

ACADEMY OF INTERNATIONAL BUSINESS

VOL. 5, No. 4

NEWSLETTER

FOURTH QUARTER 1999

AIB 2000 in Phoenix
Call for Papers
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Fabulous Charleston Meeting

Food, friends, and fun – with over 600 participants, the 1999 annual AIB meeting on the *Janus Face of Globalization* was a fabulous success. Held in historic Charleston, South Carolina, the conference was filled with informative sessions, a fun reception, a grand awards luncheon, and a spectacular gala event graciously hosted by the University of South Carolina. Charleston was the perfect locale abounding with history, shopping, and cultural events. Friends from all over the globe convened to share ideas and research. Everyone was grateful to Program Chair Stefanie Lenway and her staff for organizing a unique and challenging program and



Site of the USC gala event—beautiful Boone Hall Plantation mansion

to Charleston Organizing Committee Chair Jeff Arpan and team for keeping the meetings running smoothly and hosting the grand finale, the fabulous Boone Hall Plantation Gala.

Charleston Place hotel served as the conference venue. The meetings started on Saturday with well-attended doctoral and junior faculty consortia and teaching workshops followed by the Fellows Panel where Richard Caves was recognized as Eminent Scholar. At the opening reception that followed, the Executive Board members wore traditional South Carolinian hats in a continuation of their tradition of greeting the guests wearing local attire.

Sunday began with an exciting plenary on the conference theme, *The Janus Face of Globalization*, which set the interdisciplinary tone of the meeting and touched on many important is-



Susan Trussler's daughter Emma showing off a handful of fresh-picked cotton

The world-class

...continued on page 7

For the most up-to-date AIB information, please visit our Web site:

www.hawaii.edu/aib/

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JOURNAL OF INTERNATIONAL BUSINESS STUDIES

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Copenhagen Business School

Catherine Langlois, Deputy Editor
Georgetown University

Laura Lawson, Managing Editor
Georgetown University

AIB PLANNING FOR THE FUTURE

Things are changing-FAST! Rapid change sparked the idea for the AIB to have a strategic planning retreat to provide the Executive Board with broad input for planning the future of the AIB.

The retreat was held before the 1999 annual meeting and had twenty-three representatives from various sectors of the AIB membership, including chapter chairs, junior and senior faculty, both larger and smaller schools, Asia, Europe, and North America. The retreat was led by Dr. Jeffrey Lenn, an expert strategic planning facilitator from George Washington University.

A membership survey was conducted to provide input to the planning process. Out of the 2700 surveys mailed, 221 responded in time for the retreat. Some of the critical highlights of the survey follow.

While twenty-two percent responded that the AIB was their primary or only professional association, a majority of the respondents indicated the AIB was just one of several professional associations in which they were members. Seventeen percent indicated the AIB was their secondary professional association. The Academy of Management was the most common "other" professional association, followed by the American Marketing Association. *Thought question: With the growing interest in international and global aspects of functional areas of study (e.g. marketing, finance, etc.), how can the AIB differentiate itself and add value for members who consider their involvement with the AIB as just one of several or secondary?*

Along a number of satisfaction measures, such as satisfaction with JIBS, AIB newsletter, AIB annual meetings, AIB administration, AIB Listserv, and AIB Web page, the majority of the respondents indicated they were highly satisfied. With respect to satisfaction with AIB Chapters, only fifteen percent of respondents involved with their chapters were highly satisfied. Thirty-six percent rated their satisfaction as high, but the majority's satisfaction was average or below. *Thought question: With the breadth of geographic coverage, how can we increase involvement and satisfaction in AIB chapters?*

The retreat started with the goal of defining AIB's mission. Considerable efforts were made to define the AIB stakeholders, its products and services, the markets it serves, and its distinctive competencies.

The focus then moved to the future directions for the AIB. Creative visualizations of the AIB today and ten years in the future were examined and the key forces of change in the external environment were identified. The dramatic changes in information technology were identified as forces to which the AIB must adapt and use to better serve the membership. While IT initiatives of the AIB (i.e., AIB-L listserv and Webpage) have received excellent reviews, we will need to become more proficient in using information technology in the future.

Membership growth is another area of concern. Historically the AIB was dominated by North American members. In more recent years, there has been a growth in members outside North America. In short, the AIB is in fact becoming more global. In general, this is considered to be a good trend and to be encouraged. However, growth does not come without growing pains. For example, there are different research traditions and approaches that need a voice in the output of the AIB. How can this diversity be addressed without reducing what others may call the standard of quality? How can we best accommodate the needs of the doctoral students and junior faculty at premiere research institutions? How can we expand our geographic reach into areas that are clearly under-represented in the AIB membership, such as Latin America, China, and India?

As usual, more challenges than solutions have emerged from the planning session. Nevertheless, the exercise did bring into focus two main issues, and task forces have been appointed to plan for these challenges. The first task force will deal with the integration of information technology into the processes and functions of the AIB. The second task force will take up the challenge of improving the Chapter structure of the AIB. Stay tuned to the *AIB Newsletter* for more information on outcomes from the strategic planning retreat.

James R. Wills, Jr.
Executive Secretary

2001-2002 AIB

Executive Board

Nominations for the following AIB offices are being sought by the nominating committee, which consists of the three past presidents of the AIB (Jean Boddewyn, Don Lessard, and Jeff Arpan):

President - 1 candidate

Vice Presidents/Programs (responsible for annual meeting programs) - 4 candidates

Vice President/Administration - 2 candidates

Presidents are chosen from among past elected officers. Candidates for the Vice President/Programs (responsible for annual meetings) should be leading scholars in international business who are active in the AIB and can provide leadership through their shaping of the meeting. Candidates for VP Administration usually have demonstrated leadership in regional chapters, other associations, or through building of IB programs or CIBERs in their own schools.

Please send your nominations to:

Jeffrey Arpan
Darla Moore School of Business
University of South Carolina
Columbia, SC 29208
USA

Fax: (803) 777-3609 E-mail: arpan@sc.edu

2000 DISSERTATION AWARD

The "Richard N. Farmer Award" for the best dissertation in international business is open to all Ph.D. and D.B.A. students, who successfully defend their dissertations between June 1, 1999 and May 31, 2000. Any topic that contributes to basic or applied knowledge in international business broadly defined is eligible to compete for this award, even if the dissertation has been to other competitions. Finalists will be invited to present their papers at the 2000 AIB Annual Meeting in Phoenix, Arizona November 17-20, 2000. In addition, the winner will receive a \$1,000 cash award. The deadline for nominations is May 31, 2000. For details on submission, please contact:

Professor Jean-Francois Hennart
Chair, Farmer Award Selection Committee
Dept. of Strategy and Organization, Tilburg University
PO Box 90153, Tilburg 500 LE, NETHERLANDS
Fax: 31-13-466-2875 E-mail: j.f.hennart@kub.nl

1999 AWARD NOMINATIONS

The AIB Fellows request nominations for the **2000 "DEAN OF THE YEAR" AWARD**. Nominations should be limited to a c.v. and three pages of information detailing the reasons why the candidate deserves this honor. Nominations should be submitted by **April 15, 2000**, to the Chair of the Search Committee at the following address:

Robert T. Green
Graduate School of Business
University of Texas
Austin, Texas 78712 USA

ACKNOWLEDGEMENTS

We would like to express special thanks to the **Sheth Foundation** for its generous donation of US\$6,500, with US\$2,500 earmarked for our Adopt-a-Library program, which donates *JIBS* to libraries, and US\$4,000 for the 1999 Sheth Doctoral Travel Stipends.

Also, thanks to the generosity of AIB members, the Executive Board members were able to allocate \$7,500 from the **AIB Foundation** for doctoral travel support.

We would like to thank all of the following organizations for their 1999 travel stipend grants:

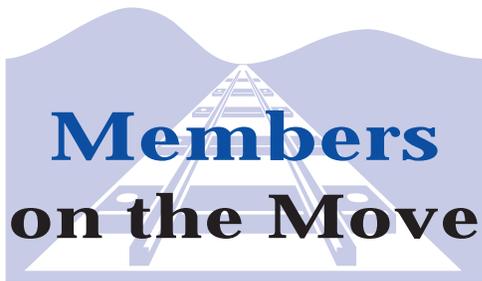
- 15 travel stipends from the **AIB FOUNDATION**
- 8 from the **SHETH FOUNDATION**
- 1 from the **SE AIB CHAPTER DONATION**
- 1 from the **MW AIB CHAPTER DONATION**

Adopt-a-Library

We would like to thank those generous members that supported our Adopt-a-Library program when renewing their membership. Contributions are greatly appreciated by the AIB, as well as the recipients of *JIBS*.

