARDCOVER

Handbook of International Trade
Edited by E. KWAN CHOI *and* JAMES HARRIGAN
AUGUST 2003 ~ 6.75 X 9.75 ~ 416 PAGES
0-631-21161-8 ~ HARDCOVER

The SMS Blackwell Handbook of Organizational Capabilities
Emergence, Development and Change
Edited by CONSTANCE HELFAT
JULY 2003 ~ 6.75 X 9.75 ~ 648 PAGES
1-4051-0304-3 ~ HARDCOVER

Cases in Contemporary Strategy Analysis
Third Edition
ROBERT GRANT *and* KENT NEUPERT
JULY 2003 ~ 7.5 X 9.75 ~ 384 PAGES
1-4051-1180-1 ~ PAPERBACK

Contemporary Strategy Analysis
Concepts, Techniques, Applications
Fourth Edition
ROBERT GRANT
DECEMBER 2001 ~ 7.5 X 9.75 ~ 568 PAGES
0-631-23136-6 ~ PAPERBACK
0-631-23135-8 ~ HARDCOVER

The Revolution in Corporate Finance
Fourth Edition
Edited by JOEL M. STERN *and* DONALD H. CHEW
MAY 2003 ~ 7.5 X 9.75 ~ 648 PAGES
1-4051-0701-7 ~ PAPERBACK

The Blackwell Handbook of Cross-Cultural Management
Edited by MARTIN GANNON *and* KAREN NEWMAN
JULY 2001 ~ 6.75 X 9.75 ~ 544 PAGES
0-631-21430-6 ~ HARDBACK

International Trade, Growth, and Development
Essays by PRANAB BARDHAN
FEBRUARY 2003 ~ 6.75 X 9.75 ~ 296 PAGES
1-4051-0141-6 ~ PAPERBACK
1-4051-0140-7 ~ HARDCOVER

Blunders in International Business
Third Edition
DAVID A. RICKS
NOVEMBER 1999 ~ 5.5 X 8.5 ~ 184 PAGES
0-631-21770-2 ~ PAPERBACK
0-631-21912-9 ~ HARDCOVER

China's Economic Transformation
GREGORY C. CHOW
FEBRUARY 2002 ~ 6.75 X 9.75 ~ 424 PAGES
0-631-21330-X ~ PAPERBACK
0-631-23329-6 ~ HARDCOVER

Global Corporate Finance
Fifth Edition
SUK KIM, SEUNG H. KIM *and* KENNETH KIM
DECEMBER 2001 ~ 6.75 X 9.75 ~ 608 PAGES
0-631-22951-5 ~ HARDCOVER

International Management Behavior
Text, Readings and Cases
HENRY W. LANE, JOSEPH J. DISTEFANO *and* MARTHA MAZNEVSKI
JULY 2000 ~ 7.5 X 9.75 ~ 554 PAGES
0-631-21831-9 ~ PAPERBACK

Blackwell Publishing

BOOKS:
Phone: **1-800-216-2522** • Fax: **802-864-7626**
e-mail:
books@bos.blackwellpublishing.com

JOURNALS:
Phone: **1-800-835-6770** • Fax: **781-388-8232**
e-mail:
subscrip@bos.blackwellpublishing.com

www.blackwellpublishing.com

THOMSON
SOUTH-WESTERN

South-Western/Thomson - Leading the Market in Business & Economics Educational Publishing Worldwide

Adler
International Dimensions of Organizational Behavior, 4e, 0-324-05786-5

Butler
Multinational Finance, 3e, 0-324-17745-3

Cadotte/Bruce
Management of Strategy in the Marketplace with Global Corporate Management with Simulation, 0-324-16865-9

Carbaugh
International Economics, 9e, 0-324-05589-7

Cullen
Multinational Management: A Strategic Approach, 2e, 0-324-05589-2

Czinkota/Ronkainen/Moffett
- *Fundamentals of International Business* 0-324-25564-6
- *International Business: Update 2003* 0324-17660-0

Czinkota
International Marketing, 7e, 0-324-19846-8

Daniels/VanHoose
- *Global Economic Issues and Policy* 0-324-07188-4
- *International Monetary and Financial Economics*, 2e, 0-324-06362-8

DiMatteo
The Law of International Business Transactions 0-324-04097-0

Hitt/Ireland/Hoskisson
Strategic Management: Competitiveness and Globalization, Concepts and Cases, 5e 0-324-11479-6

Jain
- *International Marketing*, 6e, 0-324-06370-9
- *International Marketing Cases* 0-324-06373-3

Kennett
A New View of Comparative Economics, 2e 0-324-17073-4

Krugman
International Economics: A Policy Approach, 9e 0-03-034156-6

Madura
International Financial Management, 7e 0-324-16551-X

Saudagaran
International Accounting, 2e, 0-324-18620-7

Shaffer
International Business Law and Its Environment, 5e, 0-324-06898-X

Stuart/Stuart
Ethics in a Post-Enron Age, 0-324-18145-0

Terpstra/Russow
International Dimensions of Marketing, 4e 0-324-01491-0

Warren/Reeve
Financial Accounting for Future Business Leaders, 0-324-19183-6

Wolfe
The Global Business Game: A Simulation in Strategic Management and International Business, Release 2.0, 0-324-16186-7

Yarbrough/Yarbrough
The World Economy: Trade and Finance, 6e 0-324-18329-1

Celebrating 100 Years of Excellence

http://www.swlearning.com

P: 1.800.423.0563 • F: 1.859.647.5020 • Request Texts at http://snapshot.swlearning.com

2004

Call for Papers

see page 59

AIB 2004 will be held in
Istanbul, Turkey at the fabulous
Swissôtel Istanbul
The Bosphorus

Program Chair:
Nakiye Boyacigiller
Sabanci University

Submission Deadline:
December 5, 2003

For more details, visit
the **2004 Table Exhibit**

AIB
Academy of International Business

AIB Institutional Members

Florida International University

Georgia State University

Indiana University

Michigan State University

The George Washington University

University of Hawaii

University of Nevada, Las Vegas

University of San Francisco

University of Scranton

University of South Carolina

York University

Become an institutional member:

Your school can join the prestigious schools above by becoming an institutional member of the AIB. Forms are available on the following page, in each newsletter and on our Web site (http://www.aibworld.net). Please feel free to contact the AIB Secretariat if you have any questions about membershipby emailing aib@cba.hawaii.edu.

