



AIB Newsletter

VOL. 12, NO. 1

FIRST QUARTER 2006



From the 2006 Program Chair

Mary Ann Von Glinow

Inside

- AIB Placement Service 4
- AIB Beijing Past Presidents' Roundtable 5
- AJBS Preliminary Conference Announcement . . . 6
- AIB Call for Volunteers 7
- JIBS Conference on Emerging Frontiers Call for Proposals . 8
- AIB Foundation Donors 10
- Adopt-a-Library Donors 10
- AIB Institutional Members 11
- AIB 2006-2008 Executive Board Election Results . . 11
- Just off the Press . . 12
- Members on the Move 14
- New AIB Members . 15
- AIB 2006 Calendar 18
- 2006 AIB Annual Meeting Registration Form 20

AIB 2006 in Beijing, scheduled for June 23-26, 2006, is rapidly unfolding. The Preliminary Program is now on-line, as is the registration for the conference (<http://aib.msu.edu/events/2006/>). I encourage you to register early, and get your air travel reservations early, as this is an incredibly busy time of the year, in the most populous country in the world—China! When you go to the website you will see all the wonderful sights of China, and take advantage of the individualized tours we have either pre-, during or post-AIB.

Now however, I want to take you through a great program, on our theme ***“From the Silk Road to Global Networks: Harnessing the Power of People in International Business”*** so this is direct from the Track Chairs themselves:

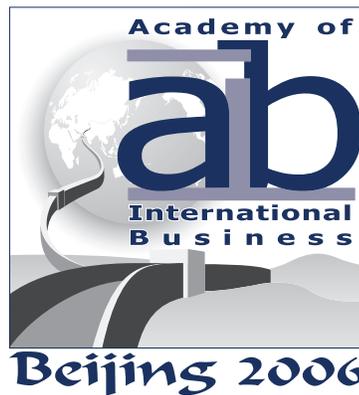
John Mezias (*The Context of Global Business*) says: “one issue that is sure to raise some debate is globalization v. regionalization...are firms truly global or are they regional?” He notes that there are a number of good papers on globalization and competitiveness, and whether “global activity helps survival and performance both domestically and globally.” (This is a very controversial debate and has spurred some very good thought on both sides, so be sure to check out the program here!)

Tamir Agmon (*International Economics, Finance, Accounting and Taxation*) notes that his track has 2 topics of special interest. “The first is the integration of the research on corporate governance into IB, which brings recent developments in financial economics into the IB research arena; the second is the focusing on Chinese financial markets as an integral part of world financial markets.” (Guess where China ranks on world financial markets?)

Peter Dowling (*Managing People Across Cultures*) says the 60 papers cover a wide range of topics from IHRM and International OB with specific sessions on culture, ethics and values in IB, Strategic HRM, MNEs and the impact of globalization on International Management. Several panels “look at cultural variations in global management, practical perspectives on expatriate

experiences in China and the Implications of Outward FDI by Chinese MNEs on IHRM!

Simon Collinson (*International Strategic Management*) says strong themes for his track include “managing HQ-subsiidiary relationships, alliances and joint ventures and managing in emerging markets, particularly given the challenges of different forms of agency, governance mechanisms and institutions. The controversy and debate here stand



Continued on page 2



Continued from page 1

out in two particular areas: the relationship between multinationality and performance, and regionalization v. globalization with *fervent* supporters and critics on both sides of both issues!”

Klaus Meyer (*Strategies for Entry, Expansion and Operations Abroad*) says that “this year’s program includes many contributions presenting recent advances in research on IB in emerging economies such as China, but that the research agenda moves us forward from the initial establishment of joint ventures and subsidiaries to the dynamics of developing, modifying or withdrawing operations, and from cross-sectional to dynamic longitudinal studies.”

Chris White (*Marketing and Supply Chain*) echoes what business leaders are now saying: “Increasing ties with Asian customers and

partners, especially in China, is increasingly seen as an imperative. Almost every session will feature questions on establishing and nurturing relationships with customers and suppliers in Asia. These papers ask penetrating questions such as, ‘does Guanxi still matter? What does it take to be successful in attracting Asian consumers? Are the attitudes different?’

and thus the answers to these and other intriguing questions will provide academics and practitioners alike with a great deal of knowledge about how to harness the power of people in IB.

Marjorie Lyles (*Harnessing the Power of Learning, Knowledge and Innovation*) hones in on some of the hottest topics of the day: “R&D in China, Taiwan and India; Knowledge and how it is managed, particularly across boundaries in globally distributed work; Just what are knowledge-based competencies?; Knowledge brokers, MNCs’ knowledge capabilities; the impact of innovation strategies on firm performance, and a slew of other increasingly front of the mind topics.

Subhash Jain (*Offshoring and Outsourcing: Entrepreneurship in Action*) is dealing with some of the most controversial issues of the day, and he informs us that his track has new insights on conceptualizing offshore outsourcing, and best industry practices on this topic. A special panel looks at global NGOs in a networked world.

Rob Grosse (*Security and International Competitiveness*) has topics as diverse as anti-piracy, post 9/11 effects on the flow of skilled immigrants, global terrorism = political risk? And the impact of security measures on the transaction of global business. (The debate here—are the security costs worth the price in terms of MNE competitiveness?)

Michael Enright (*Internationalization of Asian Firms*) says “Most of the papers in the track focus on traditional International Business themes such as internationalization strategies, location decisions, entry modes and international management, though using Asian firms as their data sources. One issue that arises is whether the internationalization strategies of Asian firms will be similar or different to those of firms from other nations. Another is whether Chinese firms will be able to replicate the international success of companies from Japan and Korea in penetrating international markets. Several papers focus on case studies of Chinese companies and their international activities.”

The Tracks of course have parallel and concurrent sessions starting on Saturday, June 24, but prior to that the pre-conference has swelled with a full day of activity on Friday, June 23. Arie Lewin and Tatiana Kostova run the **JIBS/AIB Paper Development Workshops** all day, Kannan Ramaswamy runs the **Doctoral Consortium** and Sumit Kundu runs the **Junior**



Faculty Consortium.

In addition, Sonja Sackmann and Julia Gluesing are hosting the **Past Presidents' Roundtable**. This is a novel preconference workshop which involves an even dozen of former Presidents of some major professional associations including AIB, who have agreed to convene a roundtable discussion on a topic of their choosing. This issue of the newsletter includes an announcement with additional details and instructions for registration, so make sure to look for it.