We encourage all our members to contribute to the program and give those who would otherwise not have access to *JIBS* the opportunity to read it. The AIB subsidizes the normal cost of the institutional subscription and so a donation of \$35 purchases an annual subscription to *JIBS* for a library in need outside of North America.

Please help us succeed in this unique initiative by mailing your contributions, or directing your inquiries to: Academy of International Business, University of Hawaii at Manoa, CBA, 2404 Maile Way, Honolulu, Hawaii 96822-2223 USA



Members on the Move

HARRY G. HARRIS, Visiting Professor at the University of California, Davis, travelled to Germany in May, Ethiopia in June and Mauritius, Madagascar, Kenya, and Uganda in July and August for programs organized by the Department of State, US Agency of International Development, United States Information Agency and the private sector. He gave a series of speeches and lectures on globalization, privatization and managerial issues. Harry also traveled to China and Hong Kong in March and May to consult on banking and consumer-based enterprises.

SEUNG H. KIM, of Saint Louis University, has received \$2 million from the Boeing-McDonnell Foundation to name the "Boeing Institute of International Business" at Saint Louis University. The Institute will administer International Business degrees at the undergraduate, masters and Ph.D. levels. At the Institute, an International Business Data Center will be established to collect, compile and analyze economic and business data that can be used by St. Louis metro area companies and Missouri companies in their overseas business. The Institute will sponsor International Business conferences and seminars, drawing renowned speakers from academia, industry and government. The Institute will also work closely with the Boeing Leadership Center.

MICHEL J. LESEURE received his Ph.D. in Manufacturing Management from the University of Sheffield, UK. After working for one year as an assistant professor at Al Akhawayn University in Morocco, he now works for Loughborough University, UK as a full-time researcher in knowledge management.

HAFIZ MIRZA and **AXELE GIROUD**, both at the University of Bradford Management Centre, have recently commenced a research study on the Impact of Transnational Corporations (TNCs) on the Technological Development of Host Country Enterprises in East Asia. This study will investigate the role that European and Japanese TNCs can play in enhancing the technological, innovative and R&D facilities of firms in developing East Asia. The research project seeks to advise companies and governments about best practices in maximizing gains from the local activities of TNCs. Competitive East Asian firms are a prerequisite for development process, especially in ensuring that it is not only TNCs which take advantage of the regional opportunities in the post-Asia Crisis environment. The re-

search will consist of a mail survey of parent companies, subsidiaries and affiliates throughout East Asia, as well as interviews with a selected group of subsidiaries and local firms in ASEAN. For further details contact Hafiz Mirza (h.r.mirza@bradford.ac.uk) or Axele Giroud (a.l.a.giroud@bradford.ac.uk).

JUST OFF THE PRESS



RAJ AGGARWAL, Firestone Chair at Kent State University, has written *Restructuring Japanese Business for Growth: Strategy, Finance, Management and Marketing Perspectives* (Kluwer Academic Publishers, ISBN 0-7923-8583-7). The book consists of eighteen previously unpublished invited chapters by experts on Japanese business. To order, contact Kluwer Academic Publishers at Tel: **781-871-6600** or E-mail: **kluwer@wkap.com** or Fax: **781-871-6528**.

ILAN ALON, Assistant Professor of International Business at the State University of New York, Oneonta, published a book entitled *The Internationalization of U.S. Franchising Systems* (New York: Garland Publishing). The book develops an organizational model of international franchising. It is available through the Internet (e.g., Amazon.com) and through the publisher.

JAMES C. BAKER, of Kent State University, has published a new book, *Foreign Direct Investment in Less Developed Countries - The Role of ICSID and MIGA* (Quorum Books, ISBN 1-56720-312-4). The International Centre for Settlement of Investment Disputes (ICSID) and the Multilateral Investment Guarantee Agency (MIGA) are two of the more significant international agencies whose objective is to promote foreign direct investment in less developed countries (LDCs). Drawing on cases, Baker shows how the functions of these two agencies have encouraged a significant amount of foreign investment in LDCs and how these two agencies continue to grow in importance. To order, call the publisher toll-free at **1-800-225-5800**.

RICHARD BRISLIN, Director of the Ph.D. Program in International Management, College of Business Administration, University of Hawaii, has published *Understanding Culture's Influence on Behavior, 2nd edition* (Harcourt Brace, 2000 ISBN 0-15-508340-6). This book deals with the importance of people's culture on aspects of their lives such as their education, work, gender roles, health, and interactions with individuals from very different cultural backgrounds. Other topics include cross-cultural research methods and intercultural training programs. For orders, contact Harcourt Brace Publishers at **1-800-782-4479**. Int'l Tel: **407-345-4060**, Int'l Fax: **407-345-4060** or visit <http://www.harcourtcollege.com>

DAVIS FOLSOM and his son Bradley published a paperback version of his business jargon dictionary titled, *American Business Language: A Pocket Dictionary* (Kalmia Publishing, 1999 ISBN 0-96766-200-1). The book includes over 4000 unusual terms, phrases and acronyms

used in American business. The book is a resource designed for business students (particularly in finance, marketing, and business communications), International business people who interact with Americans, Interpreters, and ESL programs. Much of the material comes from their web site where they offer to try to interpret business jargon for people around the world. 2000-3000 people visit the site per month. The book is available directly from the authors at their web site, www.duesouth.net/~dfolsom.

ANS KOLK of the University of Amsterdam announces her book *The Economics of Environmental Management* (Financial Times Prentice Hall, ISBN 0-273-64238-3). It examines the links between the main functional areas of a business and environmental management, as well as regulation and self-regulation in different countries and worldwide, paying specific attention to international business. For orders, please contact Pearson Education, Tel. + 44-1279-623-925, Fax. + 44-1279-623-627, or <http://www.pearsoneduc.com>.

YADONG LUO, of the University of Hawaii at Manoa announces his book, *Entry and Cooperative Strategies in International Business Expansion* (Quorum Books, ISBN 1-56720-161-X, 328 pages). The book is written for international executives who are actively pursuing international market opportunities. It argues that managers need to formulate appropriate expansion strategies to achieve a sustainable and successful presence in the global marketplace. The book is also valuable for students and scholars of international business, global management, and strategic management. To order, call toll-free 24 hours; 1-800-225-5800.

CARL A. NELSON has released *International Business: A Manager's Guide to Strategy in the Age of Globalism* (International Thomson Business Press, ISBN 1-86152-315-7, 256 pages). This book by Dr. Nelson is designed to explain the international business system and covers all aspects of modern international business including the former USSR's entry into the free world market and the expansion of economic integration such as EU and NAFTA. The subject matter is treated in terms of how businesses can and do interact with governments which use laws to manipulate their nation's economic advantage. To order, please call 1-800-842-3636, or visit www.ITBP.com or any Internet bookstore.

RICHARD W. WRIGHT, of McGill University, is the editor of a new book, *International Entrepreneurship: Globalization of Emerging Businesses*, published in the JAI series on Research in Global Strategic Management. This pioneering work integrates leading-edge research by scholars in the fields of international business and small business/entrepreneurship, to better understand the new competitive threats and the new growth opportunities posed for small businesses by globalization, and to provide managers of emerging firms with tools needed to manage successfully in the expanded business arena of the 21st Century. To order, call JAI Press at 203-323-9606 ext. 3003; or Fax 203-357-8446; or e-mail ORDERS@JAIPRESS.COM.