Terms of Membership:

For an annual fee of US$1,000, a school may designate two faculty members to receive AIB membership and two to receive registration at the AIB's Annual Meeting. A Ph.D. candidate may also be nominated to receive membership and meeting registration provided that he or she commits to attending the Doctoral Consortium. Each participating institution will be recognized once a year in both the AIB Newsletter and the Annual Meeting Program.

AIB INSTITUTIONAL MEMBERSHIP APPLICATION

ACADEMY OF INTERNATIONAL BUSINESS

Terms of Membership: For an annual fee of US$1,000, a school may designate two faculty members to receive AIB membership and two to receive registration at the AIB's Annual Meeting. A Ph.D. candidate may also be nominated to receive membership and meeting registration provided that he or she applies to attend the Doctoral Consortium. Each participating institution will be recognized once a year in both the AIB Newsletter and the Annual Meeting Program.

INSTITUTION'S CONTACT INFORMATION

Please type or print clearly and remit payment with form.

FIRST NAME | INITIAL | FAMILY NAME

POSITION TITLE | ORGANIZATION

STREET ADDRESS LINE 1

STREET ADDRESS LINE 2

CITY | STATE | COUNTRY | POSTAL CODE

TELEPHONE | FAX

E-MAIL | PERSONAL WEB PAGE

Make cheques payable to the Academy of International Business. Applicants outside the US must pay by credit card or remit funds by means of an international money order denominated in US dollars or by a check drawn upon a US bank. Foreign cheques must have micro-encoded banking information, including the ABA routing number at the bottom of the cheque, a US bank address and have the US dollar amount imprinted on them. The regular annual membership dues of $85 and the Student and Low-income annual membership of $45 in the Academy of International Business both include $40 for a one-year subscription to the Journal of International Business Studies. (Federal Employer ID #23-7442958).

You must return this form (or a copy) with your payment to ensure proper recording. (Return by May 15, 2003 for the current meeting.)

AMOUNT PAID: $ _____ (Dues for _____ years)

METHOD OF PAYMENT:

❑ Cheque (No.: _____ Date: _____)

❑ Credit Card (Circle: MasterCard / VISA / AMEX / Diners / Discover)

_____

Credit Card Number

Expiration Date: _____/_____ (Month/Year)

_____

Signature (if credit card payment)

MAIL TO: Academy of International Business
University of Hawai`i at Manoa - CBA
2404 Maile Way (C-306)
Honolulu, HI 96822-2223 USA

FAX TO: (808) 956-3261

NAMES OF NOMINEES

- Please write the names of the individuals at your institution who will receive the benefits listed below.
- Attach a copy of the "Individual Membership" form on the next page for each person nominated.
- Check off the box for "Institutional Nominee" on the form.

MEMBERSHIP #1

FIRST NAME | INITIAL | FAMILY NAME

POSITION/TITLE | FAX NUMBER

E-MAIL

MEMBERSHIP #2

FIRST NAME | INITIAL | FAMILY NAME

POSITION/TITLE | FAX NUMBER

E-MAIL

Our institution nominates the following two individuals to attend the AIB's Annual Meeting in Istanbul, Turkey on July 10-13, 2004.

REGISTRATION #1 (name only if same as #1 above)

FIRST NAME | INITIAL | FAMILY NAME

POSITION/TITLE | FAX NUMBER

E-MAIL

REGISTRATION #2 (name only if same as #2 above)

FIRST NAME | INITIAL | FAMILY NAME

POSITION/TITLE | FAX NUMBER

E-MAIL

Ph.D. Nominee (Membership and 2003 Registration Fee)

FIRST NAME | INITIAL | FAMILY NAME

POSITION/TITLE | FAX NUMBER

E-MAIL

CALL FOR PAPERS

AIB 2004
Swissôtel Istanbul, The Bosphorus
Istanbul, Turkey • July 10-13, 2004

Academy of
International Business

Bridging with the Other:
The Importance of Dialogue in International Business

Istanbul couldn't be a more ideal venue to hold the 2004 annual meeting of the Academy of International Business. For centuries it has been a crossroads as a place where people of different nationalities, religions, and cultures have met and engaged in exchange. Turkey, that enigma of a secular democracy in a majority Islamic population, with strong ties to Europe, Central Asia, and the Middle East, is a place where the AIB will find a perfect venue to grapple with today's pressing and important issues. As a literal and metaphoric bridge between East and West, meeting in Istanbul suggests a conference theme with a focus on bridging as a vehicle for creating dialogues leading to understanding.

Current history also seems to be calling out for more and better dialogue, and stronger yet flexible bridges. Will the 21st century be a celebration of one world and many cultures, or will it mark the end of civilization? How the dialogue gets framed will strongly influence whether society enters a new renaissance or the painful denouement of civilization as we enjoy it today. As scholars, we have the opportunity and responsibility to frame the conversations the world has about issues that matter. What kinds of critical dialogues are needed in international business? How can we make a difference, both in the development of our field and to understanding in our world? Join us in Istanbul and help us frame the 21st century's conversation about global issues and international business.

The theme, *Bridging with the Other*, draws our attention to under-examined locales, rarely heard voices, and under-represented scholarly perspectives in international business. Which dialogues are missing that would inform your research and theorizing? Who would you invite if you wanted to hold conversations about your research with the best thinkers in the world? Who should be coming to AIB meetings, but never or seldom attends? While open to all of your best work, this year's conference seeks to encourage symposia and paper offerings that build bridges by:

- Increasing participation from social sciences that have played an important role in the development of International Business, but are recently rarely in evidence at our annual meetings. Papers and symposia that include scholars from history, anthropology, sociology, political science, psychology, law and comparative religion are particularly welcome.
- Interdisciplinary papers and panels with a focus on multiple levels of analysis are eagerly sought.
- Papers and symposia that include scholars from diverse locations and backgrounds are particularly encouraged, as the best way to foster cross-border dialogue is to include individuals from a range of backgrounds.
- Panels with executive contributors or discussants, to build bridges between IB scholars and IB practitioners.