In keeping with the theme of the conference, the Fellows will host the **Opening Plenary** session on the evening of Friday June 23. Entitled "Outward FDI from China" Jean Boddewyn will kick the session off which includes presentations from Rosalie Tung, Danny van den Bulcke, Marjorie Lyles and Oded Shenkar. The **Presidential Reception** at the Crown Plaza will follow with Alan Rugman and the Board welcoming all the participants! Saturday June 24 ushers in the first full day of concurrent sessions, and mid-day (during the Interactive Paper Sessions), a light lunch will be served. Immediately after lunch at 1:45, the **Farmer Dissertation Award Session** will profile some of the best research of the year. At the end of the day, the Women of AIB (WAIB) will host a reception for all.

Sunday, June 25 has two back-to-back Plenary Sessions. In the first session (9:35-10:50) we are honored to have **Dr. Jagdish Sheth of Emory University** join us for a discussion on "The Rise of China and India and their Impact on the World." Jag has been more than generous with his contributions in the name of the Sheth Foundation, benefiting doctoral student travel stipends and the JIBS Adopt-a-Library program. Shortly after that (11:15-12:30) we will again be honored with **Mr. Liu Chuanzhi, President and Chief Executive Officer of the Legend Holdings Ltd.** (Lenovo belongs to the Legend Holdings Group), who is the principal architect behind his company's acquisition of IBM's PC unit in 2005. Mr. Liu is the AIB Distinguished Executive of the Year Award winner and his talk will be on Lenovo's globalization strategies. After a full day, AIB will have a police escort to the downtown area (Tiananmen Square) where our **Gala Dinner** at the Great Hall of the People. We are indeed fortunate to hold our Gala here thanks to our local arrangements host, Guanghua School of Management at Peking University.



Monday, June 26 begins with concurrent sessions all morning, and our interactive paper sessions, and a light lunch will be served 12:30–1:45. The final Plenary session is the **JIBS Decade Award Session (1:45-3)**, followed by the **AIB Business Meeting and Award Ceremony**, where we will find out all the award winners, including the 2006 Dean of the Year Award and the AIB President's Award. From 5:00-6:00, we will round out our 2006 Beijing meetings with the **JIBS Decade Award Reception and AIB Farewell Party**. The 27th is free for touring the Middle Kingdom! Please remember to check the AIB conference website for the various tours offered.

With its history rooted in more than 3000 years, Beijing was home to five dynasties and since 1949 has been the national capital of China. No other locale has such an abundance of World Heritage sites—the Forbidden City, The Great Wall, the Temple of Heaven, Summer Palace and of course Tiananmen Square with its Great Hall of the People. I and my colleagues on the board hope to see you in June in Beijing for what promises to be an unforgettable experience and a terrific program, filled with heated debate, uncanny insights and fascinating new research findings that will challenge the way we think about international business! This unique venue also challenges us in subtle and culturally-embedded ways that are at once provocative and enjoyable. I look forward to welcoming you to Beijing!



AIB Placement Service for 2006

The AIB Placement Service will be available at the **2006 AIB Annual Conference in Beijing, China—June 24-26, 2006**. The June dates present a great opportunity for new graduates and employers to get an early start in the job market and to warm up for the larger disciplinary meetings in August. Schools with late position approvals will also be able to catch up and find suitable candidates for the Fall semester through the placement service at the AIB meeting. **Dr. Hongxin Zhao** from Saint Louis University will coordinate placement services for both applicants and schools.

Position Applicants: Position applicants should submit a **1-page** resume containing personal and professional information, including the following items: Name, Email address, Contact phone number, Mailing address, Name of degree, date and name of institution awarding the degree, Month of availability for new position, Visa status (if applicable), Areas of teaching interest, Intention to attend the meeting in Beijing. If you wish to remain confidential, please indicate that clearly and specify what information you would like posted on the Web site and at the placement center.

Schools and Other Employers: Schools and other employers wishing to announce positions should submit a 1-page position description, including the following items: Position title or area, rank, position requirements, Starting date, Salary range, Contact person and details (name, email, phone, mailing address), Name of representative who will attend the meeting in Beijing. Additional pages or details can be added to the Position binder at the conference by having your school's representative bring 10 paper copies to Beijing.

All materials must be received by **June 15, 2006** to ensure availability at the conference placement center. Materials should be sent via email to aib2006_placement@slu.edu.

A list of positions and candidates participating in the AIB 2006 Placement Service will be posted on the placement service web site in the weeks before the conference: <http://aib.msu.edu/careercenter/>

AIB Newsletter is published quarterly by the Academy of International Business Executive Secretariat. For more information, please contact: G. Tomas M. Hult, Executive Director or Tunga Kiyak, Managing Director, 7 Eppley Center, Michigan State University, East Lansing, MI 48824-1121. Tel: +1-517-432-1452 Fax: +1-517-432-1009 • Email: aib@msu.edu • <http://aib.msu.edu>

EXECUTIVE BOARD

President

Alan Rugman
Indiana University

Immediate Past President

Peter J. Buckley
University of Leeds

Vice President - 2005 Program

Yves Doz
INSEAD

Vice President - 2006 Program

Mary Ann Von Glinow
Florida International University

Vice President of Administration

Keith Brouters
King's College London

Executive Director

G. Tomas M. Hult
Michigan State University

CHAPTER CHAIRPERSONS

Canada Chapter
Brigitte Lévy
University of Ottawa

China Chapter
Changqi Wu
Peking University

India Chapter
Krishnan Narayanan
Indian Institute of Technology

Japan Chapter
Masataka Ota
Waseda University

Korea Chapter

Dong-Ke Rhee
Seoul National University

Southeast Asia Chapter

T.S. Chan
Lingnan University

United Kingdom Chapter

Jeremy Clegg
University of Leeds

Western Europe Chapter

Daniel Van Den Bulcke
University of Antwerp

Midwest USA Chapter

Juan Meraz
Southwest Missouri State University

Northeast USA Chapter

Masood V. Samii
Southern New Hampshire University

Southeast USA Chapter

Carolyn B. Mueller
Stetson University

Southwest USA Chapter

M. Kabir Hassan
University of New Orleans

Western USA Chapter

Sundaesan Ram
Thunderbird

JOURNAL OF INTERNATIONAL BUSINESS STUDIES

Arie Lewin, Editor
Duke University

EXECUTIVE SECRETARIAT

Tunga Kiyak, Managing Director
Irem Kiyak, Treasurer

You are invited to participate in the



AIB 2006 Beijing Past Presidents' Roundtable

Friday, June 23, 1-3 p.m.