NEW MEMBERS

Members Joining AIB from September 16 to December 6, 1999

Charles Adams	Dirk Matten
Navaz R. Adranvala	Ruth G. May
Christina L. Ahmadjian	David Maybury-Lewis
Ursula Alvarado	Mary Pat McEnrue
Robert Anderson	Mary McKinney
Gail Arch	James McNiven
Jean-Luc Arregle	Roberto J. Mejias
Bulent C. Aybar	Ernest Micek
Tima Bansal	Ronald Mitsch
Ronald Baukol	Susan Mudambi
Manuel Becerra	Rene Mueller
Udo E. Birkner	Alan Muller
Alan Bollers	Lois Murillo
Jean Philippe Bonardi	John Murray
William P. Bowers	Lynn Mytelka
Sheila Bradford	Jihad S. Nader
Lawrence Bridwell	Hiroaki Nakamura
Marilyn Carlson Nelson	Jabulani Ndhlovu
Richard Caves	Bo B. Nielsen
Weiru Chen	Milorad M. Novicevic
Ting-Jieh Chu	Augustine M. Nwabuzor
Mustafa Colak	Luis Ortiz
Arthur R. Collins	Jong-Hun Park
Jason Cook	Pedro Perez
Elaine Davis	Victor L. Petrovic
Veronica Diaz	Guy Pfeffermann
Hung-Bin Ding	Alicia Phillips
Anne Mette Dissing	Sylvianne Pilon
Thomas Donaldson	C.K. Prahalad
Cristina Duffy	Fran A. Quinn
Danielle F. Dunavan	Jennifer Radbourne
George M. Dupuy	Mahmud Rahman
Jose P.E. Esperanca	Prem Ramburuth
Hamid Etemad	Maria L. Ramirez-Aleson
Lawrence F. Feick	Don P. Rogers
Richard Fey	Stephen T. Rudman
Mark Andrew Fuller	Robert Salomon
Inmaculada Galvan-Sanchez	Stephen G. Sapp
Juan M. Garcia-Falcon	Janet Shaner
Alexander Gerybadze	Naubahar Sharif
Michael V. Gestrin	Sagar R. Sharma
Kenneth N. Granberry	Stan Shih
Regina A. Greenwood	Jordan Siegel
Mar Haeussler	June G. Smart
Paul Harrison	Guy Stanley
Jeffrey Hart	John Steen
Mary Jo Hatch	H. Kevin Steensma
Alejandro Ibarra	Michelle Streeter
Chaweewan Indanon	Sonia M. Suarez-Ortega
Melanie A. Jones (Sowma)	Venkat Subramanian
Eileen E. Kaplan	On Kit Tam
Dusty Kidd	Traci Thompson
Timothy Kiessling	Surinder Tikoo
Richard Kinonen	Salvador Trevino
Hal Koenig	Patrick Uerghote
Bonita Kolb	Tatsuo Ushijima
David C. Korten	Susanne L. Van De Wateringen
Mitchell Koza	Cristian Vega-Cespedes
Laura Lawson	Patrick Verghote
Seong Bong Lee	Mark Vesper
Michael Leiblein	William A. Ward
Jeff Lenn	Todd J. Weber
Gerard Lewis	Kevin Weng
Serials Librarian	Ziggy Westphal
R.S. MacPherson	Roy A. Wigg
Ian Maitland	Katrin Wittenberg
Joan Mann	Mela Wyeth
Laurence Marsh	Daqing Yang
Dolores Martin	Shijin Yoo

AIB SOUTHEAST ASIA

CHAPTER CONFERENCE

JULY 23-26, 2000

HONG KONG SAR

PEOPLE'S REPUBLIC OF CHINA

Asian Turmoil: Challenges and Opportunities for Local and International Business in the Asia Pacific Region
23 - 26 July, 2000 City University of Hong Kong Hong Kong SAR, People's Republic of China

The Academy of International Business Southeast Asia Chapter (AIBSEAR) invites your participation and contribution to its 2000 Annual Conference. Contributions that address the following sub-themes are especially welcome:

1. Asian financial crisis and the MNC;
2. Change management and I Ching;
3. Changes of consumer behavior in the Asian financial crisis;
4. Emergence of knowledge-based corporations;
5. Green marketing in Asia and the environmental issues.
6. Impacts of China's joining WTO;
7. International marketing under uncertainty;
8. International transfer of technology;
9. Leadership in troubled-water;
10. Leapfrog learning in Asian corporations;
11. Managing IJV in financial crisis;
12. Marketing Asian brands to the Western countries;
13. Marketing in a planned economy in transition;
14. MNC investments in the Asia Pacific Region;
15. MNC marketing in the Asia Pacific Region;
16. Relationship marketing in Asian countries.

The deadline for submission is **March 15, 2000**. Notification of acceptance will occur by **May 1, 2000**. For more details, please contact:

Conference Secretary:

Miss Annie J. Zhang

Chinese Management Research Centre

Faculty of Business City University of Hong Kong

Tel: (852) 2788-7873 Fax: (852) 2788-4271

E-mail: mkrccm@cityu.edu.hk

Conference Chairman:

Professor Oliver H.M. Yau

Associate Dean (Graduate Programmes)

Faculty of Business

City University of Hong Kong

Tel: (852) 2788-7888 Fax: (852) 2788-7182

E-mail: mkyau@cityu.edu.hk

Homepage: <http://www.cityu.edu.hk/rccm/>

AIB MIDWEST USA

CHAPTER CONFERENCE

MARCH 1-3, 2000

CHICAGO, ILLINOIS

The annual meeting of the AIB US Midwest Region will be held as part of the Midwest Business Administration Association annual meetings in Chicago during March 1-3, 2000. Papers that cross traditional functional boundaries, span several borders, and deal with the broad conference theme, *Business in the 21st Century and Beyond*, will be presented. For information on registration, please contact:

Stewart Miller

Asst. Professor of International Business

Michigan State University

N370 North Business Complex

East Lansing, MI 48824-1122

Tel: 517-353-6381 Fax: 517-432-1112

E-mail: mille878@pilot.msu.edu

AIB SOUTHWEST USA

CHAPTER CONFERENCE

MARCH 16-18 2000

SAN ANTONIO, TEXAS

The Annual meeting of the 2000 AIB US Southwest Chapter Conference will be held in conjunction with the 2000 Southwestern Federation of Administrative Disciplines (SWFAD) Conference, San Antonio, Texas, March 16-18. For information on registration, please contact:

Jane LeMaster - Program Chair

College of Bus -5 Univ of Texas Pan-American

Edinburg, TX 78539-2999

Tel: (956) 381-3317 Fax: (956) 381-3312

E-mail: jlemaster@panam.edu

AIB UK

CHAPTER CONFERENCE

APRIL 14 - 15, 2000

GLASGOW, SCOTLAND

For this millennium conference, the AIB UK Chapter will feature a wide range of contributions centered around the forward-looking perspectives of "where do we go from here in international business?" and "what will happen from now in international business?" For information on registration, please contact:

Irene Hood, Conference Secretary

Strathclyde International Business Unit

Department of Marketing, University of Strathclyde

Stenhouse Building, 173 Cathedral Street

Glasgow, Scotland, UK G4 0RQ

E-mail: AIB27@strath.ac.uk

<http://www.marketing.strath.ac.uk/AIB/Index.htm>

...continued from page 1

sues relating to globalization. Sunday's closing plenary was a thought-provoking celebration of Ray Vernon's work and allowed the participants an opportunity to remember Ray who sadly passed away in 1999.

Monday began with a plenary presentation by C.K. Prahalad and Ron Mitch, retired vice chairman and executive vice president of 3M, and covered issues that impact global success and the need for new business models to address these issues. The Awards and Appreciation Banquet on Monday featured many award presentations and a speech by this year's *International Executive of the Year* Stan Shih, Chairman and CEO of The Acer Group, the third largest PC manufacturer in the world. AIB President José de la Torre briefly addressed the members and announced the two main initiatives that were decided in a pre-conference retreat. The first initiative regarded the planning and improvement of electronic communication and the second was to encourage partnerships and alliances with other organizations. These important initiatives will improve the services that AIB offers its members and enlarge its global reach to more scholars interested in international business.

Selection committee chair Warren Keegan introduced Mr. Shih and presented him with a plaque. Mr. Shih of Taiwan built the Acer Group from a start-up in 1976 to become the current seven-billion-dollar global company with the help of his wife Carolyn Yeh Shih. He shared his "global brand, local touch" philosophy as well as other secrets of his success with the AIB members. Chris Bartlett kindly arranged for all attendees to receive a copy of his Harvard Business School case study about Stan Shih's success entitled *Acer, Inc.*:

VP Dong-Sung Cho greets Dong-Kee Rhee at the reception

Tom Murtha, Stefanie Lenway, and Avi Meshulach enjoying the evening

Steve Robock chatting with Tamer Cavusgil

C.K. Prahalad, José de la Torre, and Stan Shih involved in conversation at the luncheon

Arnold Schuh, Susan Douglas, and Alan Rugman at the luncheon

John Dunning and John Daniels smile for the camera

Raj Aggarwal and Ben Kedia at the reception

Steve Tallman wows his audience

C.K. Prahalad and Ron Mitsch (left) during their presentation

The super staff from University of S. Carolina enjoy a well-deserved break at the banquet

The poster session with wine and cheese was a hit with the attendees

Steve Guisinger speaking on Richard Caves' contribution to international management during the Fellows Panel

Alan Rugman presents Richard Caves with the AIB Fellows' "Eminent Scholar" plaque

Farmer Dissertation Award: Johann Murmann, finalist; Kendall Roth, chair; Witold Henisz, winner; David MacArthur, finalist; and Manuel Becerra, finalist

David Korten, David Maybury-Lewis, John Stopford, and Jeff Arpan examine "the dark side of globalization"

Tom Brewer presents the JIBS Decade Award plaques to winners J. Michael Geringer and Louis Hébert during the session on their 1989 paper

Taiwan's Rampaging Dragon with their conference materials.