The theme, *Bridging with the Other: The Importance of Dialogue in International Business* encourages sessions that integrate across levels of analysis and fields of inquiry in novel ways. For example,

- Can a historical appreciation of the development of Western management practices lend insights to debates in the Islamic world for a form of capitalism that respects Islamic values? Does it make sense to speak of an Islamic style of management or "Islamic Banking" more so than a Christian style of management? Should we seek to expand our study of culture and its impact in organizations to include religious values?
- How should IB research reflect the increased appreciation of the institutional environment, and the growing realization that key institutions are often lacking in emerging economies?
- If the bottom of the pyramid is the ideal locale to launch disruptive innovations (see Hart, 2003), how and where we do conduct strategy research? What does "the bottom of the pyramid" bring to our conceptualization of global strategy?
- Given that "valuable knowledge does not travel well" (Doz, 2003), how can we increase our understanding of the complex cultural realities of multinational work teams to truly allow them to play their bridging function across the multinational enterprise? Can recent developments in anthropology and technology better inform cross-cultural management research?

- Is there a need to rebuild bridges back both to the social sciences and to the business functions (Cavusgil, 2003)? Has IB research focused too much attention on the firm and not enough attention on its attendant components? How can we better understand societal transformations in various markets and chart targeting/segmentation/positioning strategies in light of that understanding? Can we blend the knowledge bases in psychology, sociology, and anthropology with that in, for example, marketing toward these ends?
- Are history and culture still important as firms seek capital globally and expand control systems globally? Is there a pax Americana developing in the area of financial reporting and regulation? Given the apparent failure of the US system, what should be happening? Are there regions that are less integrated into the global financial market, and do they offer opportunities for expansion or are they minefields to be avoided?

Building bridges is best done through dialogue. To the extent possible, this year's conference will emphasize interactive sessions, where the audience has more than a passive role and where the presenters seek to build on each other's contributions. The program committee hopes for sessions that foster open discourse among and across the traditional areas of international business.

Pre-conference Professional Development Program

This year we also seek to begin a pre-conference, Professional Development Program, to be held on Saturday, July10th. The PDP portion of the conference will be devoted to hands-on workshops that require more than the typical time allotted during the regular conference. These sessions may be teaching or research oriented---but we anticipate that their focus will be on skill building for our members (e.g. research methods workshops, teaching methods and pedagogical innovations workshops).

Paper Submission

Papers and panel submissions are categorized into nine tracks. Each paper or panel proposal must be submitted to only one track. Select the track closest to your proposal from the list below. Please note we do not have a separate track for the conference theme. Rather than separating a "bridges track" we hope that most of the sessions across the program will incorporate the theme. Each track chair will nominate a session from his or her track for special recognition as an example of creative bridging and/or critical dialogues.

Tracks

1. International Political Economy, Business History, Law and Ethics
2. Economics, Finance and Accounting
3. New Ventures, Emerging Markets and Transition Economies
4. Modes of Entry, Alliances and Networks
5. Strategic Management
6. New Institutional Economics and Organizational Theory
7. Culture, Organizational Behavior and Human Resource Management
8. Marketing and Supply Chain Management
9. Pre-Conference Professional Development Program

Please follow the detailed submission instructions on the 2004 meeting page at www.aibworld.net. Note this year we are initiating a new process of submitting proposals directly to each track via the web-page submission form at http://www.cbs.dk/aib2004/. Submissions must be submitted by December 5th, 2003, in your time zone. Please direct any questions to the Program Chair, Nakiye Boyacigiller, at aib2004@sabanciuniv.edu.

I look forward to receiving your submissions and to seeing you in Istanbul!

Dr. Nakiye Boyacigiller
Program Chair, AIB 2004 Annual Meeting
Dean, Graduate School of Management
Sabanci University
Orhanli, Tuzla,
81474 Istanbul, Turkey
aib2004@sabanciuniv.edu

Information: www.aibworld.net
Paper Submission: www.cbs.dk/aib2004/
Questions: aib2004@sabanciuniv.edu
Submission Deadline: ***December 5, 2003***

(Citations to the work of Tamer Cavusgil, Yves Doz and Stuart Hart, are from their presentations at the JIBS First Annual Conference on Emerging Research Frontiers in International Business, Fuqua School of Business, Duke University, March 6-9, 2003.)

2003 AIB Annual Meeting Registration Invoice Form

Hyatt Regency, Monterey • Monterey, California • July 5-8, 2003

Please mark the appropriate box(es)
Print or type all information clearly

- ❑ Registration for AIB 2003 Annual Meeting
- ❑ Renewal of current AIB Membership
- ❑ Application for new membership in the AIB
- ❑ Purchase of Guest Event Tickets
- ❑ Updating address or other info (Current Member)

FAMILY (or LAST) NAME	MEMBER ID#
FIRST NAME (for name tag)	MIDDLE INITIAL
ADDRESS Line 1	
ADDRESS Line 2	
CITY	STATE
POSTAL CODE	COUNTRY
TELEPHONE	FAX
E-MAIL	PERSONAL WEB PAGE
POSITION/TITLE	ORGANIZATION
ARRIVAL DATE	ARRIVAL TIME
DEPARTURE DATE	DEPARTURE TIME

Make cheques payable to the Academy of International Business. Foreign cheques must have micro-encoded banking information, a US bank address, and the US dollar amount imprinted on the cheque.

REFUND POLICY for cancellation:
No refunds after June 16, 2003

Return this form (or a copy) with your payment to ensure proper recording of your payment.

MAIL: Academy of International Business
College of Business Administration
University of Hawai'i at Manoa
2404 Maile Way, C-306
Honolulu, Hawaii 96822-2223 USA
FAX: (808) 956-3261

REGISTRATION FEES

(Includes meeting registration, coffee breaks, poster sessions with refreshments, Presidential Reception, Awards Dinner, Gala event and Dinner, bag, Proceedings, and more.)

Note: Non-members must pay the registration fee plus one year of membership to register. Only valid members as of June 2003 may register without paying dues.