All AIB participants are invited to join in the pre-conference Past Presidents' Roundtable discussion. This is an opportunity to discuss burning questions around relevant topics with Past Presidents of AIB, Academy of Management, IACMR and numerous other Professional Associations with a group of about 10 people who are interested in the same topic. The session will take place Friday afternoon, June 23, from 1:00–3:00 p.m. at the Beijing International Convention Center (BICC).

Roundtable discussions are planned with the Past Presidents on the following topics:

- ✧ **Jean Bartunek (AOM):**
How Organizations Change
- ✧ **Peter Buckley (AIB):**
India versus China in the global economy
- ✧ **John Daniels (AIB):**
Professional activity evolvement through career and age advancement
- ✧ **Peter Dowling (ANZAM):**
The important role of IB in small population advanced economies
- ✧ **Sid Gray (ANZIBA):**
How can we best develop IB in Business Schools?
- ✧ **Duane Kujawa (AIB):**
Evolution of the MNE: from Post WWII to Globalization
- ✧ **Chung Ming Lau (Asian AOM):**
Asian Management Research
- ✧ **Peter Monge (Int'l Communication Association):**
International Organizational Networks (Multinational/NGO/INGO/Alliances)
- ✧ **Lyman Porter (AOM):**
Career Management Issues
- ✧ **José de la Torre (AIB):**
Fostering IB education through dual degree and collaborative programs
- ✧ **Anne Tsui (IACMR):**
Chinese Management Research
- ✧ **Rosalie Tung (AOM):**
Career Management Issues
- ✧ **William Werther (Int'l Society for Productivity and Quality Research):**
Why Get Involved in Professional Associations?

To participate in the Past Presidents' Roundtables:

Register by sending your

- ✧ name and affiliation (short bio)
- ✧ contact information (e-mail & telephone)
- ✧ Roundtable preference from the list above (please, indicate preference 1 and 2)
- ✧ Questions/issues that you would like to discuss in regard to the topic to:
silke.agricola@unibw.de

Registration Deadline: June 1, 2006

For questions or additional information, please contact the Roundtable Coordinators:

Professor Sonja Sackmann
Dept. of Econ., Mgt., & Organization Sciences
University Bw Munich, Germany
Phone: +49.89.6004.2697
sonja.sackmann@unibw.de

To stimulate discussion, each table is restricted to 10 participants. Registrations are taken on a first come basis.

We expect stimulating discussions with a former President of a major professional association who has agreed to share his/her insights with a very small group for a 2 hour discussion!

Professor Julia Gluesing
Dept. of Industrial & Manufacturing Engineer.
Wayne State University, USA
Cell Phone: +1.248.210.7640
j.gluesing@wayne.edu

北京

The Association of Japanese Business Studies (AJBS)

Preliminary Conference Announcement
June 22-23, 2006 – Beijing, China

The Association of Japanese Business Studies (AJBS) will hold its 19th Annual Meeting in cooperation with the Academy of International Business (AIB) in Beijing, China. The combined conference will be June 22-26, 2006. The conference will feature nearly 60 papers and presentations covering a wide variety of Japanese business-related issues.

Why Should You Participate in Both AJBS and AIB Conferences?

With one trip, you will benefit from both the most prestigious professional meeting in international business and a small, intimate AJBS conference that focuses specifically on Japanese business-related issues. Furthermore, the AJBS conference provides additional opportunities for journal publication and best paper awards, as detailed below.

Asian Business & Management

Since 2003, AJBS has established a partnership with *Asian Business & Management* (ABM), a journal published by Palgrave Macmillan. The editor of ABM and the AJBS conference committee select between 5 and 7 papers from each year's conference for publication in a special issue of ABM.

Awards—Palgrave Macmillan—AJBS Best Paper Award

Palgrave Macmillan has generously offered a best paper prize at the annual AJBS conferences. The best paper committee will review the finalist papers and choose the winning paper. The winner will be recognized at the AJBS conference and will receive the Palgrave Macmillan—AJBS Best Paper Award of £200 (about US\$350).

For Further Information

Additional information about AJBS and the conference can be found at <http://www.ajbs.org>. Joint conference registration to AJBS and AIB will be handled through AIB (<http://aib.msu.edu>). Inquiries about AJBS conference papers and program may be directed to the AJBS Program Chair, Hendrik Meyer-Ohle of National University of Singapore (ajbs2006@nus.edu.sg). Questions regarding AJBS and AJBS conference registration

may be directed to the AJBS Secretariat (ajbs@ajbs.org).

AJBS Conference Program Summary

Thursday, June 22, 2006 – Guanghai School

Sessions will be held at the Guanghai School of Management, Peking University. AJBS attendees will have the opportunity to see the history and beauty of one of China's premier universities and the modern facilities of its top-ranked business school.

8:00 am–8:30 am Buses depart conference hotel for Guanghai School.

8:30 am–9:00 am Conference registration at Guanghai School.

9:00 am–6:00 pm AJBS Conference Sessions

- Keynote Address from Leading Industry Expert
- Networking and Coffee Break
- Concurrent Paper Sessions
- Luncheon
- Concurrent Paper Sessions
- Networking and Coffee Break

Evening: Sign up for no-host dinner groups to local restaurants in Beijing.

Friday (morning), June 23, 2006 – BICC

Sessions will be held at the Beijing International Conference Center (BICC), which is adjacent to the conference hotels. The morning-only schedule and conference center location will allow AJBS attendees to participate conveniently in other AIB pre-conference events during the day.

8:00 am–12:00 pm AJBS Conference Sessions

- Concurrent paper sessions
- Networking and Coffee Break



Academy of International Business

CALL FOR VOLUNTEERS

The AIB Executive Board is currently looking for members that would like to be involved more actively in AIB by volunteering to serve as a member of one of the following two committees. Each volunteer member will serve a term of two years, renewable once. The committees will be appointed by the AIB Executive Board based on volunteer applications received, and should generally be representative of the overall composition of the Academy membership.

If you are interested in becoming more actively involved in AIB and volunteering for a position on one of these committees, please send an email by *June 10, 2006* to Tunga Kiyak, Managing Director, at aib@aib.msu.edu and provide a copy of your CV. Please make sure to provide full contact information and to identify the specific committee you have an interest in.