The 1999 JIBS Decade Award honoring the most influential JIBS article from the 1989 volume was awarded to J. Michael Geringer and Louis Hébert for their article "Control and Performance of International Joint Ventures". They were presented with plaques at a special JIBS Decade Award session chaired by JIBS Editor-in-Chief Tom Brewer.

The four Richard N. Farmer Dissertation Award finalists were recognized and each received a \$500 travel stipend from the Sheth Foundation. The award winner was Witold Jerzy Henisz, University of Pennsylvania, who received his degree from University of California, Berkeley. Selection committee chair Kendall Roth presented Henisz with a plaque, \$1000 prize and a \$500 travel stipend for his dissertation entitled *The institutional environment for international investment: Safeguarding against state-sector opportunism and opportunistic use of the state*. The other finalists were Manuel Becerra (Ph.D., University of Maryland at College Park), Norwegian School of Management-BI; David N. McArthur (Ph.D., University of South Carolina), University of Nevada - Las Vegas; and Johann Peter Murmann (Ph.D., Columbia University), Northwestern University.

John Daniels announced that Sumantra Ghoshal, Jean-Francois Hennart, and George S. Yip had been elected to the AIB Fellows at the luncheon. The banquet ended with AIB Vice President (2000 Program) S. Tamer Cavusgil and Rob Grosse, representing 2000 host school Thunderbird - AGSIM, extending a warm invitation to everyone for the 2000 meeting in Phoenix, Arizona. Cavusgil is planning a program around the theme *In Search of Relevance for International Business Research: Impact on Management and Public Policy* that should prove interesting and encourage practitioners, policymakers, and academics to participate. The deadline for submissions is **March 6, 2000**, so mark your calendars. The 2000 AIB annual conference will be held November 17-20 at the fabulous Pointe Hilton Resort at Tapatio Cliffs. With its close proximity to the Grand Canyon, many participants began making plans for post-conference excursions over dessert.

On Monday afternoon, Program Chair Stefanie Lenway organized a Symposia Fest that covered a range of topics. In the evening,

Attendees feasting at the gala plantation event

Jeff Arpan and José de la Torre join the singers greeting the guests in a song

Basket weaver and her children at the Plantation

a plenary on the *Dark Side of Globalization* featured David Korten, David Maybury-Lewis, and John Stopford to give some economic, political, and anthropological perspectives to problems resulting from globalization.

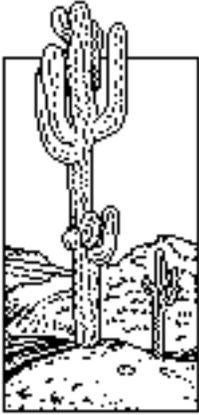
José de la Torre, Sydney 2001 Local Chair Tim Devinney, and Jim Wills pose in front of "Avenue of Oaks"

Jeff and Luz Arpan enjoy the sunny day at the river dock

Tuesday morning began with a plenary organized by Mahmood Zaidi featuring top executives from Minnesota companies 3M, Cargill, Carlson Companies, and Medtronic to give the practitioner's perspective on the *Janus-Faced Nature of Globalization*. On Tuesday afternoon, the AIB was treated to a wonderful afternoon at the historical Boone Hall Plantation by our host school University of South Carolina. Steamed or raw oysters were served down on a river dock while a full low-country buffet and live music were set up behind the mansion. Despite some rain and clouds during the conference, the closing extravaganza was held on a gorgeous sunny day, making the atmosphere just right for sampling the oysters, food, or picking cotton on the sprawling green plantation. The beautiful, sunny weather enticed many participants to stroll down the "avenue of oaks" on the 738-acre estate or tour the original slave cabins dating from the early 1700s and the beautiful plantation mansion. Everyone left with visions of plantation life in the old South and feeling relaxed after the busy schedule of the conference. It was a special day to remember, and participants were sad to depart South Carolina and its warm southern hospitality.

Appropriately dancing the afternoon away to "By the time I get to Phoenix" are Laurel King and José de la Torre (left) and Mark Fruin and his daughter (right)

Servers busily keeping up with the AIB diners' demand for fresh oysters



Call for Papers

ACADEMY OF INTERNATIONAL BUSINESS



Annual Meeting • November 17-20, 2000

Pointe Hilton Resort at Tapatio Cliffs • Phoenix, Arizona

***In Search Of Relevance For International Business Research:
Impact On Management And Public Policy***

Conference Theme

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

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

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

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

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

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

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

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

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

Conference Tracks

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

For purposes of reviewing, submissions will be categorized into 6 tracks:

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

General Submission Requirements

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

All proposals will be subject to a double-blind review process. Competitive papers should be less than 30 pages, inclusive of references, figures, and tables. Papers submitted for these sessions must be essentially in final form. Poster papers should be

less than 20 pages, inclusive of all. Panel proposals must be submitted by the proponent and chair of the panel and include a statement of what the main issues are and how each panel member plans to tackle these issues (discussants need only be listed). Signed letters (faxes and e-mail are allowed) from each presenter, showing evidence that they will participate, are required.

All submissions, paper and electronic, must be received by **March 6, 2000** and must comply with either of the following:

For Electronic Submissions:

Electronic submissions must include the following information within the body of the e-mail message:

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

The attached manuscripts must comply with the following requirements:

- Manuscripts must be double spaced with margins of one inch (2.5 cm) and printed in a font size of 11 points or larger. Paper length requirements are explained above. Other standards regarding citations, endnotes, abstract, etc., must follow JIBS requirements.
- Manuscripts must be formatted for "Letter" paper size (8.5 inches by 11 inches).
- The entire manuscript, including abstract, tables, figures, footnotes, and references, must be embedded in a single file. Copy the abstract into another file on the same diskette for use in the Proceedings.
- The following operating systems are supported: Microsoft Windows (preferred) and Macintosh
- The following word-processing software is supported: Microsoft Word (preferred), Corel WordPerfect, and Adobe PDF.
- The documents must be checked for viruses with an updated anti-virus software utility before submission. A free on-line virus scanner can be accessed at:

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

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

E-mail to:

aib2000@ciber.bus.msu.edu

For Paper Submissions:

- Clearly label for which type of session and track the papers/proposals are being submitted on the upper right-hand corner of the title page.
- The cover page must include the name, address, telephone, and fax numbers, and e-mail addresses of the authors. Authors will be sent an e-mail acknowledging receipt of their paper. Please identify the contact author for correspondence.
- Please include three key words at the end of the abstract.
- The second page must include the title of the paper and the abstract, but not the author's identity.
- Include two 5 x 8 index cards with the title of your paper, contact author's name, address, phone, fax, and e-mail address centered on the card.
- Papers/Proposals must be double-spaced with margins of one inch (2.5 cm) and printed in a font size of 11 points or larger. Paper length requirements are explained above. Other standards regarding citations, endnotes, abstract, etc., must follow JIBS requirements.
- Submit four (4) paper copies and a diskette. There should be two files on the diskette. One file containing the entire manuscript, including abstract, tables, figures, footnotes, and references. A copy of the abstract should be in another file on the same diskette for use in the Proceedings. The following Windows (preferred) or Macintosh word-processing software is supported for the diskette: Microsoft Word (preferred), Corel WordPerfect, and Adobe PDF.

Mail paper submissions to:

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

Tel: 517-432-4320

Fax: 517-432-4322

E-mail: phettepl@pilot.msu.edu

The Venue and Dates

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

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

Registration

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

Hotel

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

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

The Pointe Hilton at Tapatio Cliffs

11111 North Seventh Street

Phoenix, Arizona 85020 U.S.A.