AIB MEETING REGISTRATION FEE **$**_____

❑ **LATE AIB MEMBER REGISTRATION**: US$450.00
If received AFTER June 15, 2003 (US$535 with one year membership)

❑ **LATE STUDENT AIB MEMBER REGISTRATION**: US$225.00
With copy of valid University ID (US$270 with one year membership)

❑ **LATE LOW-INCOME AIB MEMBER REGISTRATION**: US$225.00
Gross annual income below US$25,000 (US$270 with one year membership)

SPOUSE/GUEST TICKETS - ❑ Package US$120.00

❑ *Presidential Reception - $35*
❑ *Awards Dinner - $40*
❑ *Gala event and Dinner - $50* **$**_____

_____
SPOUSE/GUEST'S NAME (for name tag if purchasing the Spouse/Guest package)

DONATIONS

❑ **ADOPT-A-LIBRARY** - US$50 per subscription **$**_____

❑ **AIB FOUNDATION** - any amount appreciated **$**_____

TOTAL $_____

Federal Employee ID #23-744298 *DUNS #797963394*

METHOD OF PAYMENT

❑ CHEQUE or MONEY ORDER (Enclose with form)
Cheque No. _____ Cheque Date: ___/___/___

❑ CREDIT CARD (Check one)
❑ MasterCard ❑ VISA ❑ AMEX ❑ Discover ❑ Diners

_____
CREDIT CARD NUMBER

Expiration Date _____/_____ (Month/Year)

_____
NAME ON CARD

Total Amount $ _____

_____
SIGNATURE (If Credit Card Payment)

List of Participants

Adler, Nancy J. 3.8.6
Aggarwal, Raj Tue 5:30PM
Aguilera, Ruth 3.9.4
Aharoni, Yair 3.7.7
Akbar, Yusaf H. 1.1.8, 2.3.8, 3.6.8
Alcacer, Juan Sat. 10AM, 1.2.3
Almor, Tamar 3.7.3
Ambos, Bjorn 3.9.7
Amine, Lyn 2.5.1
Andersson, Ulf Mon. 12PM, 2.5.4
Ando, Naoki 2.4.6
Andresen, Robert Tue 5:30PM
Annavarjula, Madan Tue 5:30PM
Anwar, Syed Tariq Tue 5:30PM
Araujo-Cabrera, Yasmina 3.7.6
Arbelaez, Harvey 1.1.2, 1.2.1, 3:9:1
Arndt, Aaron 2.4.7
Aroskar, Raj 3.7.5
Asakawa, Kazuhiro 1.1.8, 1.2.6
Asgary, Nader 3.6.6
Askari, Hossein 1.2.1, 3.7.8
Athanassiou, Nicholas 2.3.3, 3.7.4
Aybar, C. Bulent 3.6.2
Baack, Daniel W. 2.5.2
Babo, Michael 3.6.5
Baek, H. Young 3.7.4
Banerji, Kunal Sun. 12PM
Barnes, Barry Mon. 12PM
Beamish, Paul W. 1.1.5, 3.6.3, 3.7.5, 3.8.1
Behara, Ravi S. Sun. 12PM
Behnam, Michael 3.9.6
Beldona, Sam Tue 5:30PM
Beldona, Sri Tue 5:30PM
Belkin, Liuba 2.3.6
Berg, David M. Tue 5:30PM
Berg, Nicola 3.8.1
Berg, Robert A. Sun. 12PM
Berk Kan, Ozgur 3.6.2
Berry, Heather Sat. 10AM, Mon. 12PM
Bianchi, Constanza 1.2.5
Bicknell, Helen Tue 5:30PM
Bird, Allan Mon. 12PM, 3.8.6, Tue 5:30PM
Birtch, Flora Tue 5:30PM
Björkman, Ingmar 2.5.4, 3.6.6
Block, Steven 1.2.4
Bogun, Lyubov 3.8.7
Boubakri, Narjess 3.7.2
Boyacigiller, Nakiye 3.6.4, 3.8.6
Bradshaw, Robert Mon. 12PM
Brannen, Mary Yoko 1.2.3, 2.3.6
Branstetter, Lee 2.3.7
Brain, Cecilia 3.7.7
Brewer, Paul 3.8.2
Brimo, M. L. 3.6.6
Brock, David M. Mon. 12PM
Brookfield, Jonathan 3.6.5
Brouthers, Keith D. 1.1.4
Brouthers, Lance Eliot 1.1.4
Bruce, David 1.1.2
Buck, Trevor 3.8.5
Buckley, M. Ronald 3.6.6
Buckley, Peter 1.1.7, 3.6.4
Bunyaratavej, Kraiwinee 2.3.2
Burmester, Brent 2.3.6
Burridge, Mark Mon. 12PM
Cahill, Kim Sat. 2PM
Campbell-Hunt, Colin 3.7.3
Cannice, Mark V. 3.8.7
Cantwell, John Sat. 10AM, 1.1.3, 1.2.3, 2.4.3
Cardoza, Guillermo 1.2.1
Carraher, Shawn M. 3.7.4
Carvalho, Sergio W. 1.2.2
Cavusgil, Tamer 3.6.5