AIB Membership Committee

The duties of the Membership Committee include:

- Continuous evaluation the AIB membership structure and benefits
- Developing strategies to identify and recruit new members
- Developing strategies to increase the loyalty of, and retain, the current members
- Identifying and addressing the concerns and suggestions of all current members
- Advising the AIB Executive Board on all membership related matters

The committee will consist of 5 volunteer members, the AIB Vice President for Administration (Committee Chair), AIB Executive Director and the AIB Managing Director.

AIB Technology Initiatives Committee

The duties of the Technology Initiatives Committee include:

- Identifying possible opportunities for AIB to utilize new or existing technologies to improve its existing services and/or to provide new services
- Identifying new initiatives for member value-added content to be provided on AIB's website.
- Identifying additional volunteers to provide content contributions to AIB's website
- Developing strategies to increase current membership's usage of AIB's website

The committee will consist of 5 volunteer members, the AIB Executive Director and the AIB Managing Director (Committee Chair).

Call for Proposals

Fourth Annual JIBS Conference on Emerging Research Frontiers in International Business

Theme: Asia and Global Business in the 21st Century: Institutions, Cultures, and Strategic Transformations

Venue: San Diego State University

Local Arrangements: Mark Ballam, SDSU CIBER

Dates: November, 29th – December 2nd, 2006

Deadline for Submission of Proposals for papers & panels: July 1st, 2006

Invitations to be issued by August 15th, 2006

Program Committee:

Professors Rabi Bhagat (University of Memphis), Kwok Leung (City University Hong Kong), Martina Musteen (San Diego State University), Mike Peng (University of Texas Dallas), and Gangaram Singh (San Diego State University).

Arie Y. Lewin (Duke University), Ex Officio.

Central Theme

Prior to the 1997 Asian financial crisis, a number of scholars predicted that the 21st century would be the “Asian century.” In the aftermath of the 1997 crisis, there has been some caution in the literature regarding how various economies and firms in Asia are going to emerge as important participants in the global economy. More recently, terms such as the “Chinese century” and the “rise of India” have surfaced frequently in scholarly and practitioner publications. There is no doubt that various Asian economies and firms have been undergoing some profound institutional, cultural, and strategic transformations, which not only have ramifications for Asia but also for other parts of the global economy in the 21st century.

Objectives of the 2006 Frontiers Conference in International Business

- To encourage scholarly interest in the growing complexity of institutional, cultural, and strategic transformations that are currently underway in various Asian economies and firms.
- To examine the implications of these transformations for both firms headquartered in Asia and those headquartered elsewhere.
- To advance IB research on the increasing global interdependence between various countries and firms in Asia and the rest of the world.

We welcome proposals for papers and panel discussions that are (1) theoretically innovative and well-grounded and (2) based on solid empirical research which provides insights into the dynamics of how various Asian economies and firms are grappling with institutional, cultural, and strategic transformations – and how countries and corporations *elsewhere* around the world respond to such profound changes in Asia.

Examples of Relevant Issues

- **Impact of Asian economies on global business.** What is the impact of the growing Asian economies on world trade, shipping, and logistics – and most fundamentally on the strategic management processes of firms around the world (including those currently *not* doing business in/with Asia)?
- **Nature of firm ownership and control.** A majority of large multinational corporations in the Anglo-American world feature the separation of ownership and control. However, such is not the case in most parts of Asia. What are some of the future implications of concentration of ownership and control of large firms in Asia for theory and research?

- **Product and geographic diversification.** The conventional wisdom, based primarily on recent research in the West, is that unrelated product diversification is counter productive for creating value. However, some conglomerates and business groups in Asia persist and function well in seeming contradiction to the conventional wisdom. At the same time, many Asian firms have recently embarked on significant geographic diversification, by entering foreign markets not only in Asia but also in other regions of the world. How do findings from the Asian context help to advance strategy research on product and geographic diversification?
- **Institutional transitions and strategic responses.** Many Asian economies aspire to become more market oriented. Their institutional transitions often entail fundamental and comprehensive changes. Some of the transitions end up with a predominantly relationship-based transaction structure, and some move to a rule-based structure. What theories and empirical research account for these transformations? What are the implications for firms both headquartered in and out of Asia?
- **Cultural changes and transformations.** Participation in the global economy changes some of the fundamental cultural assumptions and values that are inherent in the design of organizations, institutions, and related strategic processes. How do the various cultural changes and transformations taking place in these Asian economies facilitate or hinder their participation in an increasingly interdependent global marketplace? What are implications of strategic outsourcing on the transformation of various cultural patterns in these countries? What are implications of globalization for the collectivistic orientations of the majority of Asian populations? What role do foreign (non-Asian) firms play in the cultural changes and transformations in Asia?
- **Global implications for non-Asian economies and firms.** The growing prominence of Asian economies and firms has significant ramifications for the non-Asian world in the 21st century. What IB theoretical frameworks might be applicable to explain the growing interdependence between Asian economies and firms with those of the rest of the world? To what extent are the experiences of Asia and Asian companies applicable to extant theories and research in IB?

The above list is merely suggestive of the range of topics appropriate for this conference. Other topics may be potentially of interest. However, the central concerns of the 4th Annual JIBS Emerging Research Frontiers in IB Conference are with the institutional, cultural, and strategic transformations of economies in Asia and firms active in Asia (including foreign, non-Asian firms operating there), as well as the ramifications of these transformations for global business around the world (that is, beyond Asia).

Submissions

Proposals for panels and or papers must be submitted on or before July 1st, 2006 to Stefanie McAdoo (smcadoo@duke.edu) at Duke University, Fuqua School of Business. The submission should be marked for the Fourth Annual JIBS Emerging Research Frontiers Conference in International Business 2006. Submissions should consist of a 2-3 page summary of the proposed paper or panel. Panel proposals should also include names of proposed panelists and their specific topic.

Review Process

Submissions will be reviewed by the Program Committee after July 1st and authors will be notified of the decision by August, 15th, 2006.

For further information regarding the nature and the structure of the 2006 Frontiers Conference in International Business please contact Mike Peng at UT Dallas (mikepeng@utdallas.edu) if paper concerns Strategic and Institutional Issues. If paper concerns cultural and related, issues of transformations of Asian societies please contact Rabi S. Bhagat at the University of Memphis (rbhagat@memphis.edu), or Kwok Leung at City University Hong Kong (mkkleung@cityu.edu.hk).