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

Fax: 602-993-0276

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

Phoenix

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

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

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

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



THUNDERBIRD
THE AMERICAN GRADUATE SCHOOL
OF INTERNATIONAL MANAGEMENT

Host School

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

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

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

PRELIMINARY 2000 CONFERENCE SCHEDULE

FRIDAY, NOVEMBER 17, 2000

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

SATURDAY, NOVEMBER 18, 2000

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

SUNDAY, NOVEMBER 19, 2000

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

MONDAY, NOVEMBER 20, 2000

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

AIB 2000 Placement

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

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

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

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

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

Dr. Cynthia M. Pavett, AIB Placement Coordinator
School of Business Administration - Olin Hall
University of San Diego
5998 Alcalá Park
San Diego, CA 92110-2492
USA

Fax: 619-260-4891 E-mail: pavett@acusd.edu

2000 Doctoral Consortium

The Academy of International Business will offer a consortium for doctoral students on **Friday, November 17** at the 2000 AIB Annual Meeting in Phoenix, Arizona. Ravi Ramamurti of Northeastern University is organizing the consortium. A number of leading international business researchers will serve as speakers for the event.

These faculty will also present their interpretation of important and emerging research areas in international business and lead discussions on several topics. The emphasis will be placed on issue-oriented research which may transcend traditional functional boundaries.

Selection of students should be made carefully by the nominating school. The candidates must be nominated by a faculty member who should write a letter stating the student's interests and abilities.

Preference is given to doctoral candidates who have finished the equivalent of doctoral examinations but

who have not yet completed the bulk of their dissertation work. Since the number of participants will be capped at 20, selection criteria will be focused on quality, as well as on achieving diversity in disciplinary and interdisciplinary orientations. The Academy of International Business will provide \$500 travel stipends to those students that are unable to find funding elsewhere and apply for a stipend. Stipends will be determined on a case-by-case basis.

Please send two copies of the letter (including the contact person's e-mail address) and supporting material (which includes a 300 word- maximum abstract of the student's current research topic) by **June 25, 2000** to:

Dr. Ravi Ramamurti
Chair, AIB 2000 Doctoral Consortium
Hayden 309
Northeastern University
Boston, MA 02115
USA

E-mail: rramamurti@cba.neu.edu

2000 Junior Faculty Consortium

The Academy of International Business is organizing a Junior Faculty Consortium at its Annual Meeting in Phoenix, Arizona. The consortium will be held on **Friday, November 17**.

All faculty active in research and teaching in international business are invited to participate, although preference will be given to scholars who have been teaching international business for less than four years.

The consortium will be led by a group of senior and junior faculty members. We will engage in a discussion about scholarship and careers in international business. In addition, this venue will provide an excellent opportunity for participants to meet and interact with colleagues at similar stages in their careers.

To apply, please send a letter stating your interest in attending by **September 1, 2000** (please include an e-mail address in your correspondence). In addition to your letter, please include the following information on one page:

- 1) A one-paragraph biography to provide others with a description of your academic background.
- 2) A one-paragraph description of your current international business research interests.

Send your application to:

Dr. Tina Dacin
Chair, AIB 2000 Junior Faculty Consortium
Dept. of Management
College of Business
Texas A & M University
College Station, TX 77843-4221
USA

Fax: 409-845-9641
E-mail: tdacin@tamu.edu

ELECTRONIC COMMERCE AND GLOBAL BUSINESS

Conference Announcement and Call for Papers

Sponsored by:

The Centers for International Business Education and Research (CIBERs) at the University of California, Los Angeles, (UCLA) and the University of Washington, and Andersen Consulting's Institute for Strategic Change

Objectives and Themes

To bring together some of the leading academic thinkers working in the fields of international business, electronic commerce and the Internet and a similar group of business executives and government officials in order to examine the long-term impact of the electronic and telecommunication revolutions on the conduct and operations of international business.

Contributions from the conference will be published in both book form and in the *Journal of International Business Studies*. The conference will be organized around six major themes:



- The Regulation of Global Electronic Commerce.
- International Strategy Issues for New E-Commerce Enterprises.
- Managing Information and the Global Value Chain.
- Reaching and Serving Global Markets and Consumers.
- Managing Global Organizational Processes.
- National Competitiveness in an Internet World.

Conference Venue

The conference will be held at the Chaminade Executive Conference Center in Santa Cruz, California, on May 17-19, 2000. Each theme will be allocated approximately 2 hours in the program and will include presentations of one commissioned paper by a prominent academic, two shorter papers selected from those submitted in response to the call for papers and commentaries by discussants drawn from the business or government communities. Sufficient time will be allotted for discussion with the audience at large.

Publication of the Conference Proceedings

A contract will be sought with a business press to publish a book on the proceedings of the conference that will include an edited summary of the discussions. The academic sponsors have also secured an agreement with the Journal of International Business Studies to publish a special issue or section of the journal that will include a sub-set of the papers presented at the conference. These papers will have to meet the standard review procedure for JIBS.

Submission Guidelines

Because this symposium is linked to a conference on the same topic, papers will be evaluated in a three-part process, as follows:

December 15, 1999 - Submission of abstracts. Abstracts should be limited to 1000 words and should include a clear description of the topic and how the authors propose to address the topic in the completed paper. Evidence should be presented to show that the proposal is feasible and that the paper can be completed by **March 31, 2000**.

Authors will be notified by **January 15, 2000** if their abstract has been judged suitable for development into a conference paper. Authors of accepted abstracts will be invited to the conference in May, subject to timely completion of their final paper, with registration, room and board and travel expenses covered by the conference organizers.

March 31, 2000 - Submission of conference papers, following the JIBS style guidelines. The conference organizers will review all papers, and all authors of submitted papers will be invited to participate in the conference, although not all papers will be selected for presentation at the conference. Feedback on all papers will be provided to the authors in anticipation of their consideration for JIBS.

July 15, 2000 - All papers submitted, whether or not presented at the conference, may be revised and submitted for consideration for the JIBS symposium. Final submissions will be double-blind reviewed in accordance with JIBS's normal review process and criteria.

Submissions of abstracts (electronic submissions are welcomed), as well as inquiries about the conference and symposium, should be directed to:

Jose de la Torre
The Anderson School at UCLA
110 Westwood Plaza, Box 951481
Los Angeles, CA 90095-1481
USA
Phone: (310) 825-4507 Fax: (310) 825-8098
E-mail: jose.de.la.torre@anderson.ucla.edu

OR

Richard W. Moxon
University of Washington Business School
Box 353200
Seattle, WA 98195-3200
USA
Phone: (206) 543-4587 Fax: (206) 685-9392
E-mail: moxon@u.washington.edu

For more information, please visit the conference website at <http://us.badm.washington.edu/globecom/>
or call the University of Washington CIBER at (206) 685-3432.



Call for Papers

JOURNAL OF INTERNATIONAL BUSINESS STUDIES



SYMPOSIUM ON MULTINATIONALS: THE JANUS FACE OF GLOBALIZATION

(In memory of Raymond Vernon)

DEADLINE FOR SUBMISSION: June 1, 2000

Guest Editors

Lorraine Eden (Texas A&M University) and Stefanie Lenway (University of Minnesota)

Focus of the Symposium

Globalization presents both opportunities and threats: opportunities in the sense of economic abundance, freedom of political expression and cultural diversity; threats in the form of economic insecurity, political instability and cultural decay. The key agent of globalization is the multinational enterprise (MNE). Spanning the globe, its affiliates and strategic partnerships linking countries, multinationals are the embodiment and principal agent of globalization. Thus, the MNE is Janus, the two-faced symbol of globalization.

The JIBS Symposium on *Multinationals: The Janus Face of Globalization* will focus on the changing nature of MNE-government relations in a globalizing world economy. The following, while not exhaustive, are potential topics for the Symposium:

- How are multinationals and governments attempting to reconcile the opportunities of globalization with the need for social and economic adjustments to facilitate the abilities of individuals and countries to enjoy these opportunities?
- How are MNE-government relations changing as we move into the 21st century? How do these differ from past relations and across different countries and regions of the world? Are relations becoming more cooperative or conflictual? What roles do institutions and the political, social and cultural environment play?
- Is the obsolescing bargain model an appropriate theoretical model for analyzing MNE-state relations in a global economy? What new theoretical lenses can IB and IPE scholars use to understand MNEs as the Janus face of globalization?
- How must the international strategies of MNEs change in order to increase opportunities for citizens of developed and developing countries who are not prepared for the rigors of globalization?

- How is regulation of MNEs changing, at the national and international levels, to address issues raised by the darker side of globalization?

We are interested in both conceptual papers and rigorous empirical work. Case studies may be appropriate if they have a strong theoretical foundation or contribute to theory development. Interdisciplinary studies (e.g., linking international political economy and international business perspectives) and cross-country comparative studies are particularly welcome.