Chacar, Aya S. 3.9.3
Chadee, Doren Sun. 12PM, 3.6.5
Chang, Daniel Sun. 12PM
Chang, T. Steven Sun. 12PM
Chapa, Sindy 3.8.2
Chapman, Malcolm 1.1.7, Sun. 12PM, 2.3.6
Chaudhry, Peggy E. 1.2.2
Chen, Cheng-Nan 2.4.2
Chen, Dong 2.3.1
Chen, Hsiang-Chun (Jocelyn) 3.6.1
Chen, Jiun-Shiu 3.6.6
Chen, Roger (Rongxin) 3.8.7
Chen, Shih-Fen S. Mon. 12PM
Chen, Yifeng 2.4.6
Cheng, Dawei Sun. 12PM
Chetty, Sylvie 3.7.3
Cheung, Mee-Shew 2.5.2
Chini, Tina C. 3.9.7
Cho, Dong-Sung Sun. 12PM,1.1.8, 2.4.5, 3.7.5
Cho, Hyuk-soo 2.4.7
Choe, Soonkyoo 3.8.3
Choi, Chong Ju Tue 5:30PM
Choi, Jongmoo Jay 1.2.4, 3.6.2, 3.7.2
Chung, Changwha 3.6.3, 3.7.5
Chung, Wilbur Sat. 10AM, 1.2.3
Clarke, James 3.9.3
Clarke, Ruth Mon. 12PM
Clegg, Jeremy Sun. 12PM
Click, Reid W. 1.1.2, 3.6.2
Clougherty, Joseph A. 2.5.8
Cobas Flores, Elisa 1.2.1
Contractor, Farok J. 1.1.3
Coompanthu, Somchanok 3.8.7
Cooper, Danielle 1.1.6
Cordell, Victor 1.2.2
Cory, Gerald A. 1.1.7
Cosset, Jean-Claude 3.7.2
Crespy, Charles T. 1:2:1, Tue 5:30PM
Criscuolo, Paola 3.9.7
Cronin, Patrick Mon. 12PM
Cruz Basso, Leonardo Fernando 2.5.1
Cuervo-Cazurra, Alvaro 1.1.4, 2.5.3, 3.7.3
Cui, Geng 2.4.3
Czinkota, Michael R. 2.3.7
Dacin, Tina Sat. 10AM
Dakhli, Mourad 1.1.6, Sun. 1:30PM
Damanpour, Fariborz Tue 5:30PM
Daniels, John 3.8.7
Dasari, Usha Sun. 12PM
De Beule, Filip 2.3.4
de la Garza Carranza, María Teresa 3.6.4
de Luque, Mary Sully 3.8.6, 3.9.8
Delios, Andrew 1.1.5, 2.5.6
Delmas, Magali 2.5.7
Demina, Natalya 3.8.5
Desai, Mihir 1.2.8, 3.6.2, 3.7.8, 3.8.1
Detomasi, David Sun. 12PM
Dhakar, Tej S. Sun. 12PM
Dhanaraj, Charles 1.1.4
Ding, Hung-bin Mon. 12PM
Doh, Jonathan P. 3.6.3, 2.5.7, 3.6.7
Dolles, Harald 3.6.5
Dow, Douglas Mon. 12PM
Dow, Sandra 3.7.2, Tue 5:30PM
Doz, Yves Sat. 10AM, 1.1.7, 2.4.4
Dunlap-Hinkler, Denise 1.2.3
Duriau, Vincent J. 2.5.4
Eapen, Alex 2.3.4
Eccles, David 2.3.3
Eden, Lorraine Sat. 10AM, 1.1.4, 2.4.7, 2.5.7, 3.6.3
Egri, Carolyn P. Tue 5:30PM
Eibel-Spanyi, Katalin 2.5.5
Elango, B. 1.1.5
Elenkov, Detelin S. 2.5.6
Ellis, R. Susan 2.4.1
Enderwick, Peter 2.4.8
Enright, Michael J. 1.1.7, 2.4.4, 3.9.7
Ensign, Prescott C. 2.3.3
Erramilli, M. Krishna 1.2.5
Fassott, Georg Mon. 12PM
Feinberg, Susan Sat. 10AM
Ferreira, Manuel P. Tue 5:30PM
Fey, Carl F. 2.5.5, 3.6.6, 3.7.1
Filatotchev, Igor 3.8.5, 3.9.4
Filippaios, Fragkiskos 3.9.5
Fisman, Raymond 2.3.7
Florez, Javier 1.2.1
Foley, Fritz Sun. 1:30PM, 2.3.7, 3.6.2, 3.7.8, 3.8.1
Ford, John B. 3.9.5
Forrer, John 1.2.1, 3.7.8
Forsgren, Mats 2.5.4
Foss, Nicolai J. 2.5.6
Frayne, Colette 3.8.6
Frost, Tony 1.1.3, 2.3.3, 3.9.7
Frynas, Jedrzej George 3.7.4
Gabrielsson, Mika 3.7.7
Gabrielsson, Peter 3.7.7
Ganitsky, Joseph 2.5.1, 3.9.1
Garcia-Pont, Carlos 2.5.6, 3.9.6
Gardberg, Naomi 2.3.6, 3.7.6
Genc, Mehmet 2.5.3
Georgopoulos, George 2.4.8
Ghauri, Pervez N. Sat. 2PM
Gibson, Cristina B. Sun. 1:30PM
Gilbert, Dirk Ulrich Mon. 12PM, 3.9.6
Glac, Katherina Sun. 12PM
Goerzen, Anthony 3.6.3, 3.7.4, 3.8.1
Gomes-Casseres, Benjamin 1.1.1, 3.7.1, 3.8.3
Gomez, Pierre-Yves Tue 5:30PM
Goodnow, James D. 2.3.4
Gottschalg, Oliver Mon. 12PM