AIB Foundation

Our gratitude goes out to the following members for their generosity in supporting the AIB Foundation and its activities in the 2005 calendar year:

Full Benefactors — gifts of \$100 and more

Masaaki Kotabe
Noritake Kobayashi
Donald M. Pattillo
Ryh-Song Yeh

Associate Benefactors — gifts of \$50 to \$99

C. Brooklyn Derr
Ing-Chung Huang

Assistant Benefactors — gifts of up to \$49

Shintaro Akahane
Lailani Alcantara
Isabel Cristina Antunes
Jean J. Boddewyn
Chang Hwan Choi
Jean-Claude Cosset
Kenneth W. H. Day
Ken-Ichi Enatsu
Carolyn Erdener
Takeshi Fujisawa
John H. Grant
Andrew C. Gross
Mitsuo Hayashi
Pol Herrmann
Mark Lennon
Akira Osuga
Lee Radebaugh
Malika Richards
John Alan Rushing
John K. Ryans, Jr.
Joachim Wolf

The AIB Foundation is a charitable organization that funds projects which aim to advance the cause of international business. Under the Foundation's charter, these funds may be used for a wide variety of purposes: student scholarships, faculty fellowships, research grants, travel grants, doctoral dissertation grants, and publications subsidies. Donations to the AIB Foundation can be made during AIB membership renewal or annual conference registration processes, or may be sent separately to the AIB Secretariat.

Adopt-A-Library

Our gratitude goes out to the following members for their generosity in supporting the Adopt-a-Library program in the 2005 calendar year:

Institutional Benefactor

Madhuri and Jagdish N. Sheth Foundation

Full Benefactor — gifts of \$100 and above

Abdulrahman Al-Aali
Arthur I. Stonehill

Associate Benefactors — gifts of \$50 to \$99

Isabel Cristina Antunes
Preet S. Aulakh
Nakiye A. Boyacigiller
Jacobus Frederik de Roos
Carol C. Fethke
Ing-Chung Huang
Laurent L. Jacque
Noritake Kobayashi
Thomas C. Lawton
Akira Osuga
John K. Ryans, Jr.

Assistant Benefactors — gifts of up to \$49

Shintaro Akahane
Chang Hwan Choi
Jean-Claude Cosset
Carolyn Erdener
John H. Grant
Ching Horng
Mark Lennon
Kamlesh T. Mehta
Anupama Phene
Margaret E. Phillips
Lee Radebaugh

The Adopt-A-Library program was initiated by the AIB Fellows to help libraries around the world that could not otherwise afford to subscribe to JIBS have access to it. Donations to the Adopt-a-Library program can be made during AIB membership renewal or annual conference registration processes, or may be sent separately to the AIB Secretariat.

Institutional Members

We thank the following organizations for their support of the Academy of International Business through an institutional membership for the 2005 calendar year:

Duke University CIBER, USA

Eafit University, Colombia

Erasmus University, Netherlands

Florida International University, USA

George Washington University, USA

Georgia State University, USA

Indiana University, USA

Michigan State University, USA
(2 institutional memberships)

National Institute of Development
Administration, Bangkok, Thailand

Peking University, Guanghua School of
Management, China

Université de Versailles St-Quentin-en-
Yvelines, France

University of San Francisco, USA

University of Scranton, USA

University of South Carolina, USA
(2 institutional memberships)

Youngstown State University, USA

York University, Schulich School of Business,
Canada (2 institutional memberships)

AIB invites other organizations to become institutional members. For more information about institutional membership and its benefits, please visit <http://aib.msu.edu/>



AIB 2006-2008 Executive Board Election Results

Our thanks goes out to the 860 voters who participated in this year's election. The officers elected for the 2006-2008 Executive Board are as follows:



President:
Stefanie Ann Lenway
University of Illinois at Chicago



Vice President
for 2007 Meeting
Oded Shenkar
Ohio State University

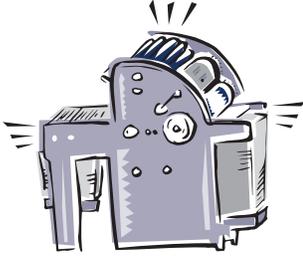


Vice President
for 2008 Meeting
John Cantwell
*Rutgers University and
University of Reading*



Vice President
for Administration
Susan Feinberg
Rutgers University

These newly elected officers will join Alan M. Rugman (as Immediate Past President) and Tomas Hult (as Executive Director) to make up the 2006-2008 Executive Board. The new board will assume office from August 1, 2006 to July 31, 2008.



Just off the Press

- ⇒ **Ilan Alon** (Rollins College) and **John R. McIntyre** (Georgia Institute of Technology) have co-edited *Business and Management Education in China: Transition, Pedagogy, and Training* (World Scientific 2005, ISBN: 981-256-322-9). The book offers a constellation of essays focused on the important social and economic changes affecting educational institutions in China. It provides an in-depth examination of the potential and obstacles for business and management education in the world's second largest economy and most populated country. This volume is an essential resource for anyone with an interest in teaching, developing a new program, or entering into a joint venture in China.
- ⇒ **Mats Forsgren** (Uppsala University), Ulf Holm (Uppsala University) and Jan Johanson (Uppsala University) have authored *Managing the Embedded Multinational: A Business Network View* (Edward Elgar 2006, ISBN: 1-84542-615-0). This book expands the business network view on managerial issues in multinational corporations. Specifically, it scrutinizes the importance of a subsidiary's external and internal business network for its strategic and organizational role within the corporation. The internationalization of firms in terms of management issues and headquarters control, the influence of subsidiaries on decisions and learning processes within multinational corporations are examined in detail. Grounding its analyses and conclusions on unique and extensive data on specific business relationships at the subsidiary level in multinational corporations, this book will be invaluable to students, researchers and lecturers focusing on management and international business.
- ⇒ **Cherry Granrose** (Berry College) has edited a new book, *Employment of Women in Chinese Cultures: Half the Sky* (Edward Elgar 2006, ISBN: 1-84542-293-7). Contributors include Irene K.H. Chew, Irene Hau-Siu Chow, T.K. Peng and Yong-Qing Fang. Authors from each location review the employment status, occupational structure, government policy, and social norms for Chinese women living under different government systems at the beginning of the twenty-first century. The volume includes chapters on the People's Republic of China, Taiwan, Hong Kong and Singapore; nation/states that have common Chinese cultural experiences but very different history, economic systems, and government policies. The book also includes presentations of Western theory and Chinese beliefs about employment of women as well as recommendations for improving women's employment experiences. It should interest those studying Asian women as well as employers and policy makers involved with Chinese women's careers.
- ⇒ **Pradeep Kanta Ray** (University of New South Wales) announces the publication of his monograph *FDI and Industrial Organization in Developing Countries: the Challenge of Globalization in India* (Ashgate Publishing 2005, ISBN: 0-7546-4322-0). The Indian economy is large and disparate, with a multitude of economic and political institutions, and an unsteady record of policy reforms. Drawing comparisons with other Asian institutions, this monograph analyses the contribution of foreign affiliates and domestic enterprises to industrial development, by illustrating the nature of interchange between FDI, indigenous capital and industrial policy. Using case studies and quantitative analysis, the work reveals new and significant features of Indian business and industry. In view of the recent interest generated regarding India's prowess in high technology sectors and its potential to be the next economic powerhouse, the empirical analysis and the issues raised in this book are both timely and comprehensive.
- ⇒ **Alan M. Rugman** (Indiana University) and **Jing Li** (Simon Fraser University) co-edited