Submission Guidelines

The deadline for submission for the Symposium is **June 1, 2000**. Please follow the JIBS Submission Guidelines and Style Guide for Authors in the back of the Journal's most recent issue or on the JIBS website at <http://www.jibs.net>; however, please submit **four** rather than two hard copies of your manuscript. Cover letters should request that papers be specifically considered for this Symposium. All submissions will be double-blind reviewed in accord with JIBS's normal review process and criteria. Submissions should be directed to:

The Managing Editor, *Journal of International Business Studies*, 3240 Prospect Street, NW, Washington, DC 20007 USA. Tel: (202) 944-3755. Fax: (202) 944-3762. E-mail: jibs@msb.edu

For more information on this Call for Papers please contact:

Lorraine Eden, Associate Professor, Department of Management, Texas A&M University, 423B Wehner, College Station, Texas 77843-4221 USA. Tel: (409) 862-4053. Fax: (409) 845-9641. E-mail: leden@tamu.edu

Stefanie Lenway, Professor of Strategic Management, Carlson School of Management, 321 19th Ave. South, University of Minnesota, Minneapolis, MN, 55455 USA. Tel: (612) 624-1343. Fax: (612) 626-1316. E-mail: slenway@csom.umn.edu



MISCELLANEOUS ANNOUNCEMENTS



CALL FOR PAPERS

• INTERNATIONAL JOURNAL OF THE ECONOMICS OF BUSINESS

A special issue called "The Eclectic Paradigm in the Global Economy" will be edited by John Cantwell and Rajneesh Narula. The eclectic paradigm has come to be regarded as a fundamental basis to explain the growth of multinational company activity over the past two decades. This special issue examines its legacy and evaluates its contribution to our understanding of multinationals and international economic activity. Paper submissions are invited to be published in 2001 in a special issue of the International Journal of the Economics of Business. Submission deadline is **June 1, 2000**. Please contact: Rajneesh Narula, TIK Centre, University of Oslo, PO Box 1108 Blindern, 0349 Oslo, Norway; or John Cantwell, Dept of Economics, Univ of Reading, PO Box 218, Whiteknights, Reading RG6 6AA, UK

• SHEFFIELD BUSINESS SCHOOL

Sheffield Hallam University and the Cork Institute of Technology announce the 6th International Conference, "Public and Private Sector Partnerships: The Enabling Mix" from **May 24-27, 2000** at the Cork Institute of Technology in Cork, Ireland. The overall aim of this Conference is to bring together professionals and academics working in the area of or with an interest in Partnership for Business Development. Conference papers must aim at an audience looking to gain a better understanding of current issues on the working relationship between public and private sectors and also the voluntary (i.e. not-for-profit) organizations. Submission deadline is **February 15, 2000**. For more information, please contact the Conference Secretariat: Mrs Monica Moseley and/or Elaine Reynolds, SHU Press, Learning Centre, Sheffield S1 1WB, England, UK (Tel: +44-114-225-4702 Fax: +44-114-225-4478, E-mail: m.moseley@shu.ac.uk and/or elaine.reynolds@shu.ac.uk)

CALL FOR PAPERS

• INDUSTRIAL MARKETING MANAGEMENT

Industrial Marketing Management (IMM) announces a call for papers for a special issue on Internet-based Business-to-Business Marketing which will focus on business-to-business marketing practice and theory using Internet-based marketing activities. IMM is a refereed, international, US-based journal, internationally considered a leading publication in business-to-business marketing. Deadline for submission of papers is: **May 1, 2000**. Further information can be found at <http://www.asia-pacific.com/journals.htm#imm> or contact Dr. George Haley, Guest Editor - IMM, Schol of Business, University of New Haven, 300 Orange Avenue, West Haven, CT 06516. Tel: 203-931-6004; Fax: 212-208-2468; E-mail: gthaley@asia-pacific.com or gthaley@attglobal.net.

• ASIA-PACIFIC FINANCE ASSOCIATION ANNUAL CONFERENCE

Shanghai Jiao Tong University and the Hong Kong Polytechnic University are pleased to announce that the Seventh Asia-Pacific Finance Association Annual Conference will be held in Shanghai, China **July 24-26, 2000**. Academics and practitioners are cordially invited to submit papers to and participate in the Conference. The theme of the 7th APFA Annual Conference will be "Finance and Technology for the 21st Century." The deadline for submission is **March 15, 2000**. For more informatoin, please contact Professor Peiqing Huang, School of Management, Shanghai Jiao Tong University, 535 Fa Hua Zhen Road, Shanghai 200052, P.R. China (Tel: +86-21-6293-2989, Fax: +86-21-6282-5427, E - m a i l : mgmtschl@mail.sjtu.edu.cn) or Professor Raymong Chiang, c/o Dept of Accountancy, Hong Kong Polytechnic University, Hung Hom, Hong Kong (Tel: +852-2766-7046, Fax: +852-2365-9303, E - m a i l : acjowong@inet.polyu.edu.hk)

CALL FOR PAPERS

• NIJMEGEN BUSINESS SCHOOL

Nijmegen Business School, University of Nijmegen, the Netherlands **4-5 September 2000** - International Workshop on Teamworking. Previous workshops in the series were held at Nottingham, UK in 1997, Adelaide, Australia in 1998 and Royal Holloway at Egham, UK in 1999. The aim of the workshop is to bring together researchers interested in the issues raised by teamworking. It is intended that the workshop will include work from a variety of perspectives, disciplinary backgrounds and geographical areas. While papers are welcome on any aspect of teamworking, cross-national comparisons and empirical work in general is favoured. Abstracts of papers (500 to 750 words) should be submitted to Jos Benders by **April 30, 2000**. Those submitting abstracts will be informed of the workshop organizers' decision by May 30, 2000. The deadline for submitting the full papers is **August 1, 2000**. Inquiries about the workshop should be addressed to: Dr. Jos Benders, University of Nijmegen, Nijmegen Business School, PO Box 9108, NL-6500 HK Nijmegen, THE NETHERLANDS. Tel: +31-24-3611-835, Fax: +31-24-3611-933, E-mail: j.benders@bw.kun.nl. Updated information can also be found at <http://www.kun.nl/nbs>.

CONFERENCES

• WESTERN ACADEMY OF MANAGEMENT

The Sixth International Western Academy of Management Conference, "The Past Decade Revisited: Implications for the 21st Century" will take place **July 9-12, 2000** and returns to Shizuoka, Japan, the site of their 1990 Conference, where the local business community made the first conference a truly memorable event for the participants. Check out the conference website at <http://www.cbe.wsu.edu/~cullenj/wam2000.html>. Volunteer to be a reviewer, session chair, or discussant at <http://www.cbe.wsu.edu/~cullenj/rsignup.htm>.



MISCELLANEOUS ANNOUNCEMENTS



POSITIONS

• BENEDICTINE UNIVERSITY

Assistant Professor-International Business and Political Science: Full-time tenure-track for an economist with a strong international background and commitment to undergraduate liberal arts education. Please contact: Dr. Margarete Roth Chair, Department of International Business and Political Science Benedictine University 5700 College Road Lisle, IL 60532 E-mail mroth@ben.edu. Completed applications will be evaluated as received until the position is filled.

• THE UNIVERSITY OF AUCKLAND

Tenure track opportunities at all levels are available from 2000. The Department maintains specialties in Management, Strategy, Business Development for Maori and Pacific Islanders, and more. Please send inquiries to Marie Wilson, Head, Department of Management and Employment Relations, E-mail: m.wilson@auckland.ac.nz

• THE UNIVERSITY OF OKLAHOMA

The University of Oklahoma, Michael F. Price College of Business invite applications for a tenure-track **Assistant** or **Associate Professor** of International Business. Screening of applicants will begin **December 1, 1999**, and will continue until the position is filled. For more information, please contact: Professor David A. Ralston, The University of Oklahoma - Tulsa, OU/OSU Research and Graduate Education Center, 700 North Greenwood, Tulsa, Oklahoma 74106. Tel: (918) 594-8226, Fax: (918) 594-8349, E-mail: dralston@ou.edu.

• THE UNIVERSITY OF MINNESOTA

The University of Minnesota, Curtis L. Carlson School of Management and Organization (SMO) is seeking candidates for a full-time, tenure-track faculty position in strategy, starting Fall 2000. For more infor-

POSITIONS

mation, please contact Professor Sri Zaheer, Chair - Recruitment Committee, Strategic Management and Organization, Carlson School of Management 3-365, University of Minnesota, 321 19th Avenue South, Minneapolis, MN 55455.