Gray, Sidney J. 2.3.5, 3.8.4
Grevesen, Chris Tue 5:30PM
Griffith, David A. 3.9.2
Gross, Andrew Tue 5:30PM
Grosse, Robert 2.5.1, 3.7.5
Gudergan, Siegfried 2.4.1
Guedhami, Omrane 3.7.2
Guedri, Zied Tue 5:30PM
Guisinger, Stephen E. 2.5.3
Gundersen, David E. Sun. 12PM
Guoqiang, Li 3.8.8
Gupta, Susan Forquer 2.5.5
Hages, James 2.5.3
Hagen, James M. 2.4.2
Hallinger, Philip Tue 5:30PM
Harvey, Michael Sat. 2PM, 3.6.6, 3.7.6
Hashai, Niron 3.7.3
He, Zi-Lin 1.2.5
Hébert, Louis 2.3.3
Hejazi, Walid 2.5.8
Henisz, Witold J. 1.2.7, 2.5.6
Hennart, Jean-François 2.3.4, Mon. 12PM
Herzog, Jan Mon. 12PM
Hewett, Kelly 1.2.2
Hilton, Brian Tue 5:30PM
Hines, James 3.6.2, 3.7.8, 3.8.1
Hirsch, Seev 3.7.3
Hitt, Michael Sat. 10AM
Holt, John 3.8.4
Holtbr, Dirk 2.4.4
Honeycutt, Jr., Earl D. 3.9.5
Hong, Sunghoon 2.3.5
Hooker, Mark Tue 5:30PM
Huang, Hengchiang 1.2.6
Huang, Lan-Ying 3.7.4
Huang, Shu-Yuan 2.4.2
Hult, G. Tomas 2.4.2
Ito, Kiyohiko Sun. 1:30PM, 3.8.4
Jansen, Justin J.P. 3.7.6
Jaque, Laurent 3.7.2
Javalgi, Raj Tue 5:30PM
Jenkins, Mauricio 1.1.1
Joardar, Arpita 1.1.6
Johnson, Richard A. 2.4.3
Johnston, Stewart 2.4.4
Jun, Yong Wook 3.6.1
Kalnins, Arturs 3.7.1, 3.8.4
Kapasuwan, Supara 2.4.7
Kapur, Devesh 2.3.8, 3.7.8
Kauser, Saleema 2.3.1
Kearney, Colm 1.2.8, 2.4.8
Kedia, Ben L. 3.6.6
Kelly, Janet 3.9.1
Khalid, Saba Mon. 12PM
Killaly, Brad Mon. 12PM
Kim, Byung Jeun 3.6.1
Kim, Jootae 3.7.5
Kim, Yangmin 3.9.3
Kirca, Ahmet H. 3.7.7
Kittler, Markus 3.6.1
Klein, Saul 3.8.3
Knight, Gary A. 2.3.7, 3.9.3
Kogut, Bruce 2.3.7
Kosova, Renata 3.8.5
Kostova, Tatiana Sat. 10AM, 1.1.4, 2.5.6, 3.9.4
Kotabe, Masaaki 3.9.2
Kottaridi, Constantina 3.9.5
Krauter, Elizabeth 2.5.1
Krishnan, Rekha 2.3.1
Kumar, Shyam 3.8.3
Kumar, Vikas 1.1.5, 3.8.5
Kundu, Sumit K. 1.1.5, 3.8.5
Kwantes, Catherine Tue 5:30PM
Kwok, Chuck 3.8.3
Kwon, O. Yul 2.3.5
Kyaw, NyoNyo A. Tue 5:30PM
Label, Wayne A. Sat. 2PM
Lages, Cristiana Raquel 3.8.2
Lages, Luis Filipe 3.8.2
Lane, Harry 3.7.6, 3.8.6
Langholz, Jeffrey A. 3.6.7
Langlois, Ann L. 2.5.2, 3.8.2
Larimo, Jorma 1.1.4, 2.3.5
Lawson, Sheron Mon. 12PM
Lawton, Thomas C. 3.6.8
Lee, Byung (Brian) Hee Mon. 12PM
Lee, Jeoung Yul 3.7.5
Lee, Seung-Hyun 1.2.4
Lee, Yun-Cheol Mon. 12PM
Lehrer, Mark 1.1.8
Lejeuen, M.A. 2.4.2
Lenway, Stefanie A. 3.6.8
Lerpold, Lin 2.3.1, 3.8.3
Lervik, Jon Erland 3.9.6
Lessard, Don Sat. 10AM, 3.9.3
Leung, Mary Sun. 12PM, 3.9.8
Lévy, Brigitte 2.3.7
Lewin, Arie Sat. 10AM, Sat. 2PM, 3.9.8
Li, Dan 2.3.3, Tue 5:30PM
Li, Haiyang 2.4.3
Li, Jing 2.4.1
Li, Lee 3.8.3
Li, Lei 2.4.3
Li, Shaomin Sun. 12PM, 2.5.5
Liang, Guoyong 2.3.5
Liang, Wen-Kuei 3.8.7
Liesch, Peter W. 2.3.7, 3.6.3, 3.9.3
Lin, Hsin-Mei 1.2.6