Real Options and International Investment (Edward Elgar 2006, ISBN: 1-84064-901-1). The volume organizes the recent literature so that further advances can be made by international business scholars to capitalize on the power and usefulness of the real options approach. Part I includes articles that help to clarify the definitions of real options and the boundaries of applying real options theory to analyze the decision making of firms. Part II consists of applications to operational flexibility of the multinational network. Part III comprises applications to market entry modes among which joint ventures are most widely studied. Part IV refers to applications to market entry timing. Part V includes several applications to strategic management.

⇒ **Alan M. Rugman** (Indiana University) and **Alain Verbeke** (University of Calgary) have put together a collection of articles titled *Analysis of Multinational Strategic Management: The Selected Scientific Papers of Alan M. Rugman and Alain Verbeke* (Edward Elgar 2005, ISBN: 1-84542-300-3). This collection, inspired by the occasion of Alan Rugman's 60th birthday, celebrates the two author's long and productive work together on issues facing top managers of multinational enterprises. They have organized the work into five sections: the foundations of a new theory of multinational strategic management, a radically new examination of multinational strategic management, national competitiveness, the relatively under-researched but increasingly important issue of environmental strategies of multinational enterprises, and the interactions between multinational strategic management and public policy. The collection will be of great interest to scholars and practitioners of international business and management, as well as to economists and lawyers.

⇒ **Vern Terpstra** (University of Michigan), **Ravi Sarathy** (Northeastern University), and **Lloyd Russow** (Philadelphia University) have authored

The Global Environment of Business (Northcoast Publishers 2005, ISBN: 1-93358-318-5). Written for courses in International Business – the audience for this book is undergraduate and graduate programs in business, study abroad programs in business, international executive programs and any program with an international business model. For students traveling abroad (and needing a quick reference), the text comes in both print and HTML versions. This text gives students a real-world taste of this dynamic field, preparing them for entry into the global workplace of the 21st Century. “Information Technology”, in particular, is featured -- reflecting the widespread and pervasive impact of newer technologies on the field of international business.

⇒ **Vern Terpstra** (University of Michigan), **Ravi Sarathy** (Northeastern University), and **Lloyd Russow** (Philadelphia University) have authored *International Marketing, 9th Edition* (NorthCoast Publishers 2005, ISBN: 1-93358-322-3). Written for courses in International Marketing and International Business, the text includes relevant case studies for each of its sections. The Ninth Edition of this popular text has been completely revised, reflecting current developments in the field and the imperatives of dealing with an increasingly globalized economy. Drawing upon the extensive and unparalleled international marketing experience of its authors (one of whom is new to this edition), *International Marketing* takes a comprehensive look at the environment, problems and practices of today's international marketing arena. This text gives students a real-world taste of this dynamic field, preparing them for entry into the marketing workplace of the 21st Century. Chapters on “Information Technology”, and “Ethics”, in particular, have been moved to the front section of the book, reflecting the widespread and pervasive impact of newer technologies and ethical questions on the marketing field.



Members on the Move

- ☞ **Ilan Alon** obtained the Thomas J. Petters Chair of International Business and named Executive Director of Rollins-China Center. His mission is to internationalize the college and extend its outreach in China and other important international markets.
- ☞ **Mary Conway Dato-on**, Assistant Professor of Marketing at Northern Kentucky University, has been appointed as Director of the newly created International Business Center (IBC) at the College of Business. Dr. Steve Mueller and Dr. Van Miller are also instrumental in the development and operation of IBC. The IBC mission is to offer state-of-the-art research, teaching, and outreach programs that enhance the NKU community's global knowledge and cross-cultural skills. The center works closely with NKU and College of Business faculty, graduate and undergraduate students as well as Northern Kentucky and Greater Cincinnati business community. Benefits to faculty include research, teaching abroad activities and participation in development seminars. Students are encouraged to participate in study abroad programs and obtain contacts to pursue international careers. They are provided with the opportunity to interact with global business leaders and know best global practices of organizations.
- ☞ **Peter J Dowling** will be moving from the University of Canberra in May 2006 to take up the newly established Chair of International Business in the School of Marketing & International Business at the Victoria University of Wellington, New Zealand.
- ☞ **Harry G. Harris**, Visiting Professor at the University of California, Davis, has launched

two new health care companies, HealthCare California and MedSupply, which are enjoying phenomenal success and expansion in central California. After a career in the federal government and academia, Harry is putting experiences and concepts into practice with these enterprises. Additionally, he logs over 100,000 miles annually as a global management consultant to governments and businesses. In March, Harry presented a series of speeches on global management and leadership issues to several business associations in Chengdu, Zhangzhou and Guangzhou, China. He also gave an invited lecture on globalization and entrepreneurship to a seminar of senior civilian and military officials from 35 Asia-Pacific nations at the Department of Defense's Asia-Pacific Center for Security Studies [APCSS] in Honolulu.

- ☞ **Ralph Huenemann** has accepted an appointment as Professor of Economics and International Business at the Guanghua School of Management, Peking University. Ralph looks forward to seeing AIB colleagues at the annual meeting in Beijing this June.

AIB Newsletter would like to share the latest news about its members in the Members on the Move and Just Off the Press sections. Email your professional accomplishments, book publications, promotions, and honors, to: aib@aib.msu.edu. Please limit your announcements to 150 words and identify the name of the section it is intended for in the subject line of your email.

New AIB Members

AIB welcomes the following 158 new members who joined our community between October 16, 2005 and February 15, 2006.