• ASTON UNIVERSITY

Applications are invited for appointments to the positions of **Lecturer**, **Senior Lecturer**, or **Reader**. The positions are to be taken up within the Marketing group at Aston Business School. Please send inquiries to Professor Greenley. Tel: +(44) 121-359-3011, E-mail: g.e.greenley@aston.ac.uk, or visit the web site at <http://mkt-law.abs.aston.ac.uk/>

OTHER

• TEMPLE UNIVERSITY

International Business Courses in Rome: The Fox School of Business and Management at Temple University has expanded its course offerings in International Business at its Rome campus. Students now have the option to spend up to a full academic year in Rome in this fully accredited program. Applications are now being accepted for the Summer Session, tentatively scheduled for **May 19 - July 1, 2000**. Application deadline for the summer program is **March 1,**

OTHER

2000. For more information and for an application, please contact: International Programs, 200 Tuttleman Learning Center, Temple University, 1809 N. 13th Street, Philadelphia, PA 19122.

Tel: 215-204-0720 Fax: 215-204-0729
E-mail: intlprog@vm.temple.edu
<http://www.temple.edu/intlprog>.

• SUNY EMPIRE STATE COLLEGE

You are invited to examine and utilize an innovative on-line resource for teaching and practice in International Business Management at the International Business On-Line Virtual Resource Center at SUNY Empire State College website. Since its launching last December, the site has received very positive reviews from students, faculty and business press. Although this project focuses principally on enhancement of the business curricula in international business, it was also designed to be relevant to continuing education for area businesses. The IBOL Resource Center is accessible to users via the World Wide Web at <http://www.esc.edu/library/ibol>. Any feedback regarding your experience with the resource center may be forwarded to Bidhan Chandra, at bchandra@sln.esc.edu, or by calling 1-800-847-3000 ext 210.

NEWSLETTER INFO

The AIB Newsletter is proud to share the latest news about its members in the MEMBERS ON THE MOVE and JUST OFF THE PRESS sections. E-mail your professional accomplishments, book publications, promotions, and honors, to:

aib@cba.hawaii.edu

Or send typed items and photographs via mail to:

Laurel King, AIB Administrator
2404 Maile Way, CBA C-306
Honolulu, HI 96822-2223 USA

AIB COPY DEADLINES are:

- Quarter 1: *February 1*
- Quarter 2: *May 1*
- Quarter 3: *August 1*
- Quarter 4: *November 1*

Only items received on or before the first working day after the deadline will be considered for publication. Fax us at **(808) 956-3261** for information regarding our advertising and promotional services.

The Third Facing East/Facing West Conference:

A Multidisciplinary Conference on North America's Relations with Asian/Pacific Countries

June 2-3, 2000

Kalamazoo, Michigan

The Conference

This conference will provide a forum to discuss business, social, legal, economic, and political issues concerning North America's relations with Asian/Pacific countries. It is multidisciplinary and multicultural in nature. The conference is co-sponsored by Western Michigan University and the U.S. Department of Education.

Call for Papers and Panel Proposals

The program committee welcomes proposals for papers, panel discussions or workshops on the following topics:

- Trade and Investment Issues
- Regional Integration Issues
- Asian Studies
- Business/Economic Issues
- Political Issues/Legal Issues
- Multicultural Issues
- Accounting/Finance Issues
- Transportation and Logistics Issues
- Labor/Health/Welfare Issues
- Marketing Issues
- Immigration/Emigration Issues
- Country-specific Issues

Each contributor must submit two typed, double-spaced copies of the paper, panel discussion or workshop proposal by **January 31, 2000**. Contributors will be informed by March 1, 2000 regarding accepted

papers and proposals. Abstracts of papers presented will be published. Selected papers may be considered for publication in the *Journal of Asia-Pacific Business*.

Please forward papers or proposals to:

**Professor Zahir Quraeshi or
Professor Roger Tang**

Facing East/Facing West Conference
Haworth College of Business
Western Michigan University
Kalamazoo, MI 49008

FAX: (616) 387-5710

Telephone: (616) 387-6093

(616) 387-5247

E-mail:

ZAHIR.QURAESHI@WMICH.EDU or
ROGER.TANG@WMICH.EDU

www.hcob.wmich.edu/conf/eastwestcall.html

Corporate Strategy and International Business Position

University of Michigan Business School

Ann Arbor, Michigan

The University of Michigan Business School is seeking applicants for a tenured or tenure-track position in Corporate Strategy and International Business at the assistant/associate/full professor level.

Requirements include an earned doctorate and evidence of strong research and teaching accomplishments. Ideal candidates will have preparation and research in international business possibly in one or more of the following areas: strategic management, organizational behavior or organizational theory, business economics. Duties include teaching in the graduate and/or undergraduate level. The position may require teaching in the evening program and in the executive education programs.

Interested candidates should send their materials to:

University of Michigan Business School

ATTN: J.T. Bierkamp

701 Tappan

Ann Arbor, MI 48109-1234

The University of Michigan is an affirmative action/ non-discriminatory employer.

THE UNIVERSITY OF ILLINOIS AT URBANA-
CHAMPAIGN
College of Commerce and Business Administration
HEAD OF THE DEPARTMENT OF BUSINESS
ADMINISTRATION

Nominations and applications are invited for the Headship of the Department of Business Administration, College of Commerce and Business Administration at the University of Illinois at Urbana-Champaign. The candidate must possess an earned doctorate or equivalent, and should give evidence of demonstrated excellence in research, teaching, and service sufficient to merit the rank of full professor in the Department. Preference will be given to a person whose education, background, and relevant experience indicate that he or she could provide strong academic leadership in the research and teaching programs of the Department. The candidate should be able to understand, communicate with, and lead faculty and students from the various disciplines that constitute the many and diverse groups within the Department of Business Administration. The candidate should also be capable of constructive and successful interaction with business organizations. As Department Head he or she is responsible for academic, administrative and budgetary matters as well as effective liaison within the College and University.

The Department of Business Administration at UIUC is a major teaching and research unit located within the College of Commerce and Business Administration. The College also contains the Departments of Accountancy, Economics and Finance. The Department of Business Administration has approximately 59 full-time faculty and a range of undergraduate, professional, and doctoral programs. It includes the areas of marketing, operations and decision economics, organizational behavior, strategic management and business policy, international business, management information systems, legal environment, entrepreneurship, and management of technology.

Salary is competitive. The position is available August 21, 2000. To be ensured of full consideration, nominations and applications (including resume and names of three references) should be submitted by October 29, 1999. They should be sent to:

Professor James A. Gentry, Chair
Search Committee for the Head of the Department of Business Administration
c/o Office of the Dean
College of Commerce and Business Administration
University of Illinois at Urbana-Champaign
260 Commerce West-Box 110
1206 South Sixth Street - MC-706
Champaign, Illinois 61820
Phone: 217-333-7995 E-mail: j-gentry@uiuc.edu

THE UNIVERSITY OF ILLINOIS IS AN EQUAL
OPPORTUNITY/AFFIRMATIVE ACTION EMPLOYER



香港浸會大學
HONG KONG BAPTIST UNIVERSITY

Department of Marketing
Assistant Professor (PR010/2000V)

The successful candidate will be responsible for teaching and supervising research projects at both the undergraduate and postgraduate levels. The candidates should preferably have a research interest in **China Business Studies** (China Trade, Finance, Management and Marketing Issues of China Business) and/or **Marketing** (Consumer Behaviour, International Marketing, International Business, Marketing Communications, Marketing Research, Promotional Strategy, Services Marketing, Strategic Marketing).

Applicants should have a PhD degree. For those with working experience beyond PhD level, a record of excellence in teaching at the tertiary level, and strong research background and leadership ability is expected. Knowledge of the Asia-Pacific region and Hong Kong, and professional experience in industry and consultancy are desirable. A visiting appointment for a shorter duration may also be considered. The position is tenable September 2000.

Salary Scale: (approximately US\$1=HK\$7.76)

Assistant Professor: HK\$46,190 - \$77,165 p.m.

(Entry salary will commensurate with qualifications & experience)

Terms of Appointment: The appointee will initially be offered a fixed-term contract of up to three years with gratuity of 15% of basic salary payable upon satisfactory completion of the contract. Re-appointment thereafter is subject to mutual agreement. Benefits include annual leave, medical & dental benefits for appointee & family, children's education allowance and housing allowance where applicable.