Lin, Zhiang (John) 3.7.4
Loess, Kurt Tue 5:30PM
Lommelen, Tinne 3.6.3
London, Ted 3.6.7
Lopez, Claude 2.5.8
López, Juan Claudio 2.5.5
Lopuch, Meredith 3.6.7
Lu, Jane W. Mon. 12PM, 3.9.3
Luecke, Gundula 1.1.6
Lui, David T.W. 2.3.2
Lundan, Sarianna M. 1.2.6, 3.9.6
Lunnan, Randi 3.9.6
Luxmore, Stephen R. 2.3.7
Lyles, Marjorie Mon. 12PM, 3.6.4
Machado, Marcilio Mon. 12PM
Macharzina, Klaus Sat. 2PM
Macher, Jeffrey T. 1.2.7
Macpherson, J. Muir 2.3.7
Mahmood, Ishtiaq P. 1.2.8, Mon. 12PM
Maitland, Elizabeth 2.3.6, 2.4.8
Makhija, Mona 1.2.4
Makino, Shige 3.6.3
Manev, Ivan M. 1.1.5, 2.5.6.
Manfredini, Antonio Carlos 3.9.1
Manolova, Tatiana S. 2.4.5
Mansolas, Helen Tue 5:30PM
Martin, Xavier 2.3.3
Martínez-López, Carmen Leonor Tue 5:30PM
Mason, Paul M. Sun. 12PM
Mathews, John 3.7.7
Matthyssens, Paul 3.6.3
Mauri, Alfredo J. 2.4.1
Mazouz, Kader Mon. 12PM
McArthur, David 1.2.6, 3.9.6
McCartney, Timothy Mon. 12PM
McDermott, Gerald A. 2.4.5, 2.5.6
McDonough, III, Edward F. 2.3.3
McGovern, Mark Tue 5:30PM
McGowan, Carl B. 1.1.2, Tue 5:30PM
McGuire, Jean Tue 5:30PM
McGuire, Steven M. 2.3.8, 3.6.8, 3.7.8
McIntyre, John 3.9.8
McKern, Bruce 2.3.7
McMillan, G. Steven 2.4.1
Mellahi, Kamel 3.7.4
Meschi, Pierre-Xavier 1.1.1, 3.8.1
Metcalf, Lynn E. Tue 5:30PM
Meyer, Klaus E. 2.3.4, 2.4.5, 3.7.3, 3.9.5
Mezias, John 1.1.4, 3.9.8
Michaud, Dennis Sun. 12PM
Mileski, Joan P. Mon. 12PM
Millar, Carla C.J.M. Tue 5:30PM
Miller, Stewart 1.1.4
Miller, Van V. Tue 5:30PM
Mishra, Harsh A. 1.2.3
Moeller, Susan E. 1.1.2
Mohr, Alex 3.6.1
Mol, Michael J. 3.9.2
Money, R. Bruce 1.2.2
Montiel, Ivan 2.5.7
Moon, Hwy- hang 1.1.8
Morgan, Eleanor J. 3.7.8
Mudambi, Ram 1.1.3
Mueller, Carolyn B. Tue 5:30PM
Murray, Janet Y. Sun. 12PM, 2.5.2
Murtha, Thomas 3.9.4
Myers, Matthew B. 3.7.6, 3.9.2
Nachum, Lilach 1.1.4, 2.5.4, 3.8.4
Naothinsuhk, Subhatra Tue 5:30PM
Nebus, James 2.3.8
Nevins, Jennifer 2.4.2
Newburry, William E. Mon. 12PM, 3.6.7
Nguyen, Duc Tri 1.2.5
Nguyen, Hung Vo 2.3.4
Nicholas, Stephen 2.3.6, 2.4.8, 2.5.8
Nielsen, Bo Bernhard 2.4.1, 3.8.8, Tue 5:30PM
Nielsen, Jørgen Ulff-Møller 3.9.5
Noboa, Fabrizio 3.9.6
Nollen, Stanley Sun. 12PM
Noonan, Camilla A. 1.2.3, Sun. 1:30PM
Noorderhaven, Niels G. 2.3.1
Novicevic, Milorad M. 3.6.6, 3.7.6.
Nowak, Alojzy Z. Sun. 12PM
O'Neill, Hugh 3.6.7
Osland, Joyce 3.6.6, 3.8.6
Ostale, Enrique 1.2.5
Oxley, Joanne E. 1.2.7
Ozsomer, Aysegul 1.2.2, 3.9.2
Paik, Yongsun 2.4.6
Pak, Yong Suhk Mon. 12PM, 3.7.5
Pan, Yigang 1.1.5
Pangarkar, Nitin 1.1.1, 2.3.1, 3.8.3
Papanastassiou, Marina 3.9.5
Parente, Ronaldo 3.9.2
Park, Chan Hi 3.6.1
Park, Hyeon Jeong 3.6.6
Park, Jae Chan Mon. 12PM
Park, Seung Ho Sun. 12PM, 2.3.1, 2.5.5
Park, Wijin Sun. 12PM