Samuel Yaw Akomea	Dirk Fischbach	Hsin-Yi Lin	Johan Roos
Nozar Alaolmolki	John Anthony Fitzsimons	Bith-Hong Ling	Björn Rosenberger
Lailani Alcantara	Cindy Fox	Isobel Lobo	Marc Sardy
Peter Alfred	Russell Fralich	Qing Lu	Roslyn Sayers
Felino Sm Angeles, Jr	Jayne Fuglister	Ashish Mahajan	Andreas Schotter
Silvio Carlos Arduini	Edward Gailey	Tariq Malik	Thomas Schultz
Jen Baggs	Vanessa Garza	Cesar M Maloles	J.P. Sharma
David Baker	John Goodell	David Maslach	Kuo Shiang Nung
Karoly Balaton	Robert Goodwin	Ahmed N Y Meandahawi	Barbara Shine
David Balint	C. Howard Griffin, Jr.	Walter Moore	Hamid Shirazi
Elitsa Banalieva	Gert Grondowski	Simon Morley	Gladys Simpson
Linda Becerra	Lawrence Haines	Craig Moser	Hy Sockel
Kais Ben Youssef	Mauricia Herrera	Mark J Munoz	Joseph A Sy-Changco
Lee Blyth	Ken-ichi Hirasawa	Lite Nartey	Ania Szczygielska
Dirk Boehe	Yung-Chang Hsiao	Jack Nasser	Arul Thirunavukkarasu
David Bolaños	Ru Mei Hsieh	Matthias Ngui	Margaret Thompson
Michael Burns	Yu-Mei Huang	Thomas Norman	Frank B. (Ben) Tipton
Albert Callewaert	Ming-Ching Hwang	O'Land Chima Nwoke	Cheong Sing Tng
Shun Cao	Michael Imhof	Chang Hoon Oh	Jean Vanhoegaerden
Pen-Chung Chen	Ruey-Jer Jean	Mojisola Olugbode	Mary Vaughn
Chen Oi Chin	Ferreter Jennifer	Ayman Omar	Bala Veeramacheneni
Enrique Claver-Cortés	Benoy Joseph	Oluwafemi Omotola	Prasad Vemala
Brian Connelly	Birsen Karpak	Annaleena Parhankangas	Markus Venzin
Gabriel Cortina	Eva Yueng Wah Khong	Ji Ho Park	Roberto F Villarroel
Craig Crossland	Kyeong Chan Kim	Tae Kyung Park	Cresencia G Viri
Timothy Curran	Sung Kim	Arijit Paul	Dean Walker
Jeanne Dalton	Ki Keum Kim	Glenna Pendleton	James Walton
Diana Day	Paul Komiak	Stephen Perkins	Kiyoshi Washio
Yaw A. Debrah	Susan Kuznik	Florence T T Phua	Richard Wilson
Christian Delaunay	Richard LaRosa	John S. Pletcher	Nittaya Wongtada
Ashutosh Dixit	Trien Le Vinh	Panagiotis Polychroniou	Li-Wei Wu
Wendy Dobson	Yang-Im Lee	Peter Poznanski	Mikio Yagi
John Doddrell	Sang-Kyu Lee	Bharat Prashar	Serkan Yalcin
Richard Dool	Ruby Lee	Jonas F Puck	Yasuhiro Yamakawa
Jasson Edwardo	Olivia Lee	Diego Quer-Ramón	Julie Yang
Mazhar El-Sheikh	Do Hyung Lee	Florendo M Rabago	Jean-Marie Yao
Shunyu Fan	Xiaolin Li	Lori Radulovich	Tadashi Yoshida
Pin Fang	Yong-Hui Li	Rui Paulo Ribeiro Almas	Abdul Raheem bin
Babawale Fapuro	Amy Liang	Tim Rogmans	Mohamad Yusof
Rebecca Firth	Julia Lin	Herlina Yoka Roida	

American Society For Competitiveness (ASC)

CALL FOR PAPERS

SEVENTEENTH ANNUAL CONFERENCE
NOVEMBER 9-11, 2006
Washington, D.C. area

The seventeenth annual ASC conference on Improving Competitiveness: Business Practices, Government Policies, and Cultural Changes, is an excellent opportunity for you to:

- Interact with scholars, business leaders, and government leaders from all over the world
- Discuss research findings and current practices pertaining to the various facets and sources of competitiveness
- Present your paper in a very congenial and professional conference environment
- Publish your article in peer-reviewed Cabell listed journals

Completed articles, works-in-progress, abstracts, and panel discussion topics focusing on the following areas are sought: **traditional areas such as** international trade and finance, human resource management, information technology, marketing, industry/country/region competitiveness, corporate alliances, emerging markets, leadership, quality management **as well as areas of current interest such as** Today's Knowledge-Based Firm and Society, China/India and the World, Energy and Global Politics, Corporate Responsibility and Global Compact, Public Affairs & Corporate Communications, Privatization in Global Markets, Corporate Governance, E-Commerce, Supply Chain Management & Outsourcing, Competing in Dynamic Global Industries: e.g., Telecommunications, Pharmaceutical and Biotech. Accepted papers will be published in the Society's Annual Research Volume--Competition Forum. At least one author is required to attend the conference. Highly competitive papers may be invited for publication in one of the other three journals of the Society --Journal of Global Competitiveness, Advances in Competitiveness Research or Competitiveness Review. The deadline for the receipt of submissions is **June 5, 2006**. To facilitate the blind peer review process, the first page should include: Title of submission, authors' name(s), institutional affiliation(s), e-mail address, phone and fax numbers. The second page should repeat the paper title but should contain no information that would identify the author or the institution. Publication style guidelines of the American Psychological Association should be used. Please send four copies of the submission (or one copy by e-mail) to:

Prashanth N. Bharadwaj, Academic Program Chair
American Society for Competitiveness
PO Box 1658, Indiana, PA 15705
E-mail: pnb@iup.edu
Phone: 724-357-4880 Fax: 724-357-5743
ASC Web-site: www.eberly.iup.edu/asc

The Georgia Tech Center for International Business Education and Research

and the

Institute for Sustainable Technology and Development of the Georgia Institute of Technology,

in partnership with

ICN Ecole de Management

and

Groupe de Recherche en Gestion Nancy-Metz

present

Multinational Enterprise and Sustainable Development: Strategic Tool for Competitiveness

A Research Colloquium

October 19-20, 2006, Atlanta, Georgia, USA

The Colloquium addressed issues for multinational enterprises creating and implementing sustainable development policies.