Application Procedure: Applications, together with updated curriculum vitae, copies of transcripts, testimonials and names, fax numbers, e-mail/correspondence addresses of three referees should reach the Personnel Office, Hong Kong Baptist University, Kowloon Tong, Hong Kong [Fax: (852) 2339-5001; E-mail: recruit@hkbu.edu.hk]. Applicants are requested to send in samples of publications and should also request their referees to send in confidential reference to the Personnel Office direct. *Please quote PR number on the applications, confidential reference letters and any subsequent correspondence.*

Closing Date: 31 January 2000

The University reserves the right not to make an appointment for the post advertised, and the appointment will be made according to the terms & conditions then applicable at the time of offer. General information about the University is available at the World Wide Web home page <http://www.hkbu.edu.hk> Application forms can be obtained by downloading from: [<http://www.hkbu.edu.hk/~pers>]



Position Announcement

University of Washington Business School

Strategic Management/International Business Strategy

The Department of Management and Organization at the University of Washington Business School wishes to attract a senior faculty member with a background in Strategic Management who has demonstrated research and teaching competence in the area of International Business Strategy. This position is open at the full professor or associate professor level. Exceptionally well-qualified Assistant Professors will also be considered. The department seeks an individual with a strong commitment to both teaching and research. Candidates should have a demonstrated expertise and track record related to the international environment for business and/or the strategies of international enterprises. Research and publications on international themes will be expected.

The University of Washington Business School has a long tradition of teaching and research in international business. The School has a federally-funded Center for International Business Education and Research (CIBER), and the University has exceptionally strong programs in international affairs and area studies. The school is in the process of strengthening its international programs, and linking them more closely to the Seattle area's entrepreneurial high technology business community. The department is seeking an individual interested in playing a leadership role in developing the school's international business programs.

Please send a letter indicating your interest, a current vita, examples of recent research and letters of recommendation to:

Professor Charles W. L. Hill
International Strategy Position
University of Washington Business School
Box 353200
Seattle, WA 98195-3200

We will begin our interviewing process in early January 2000 for an employment start in September 2000. For procedural questions, please contact Professor Charles Hill by E-mail at chill@u.washington.edu

*The University of Washington is an
Equal Opportunity/Affirmative Action employer.*

WHITWORTH COLLEGE

FACULTY OPENINGS

Founded in 1890, Whitworth College has been consistently ranked among the top regional colleges and universities in the West. In its strong liberal arts undergraduate education and graduate programs, Whitworth combines the Christian heritage of the college, its commitment to academic rigor, and its long-standing orientation toward human service. The college's mission "to provide its diverse student body an education of the mind and heart" is carried out by a community of Christian scholars from a variety of faith traditions in an environment open to the exploration and disagreement that come from free intellectual inquiry.

DIRECTOR—GRADUATE SCHOOL OF INTERNATIONAL MANAGEMENT

Tenure Track – 11.5 months

Faculty rank dependent on education and experience

The Whitworth Graduate School of International Management, founded in 1992, currently enrolls 75 students, 40 percent from outside the United States. It is committed to providing the highest quality education to recent college graduates and returning professionals seeking advanced skills in international management (economic development, trade, finance, and global strategy).

We seek a director with the entrepreneurial leadership to develop, expand and improve a relatively young program. This program is viewed on campus and in the community as poised to move its potential for academic excellence and community impact to a new level. The new director will oversee the overall development of the program in planning and setting of strategies, and direct efforts to position the program in the larger business and professional community. This person will teach three to four courses per year, including undergraduate and graduate level courses, and assume the normal range of duties associated with a faculty appointment. Application review begins January 31, 2000. For more on the MIM program, please visit our website at http://www.whitworth.edu/dept/mim/mim_home.htm

TWO ECONOMICS AND BUSINESS POSITIONS

The Economics and Business Department is one of the largest on the Whitworth campus, consisting of nearly 250 of Whitworth's 1,600 undergraduates. These students are taught by a faculty of economics and business professionals who combine strong academic credentials with extensive practical professional experience. The department offers majors in business management, international business, economics, accounting and organizational management. It is distinctive in the global focus of its curriculum and its links to the Master of International Management program, in which department faculty regularly teach. Our faculty and curriculum also reflect a strong emphasis on values and ethics within a rigorous academic program.

BUSINESS MANAGEMENT

Tenure Track – Faculty rank dependent on education and experience

Responsibilities: Teach seven courses per year, including undergraduate courses in the Department of Economics and Business and graduate courses in the Master of International Management program. Ability to teach in at least two of the following fields: human resource management, organizational behavior, finance, management, operations, accounting, marketing, information systems, international management.

Application review begins January 3, 2000.

ECONOMICS

Tenure Track – Faculty rank of Assistant Professor

Responsibilities: Teach seven courses per year, including micro and macro economics at the principles and intermediate levels and two or more other subject areas of economics or business; teach undergraduate courses in the Department of Economics and Business and graduate courses in the Master of International Management program. Application review begins January 3, 2000.

For more on the application procedures, qualifications and responsibilities for each position, please see the college Website at

www.whitworth.edu

Or contact the Office of Human Resources: phone 509-777-4303

**5th Annual
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Market Leadership
March 2 - 3**

- Effective organizational and individual leadership
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AIB-L LISTSERV

The AIB-L, the AIB's e-mail mailing list, expands online offerings, provides greater connectivity between AIB members, and helps scholars locate resources and collaborators. AIB-L traffic is moderate (15 to 20 messages per week; about 1400 members subscribe to the list) and consists of AIB notices, conference and position announcements, and requests for research information and advice.

AIB-L QUICK REFERENCE

Send all commands (from an e-mail account that receives AIB-L postings) to listproc@hawaii.edu.

To subscribe:

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This will help us find your account if you have any questions or problems.

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This command, which is useful if you are taking a vacation, will temporarily stop AIB-L mailings.

To resume:

SET AIB-L MAIL ACK

This reactivates your subscription after it's been postponed.

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SET AIB-L MAIL DIGEST

This sends you weekly compilations of messages sent to AIB-L.

To return to individual distribution:

SET AIB-L MAIL ACK

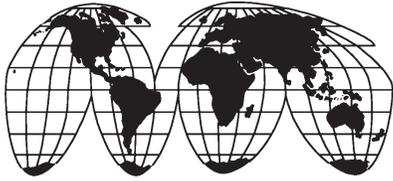
This allows you to switch back to receiving postings as individual messages.

For more help:

HELP

If it says you're not subscribed:

If you get an error message (even though you've been receiving mail from AIB-L), chances are your e-mail address has changed or varies for some reason. Send an e-mail message containing the error message and any information about your old e-mail accounts to ozawa@hawaii.edu.



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 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*.

INSTITUTION'S CONTACT INFORMATION <i>Please type or print clearly and remit payment with form.</i>			
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	

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		
<i>Our institution nominates the following two individuals to attend the AIB's Annual Meeting in Phoenix, Arizona, on November 17-20, 2000.</i>		
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		
PhD NOMINEE (Membership and 2000 Registration Fee)		
FIRST NAME	INITIAL	FAMILY NAME
POSITION/TITLE		FAX NUMBER
E-MAIL		

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. (Federal Employer ID #23-7442958).

You must return this form (or a copy) with your payment to ensure proper recording.

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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: 1-(808) 956-3261



AIB MEMBERSHIP APPLICATION

ACADEMY OF INTERNATIONAL BUSINESS

Action(s): New Membership Renewal Address Correction

Type of Membership: Regular - \$68 Student - \$45 Low Income - \$45* Institutional Nominee - \$0

Current member sponsoring dues for new member

Your Name and ID Number (If Applicable)

Please print clearly or type and remit payment with form.

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Position/Title		Organization			
Highest Degree		Alma Mater			
Disciplines		Research Interests		See the <i>Membership Directory</i> or website at http://www.hawaii.edu/aib/aibinfo/structur/resint.htm for code list.	
<input type="checkbox"/> <input type="checkbox"/>		<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>			

Make cheques payable to the **Academy of International Business**. Overpayments will be processed as gifts to the AIB Foundation and/or the Adopt-A-Library program and acknowledged in the *AIB Newsletter*. Applicants outside the US are requested to pay by credit card or to remit funds by means of international money order denominated in US dollars or by 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. (Federal Employer ID #23-7442958).

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DATE: _____
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AMOUNT PAID: \$ _____ (Dues for _____ years)

Method of Payment:

- Cheque (No.: _____ Date: _____)
- Credit Card (Circle One: MasterCard / VISA / AMEX / Diners / Discover)

Credit Card Number

Expiration Date: _____ / _____ (Month/Year) _____

Signature (if Credit Card payment)

You must return this form (or a copy) with your payment to assure proper recording.

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FAX TO: (808) 956-3261

* Low income memberships are offered to individuals with gross annual incomes below US\$25,000.