Park, Young-Ryeol 3.7.5
Pattnaik, Chinmay 2.4.5
Patton, John Sun. 12PM, 1.2.5
Pedersen, Torben Sat. 10AM, 2.5.6, 3.8.4
Pekerti, Andre A. 2.4.6
Pennings, Enrico Mon. 12PM
Penz, Elfriede 1.2.2
Pérez, Liliana M. 3.6.6
Persson, Magnus Mon. 12PM
Peters, Susan D. 3.8.5
Peterson, Richard B. Tue 5:30PM
Petrovic, Victor Tue 5:30PM
Phillips, Margaret E. 2.4.6, 3.8.6, Tues. 5:30PM
Pien, Wang 3.6.1
Pigman, Geoffrey Allen 3.7.4
Pitelis, Christos 1.1.7
Pitman, Glenn A. 2.3.8
Portnoy, Rebecca Tue 5:30PM
Pu, Weidong 3.6.5, 3.7.2
Purcell, William R. 2.3.6, 2.4.8, 3.8.4
Qian, Gong Ming 3.8.3
Ragozzino, Roberto 1.1.1
Ralson, David A. Tue 5:30PM
Ramamurti, Ravi 2.3.8
Ramcharran, Harri Tue 5:30PM
Ramos, Miguel 3.7.3
Rasche, Andreas 3.9.6
Reeb, David 1.2.8
Reeves, Terrie C. Tue 5:30PM
Reuer, Jeffrey J. 1.1.1, 2.4.4
Rhee, Dongkee 2.4.6
Rhee, Jay Hyuk Mon. 12PM
Richards, Malika 1.1.1, 3.7.1
Robson, Matthew J. 1.1.1
Rodriguez, Peter 3.6.3
Rodriguez Ayala, Emma L. 2.5.1
Roehl, Thomas W. 3.8.3
Rondinelli, Dennis A. 3.6.7
Rose, Elizabeth L. 3.8.4
Ruckman, Karen 1.2.3
Rufín, Carlos 2.5.7
Rugman, Alan M. 3.6.8, 3.7.7, 3.8.8
Russow, Lloyd Sat. 2PM
Ryans, Jr., John K. 2.5.2, Tue 5:30PM
Sackmann, Sonja 1.1.6, 3.8.6
Sagafi-nejad, Tagi 2.3.5
Saka, Ayse 1.2.6
Sakakibara, Mariko 1.1.3
Salk, Jane Sat. 10AM
Salomon, Robert Sun. 1:30PM, 2.3.3, 3.9.7
Salter, Stephen B. 2.5.5
Samii, Massood V. Sun. 12PM
Samper, Henry Gomez 3:9:1
Sampson, Rachelle Sat. 10AM
Sanna-Randaccio, Francesca 3.8.8
Sargent, John 1:2:1
Saunders, Susan Bartholomew 3.7.1
Schena, Patrick J. 3.7.2
Schlegelmilch, Bodo B. 1.2.2, 3.9.7
Schoenberg, Richard 2.5.3
Scholnick, Barry 2.4.1, 3.7.1
Schrage, Burkhard N. 1.2.4
Schulz, Axel K-D. 2.5.5
Seethepalli, Kalpana 1.2.5
Seth, Anju 3.9.4
Sethi, Deepak 2.5.3
Sharma, Subhash 1.2.2
Shaver, J. Myles 1.2.7, 3.6.3, 3.9.7
Shaw, Ken 2.3.7
Shaw, Vivienne 2.3.1
Shi, Weilei Sun. 12PM
Shi, Ying Sun. 12PM
Shi, Yuwei Sun. 12PM
Shoham, Amir Mon. 12PM
Shum, Wai Cheong 1.1.2
Siegel, Jordan 3.7.1
Silverman, Brian 1.2.7
Silverstein, David Sun. 12PM
Simmonds, Paul G. 2.4.7
Simonin, Bernard L. Sun. 1:30PM
Singh, Kulwant Mon. 12PM
Siscovick, Ilene C. Mon. 12PM
Skakov, Nariman Tue 5:30PM
Skarmeas, Dionisis 1.1.1
Slangen, Arjen Mon. 12PM
Sleuwaegen, Leo Mon. 12PM
Smith, Tasman 2.3.6
Snow, Charles 3.7.7, 3.9.7
Soh, Pek-Hooi 3.7.4
Spital, Francis 2.3.3
Steagall, Jeffrey W. Sun. 12PM
Steidlmeier, Paul 2.3.8
Stephan, Michael 2.5.3
Stoettinger, Barbara 1.2.2
Street, Donna L. 3.7.2
Suder, Gabriele 1.1.8, 2.3.8
Suárez-Ortega, Sonia 3.7.6
Subramaniam, Mohan Mon. 12PM
Suh, Taewon Mon. 12PM
Sutton, Ciara 1.1.6
Swan, Scott Mon. 12PM
Swanson, Peggy E. 3.7.5
Tahir, Rizwan 2.3.5
Takeuchi, Riki 2.5.4
Tallman, Steve 2.5.3
Tamaschke, Rick 3.9.3
Tang, Gordon Y.N. 1.1.2, 2.3.2
Tang, Judy 2.5.5
Tansuhaj, Patriya 2.4.7
Tavares, Ana Teresa 3.7.6
Teagarden, Mary B. 3.9.8
Teegen, Hildy J. 1.2.1, 2.5.7, 3.6.7, 3.7.8
Tessema, Asrat Tue 5:30PM
Thelen, Shawn 3.9.5
Thoumrungroje, Amonrat 2.4.7
Tihanyi, Laszlo 2.4.3
Tjosvold, Dean 2.4.6
Toms, Steve 3.9.4
Tong, W. 2.4.4
Torres-Baumgarten, Gladys Mon. 12PM
Tossavainen, Päivi J Tue 5:30PM
Toulan, Omar 2.4.3
Trevino, Len J. Sun. 12PM, 3.8.5
Tsai, Eric C. 3.6.2
Ueltschy, Linda 1.2.2
Uhlenbruck, Klaus 3.6.3
Ulgado, Francis 2.5.5
Un, C. Annique 1.1.4, 1.2.3
Upadhyaya, Kamal P. Sun. 12PM
Vaaler, Paul M. 1.2.4, 2.3.4
Vachani, Sushil 2.5.7
Van den Bosch, Frans A.J. 3.7.6
Van Den Bulcke, Daniel 1.1.5, 2.3.4, 3.9.5
Van Deusen, Cheryl A. Tue 5:30PM
van Tulder, Rob 2.3.5
Venard, Bertrand 3.8.5
Verma, Rahul 3.6.2
Veugelers, Reinhilde 3.8.8
Villa Soto, Juan Carlos 1.2.1
Volberda, Henk W. 3.7.6
Vora, Davina 1.1.6
Walle, Alf H. 3.6.6
Walter, Ingo Tue 5:30PM
Walters, Peter 2.5.2
Wan, William P. 2.4.3
Watson, Sharon 2.4.2, Mon. 12PM
Welch, Jeanie M. Sun. 12PM
Welge, Martin K. 3.8.1
Werder, Axel V. 3.9.4
Westney, D. Eleanor Sun. 1:30PM
Whitla, Paul 2.5.2
Williamson, Oliver E. Sat. 4:30PM, 1.2.7
Wintoro, Djoko 1.1.2
Wise, Jorge 1.2.1
Wolf, Bernard M. 3.7.7
Wong, Poh-Kam 1.2.5, 3.7.4
Wright, Mike 3.8.5
Wu, Terry Sun. 12PM
Wymbs, Cliff Mon. 12PM, 3.8.1
Xie, Henry Yu Sun. 12PM
Xu, Dean 1.1.5, 2.4.5
Xu, Sichuan 2.4.7
Yakova, Nevana Sun. 12PM, 2.4.2, Mon. 12PM
Yamazaki, Katsuo C. 2.3.6
Yan, Aimin 2.4.5
Yang, Jiawen Sun. 12PM, 1.2.1, 3.6.2, 3.7.8
Yang, Xia Sun. 12PM
Yang, Yi 3.7.1
Yanik, Serhat Tue 5:30PM
Yazici, Selim Tue 5:30PM
Yeoh, Caroline Mon. 12PM, 3.6.1
Yeung, Bernard 1.2.8
Yin, Haiyan Sun. 12PM
Yip, George 2.5.4, 3.9.4
Yiyun, Qiu Sun. 12PM
Young, Stephen 3.7.6
Zaheer, Srilata Sat. 10AM, 1.1.4
Zaidi, Mahmood A. 2.3.3
Zander, Ivo Sun. 12PM, 2.5.8, 3.8.4
Zander, Lena 1.1.6
Zander, Udo Sat. 4PM, Sun. 8:30AM
Zellmer-Bruhn, Mary Sat. 10AM
Zelner, Bennet 1.2.7
Zhan, Wu 1.2.5
Zhan, Xiang 1.1.6
Zhang, Jing 3.7.4
Zhang, Man 2.4.7
Zhang, Yan 2.4.3
Zhou, Changhui 3.9.7
Zhu, Jinyan 3.6.5, 3.7.2, Mon. 12PM
Zimmerman, Alan 1.2.2
Zollo, Maurizio Mon. 12PM
Zong, Sijing Tue 5:30PM

2003 Meeting Sponsors:

Monterey County Visitors and Convention Bureau

Hisense

ROMON GROUP

MONTEREY INSTITUTE OF INTERNATIONAL STUDIES

The 45th Annual Meeting
of the Academy of International Business

The Power of Ideas and International Business

Hyatt Regency Monterey
Monterey, California, USA
July 5-8, 2003

© 2003 Academy of International Business

For information, please contact:
AIB Executive Secretariat
James R. Wills Jr., Executive Secretary, or
Laurel King, Managing Director
2404 Maile Way
University of Hawai'i, CBA C-306
Honolulu, Hawai'i 96822 USA
Tel: (808) 956-3665 ● Fax: (808) 956-3261 ● E-mail: aib@cba.hawaii.edu
www.aibworld.net