Principal Colloquium Themes:

- *Multinational Enterprises' Sustainable Development Practices*: the normative and corporate governance frameworks, decisional structures, organizational behavior and implementing strategies, ranging from human resources to technology and communications;
- *Factors and Motivations*: the macro-economic, market, social, and political factors which define the emergence and diffusion of multinational practices as well as country or region-specific institutional and cultural issues;
- *Multinationals as Global Players*: the role of MNEs in evolving regional and international regimes (treaties, codes, norms, standards, monitoring systems) and the impacts of MNEs' courses of action

For more information, contact Prof. John R. McIntyre, Director, or James Hoadley, Associate Director GT CIBER, College of Management, Georgia Tech Atlanta, Georgia, 30332-0520, USA
ph: 404 894 4379 • fax: (404) 894-6625
email: ciber@mgt.gatech.edu • ciber.gatech.edu

The Multinational Business Review

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



SAINT LOUIS
UNIVERSITY

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.

Managing Editor

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

mbr@slu.edu
(314) 977-3630

or visit us at mbr.slu.edu



Journal of International Management

Journal of International Management (JIM) has gained recognition and visibility in the competitive IB market and differentiates itself with probably the fastest review processes in the industry—an average 40-day turn around on reviews. The quality and selectiveness of the editorial process is reflected in a 12% acceptance rate.

JIM is devoted to advancing an understanding of issues in the management of global enterprises, global management theory, and practice; and providing theoretical and managerial implications useful for the further development of research. It is designed to serve an audience of academic researchers and educators, as well as business professionals, by publishing both theoretical and empirical research relating to international management and strategy issues. *JIM* publishes theoretical and empirical research addressing international business strategy, comparative and cross-cultural management, risk management, organizational behavior, and human resource management, among others. *JIM* also solicits literature reviews and critiques that include a guide for improved theory and international management research as well as contributions that advance educational methodology in the range of international management fields

Electronic downloads, a reasonable indicator of readership, have increased by 500% in the last four years with nearly 37,000 downloads in 2005 alone. Articles may be downloaded from our publisher, Elsevier, and are available in full text through www.sciencedirect.com electronic reference databases, and are abstracted on EBSCO.



AIB 2006 Calendar

AIB Canada Chapter Meeting

June 3-6, 2006
Banff, Alberta, Canada

AIB Southeast Chapter Meeting

October 25-27, 2006
Clearwater Beach, Florida, USA

AIB 2006 ANNUAL MEETING

June 23-26, 2006
Beijing, China

AIB/JIBS/CIBER Frontiers Conference

November 29-December 2, 2006
San Diego, California, USA

AIB US Northeast Chapter Meeting

October 6-8, 2006
Princeton, New Jersey, USA



Sponsor a library from a developing country

The NEW AIB Adopt-a-Library Scheme

The Adopt-a-Library Scheme was set up by the AIB so that libraries from developing countries can subscribe to **JIBS**, despite their very limited resources.

This enables researchers and teachers from these territories to access **JIBS's** significant, thought-provoking papers and further extend the boundaries of international business research.



How you can help

For as little as \$20.00 you can sponsor a subscription and provide online access to **JIBS** for a university library from a developing country.

Your \$20.00 will not only provide access to the current issues of **JIBS** but also to the complete archive from 1970.

Comprehensive access as a result of your contribution.

The next step

For further information on this innovative scheme go to www.jibs.net or contact the AIB directly:

AIB - Adopt a Library
Michigan State University, 7 Eppley Center
East Lansing, MI 48824-1121
USA



2006 AIB Annual Meeting Registration Form Beijing, China

Please mark the appropriate box(es)
Print or type all information clearly

- Registration for AIB 2006 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

Please make checks payable to the Academy of International Business (Federal Employer ID: #23-7442958). All checks must have micro-encoded banking information, including ABA routing number at the bottom of the check, a US bank address, and have the US dollar amount imprinted on them. All checks and international money orders must be denominated in US dollars.

REFUND POLICY for cancellation:
100% prior to May 1, 2006 (less \$20 cancellation fee)
50% prior to June 1, 2006

Return this form (or a copy) with your payment to ensure proper recording of your registration.

MAIL: Academy of International Business
Michigan State University
7 Eppley Center
East Lansing, MI 48824-1121, USA

FAX: +1 (517) 432-1009

or register online at <http://aib.msu.edu/>

REGISTRATION FEES

Includes access to all sessions, coffee breaks, poster sessions with light lunch, Presidential Reception and Gala Event.

- AIB MEETING REGISTRATION FEE** \$ _____
- Regular AIB member registration:** US\$400.00
 - Student AIB member registration:** US\$175.00
 - Low-income AIB member registration:** US\$175.00

Preferred Name For Name Tag

- EARLY REGISTRATION DISCOUNT** - \$ _____
- For REGULAR member registrations received before May 1, 2006
Subtract \$50 from the above registration fees

- LATE REGISTRATION FEE** + \$ _____
- For ALL registrations received after May 31, 2006
Add US\$100.00 to the above registration fees

- SPOUSE/GUEST TICKETS** \$ _____
- June 23 Presidential Reception (Crowne Plaza) – \$40
 - June 25 Gala Event (Great Hall of the People) – \$60

SPOUSE/GUESTS NAME (for name tag if purchasing the Spouse/Guest package)

MEMBERSHIP DUES \$ _____

All conference attendees must be members in good standing as of June 27, 2006. If your membership expires before then, or you are not currently an AIB member, please use the section below to add one year of membership dues.

- Regular Member** US\$100.00
- Student Member** US\$50.00
(with copy of valid university ID)
- Low-Income Member** US\$50.00
(gross annual income below US\$25,000)

AJBS REGISTRATION \$ _____

If you are not yet an AJBS member, or need to renew, please choose the appropriate option that includes a membership from below.

- Regular with membership**—\$175
- Regular**—\$125
- Student/Low income with membership**—\$105
- Student/Low income**—\$75

* Add \$25 for late registration after May 31st.

DONATIONS

- Adopt-a-Library** – US\$50 per subscription \$ _____
- AIB Foundation** – any amount appreciated \$ _____

TOTAL PAYMENT	\$ _____ .00
----------------------	---------------------

METHOD OF PAYMENT

- Check or Money Order** (Enclose with form)
Check no. _____ Check date: _____
- Credit Card** MasterCard VISA AMEX Discover

Credit Card Number

Expiration Date _____ / _____ (Month/Year)

Name on card

Signature (If Credit Card Payment)