The ***Journal of International Marketing (JIM)*** is dedicated to advancing international marketing practice, research, and theory. Aimed at both international marketing/business scholars and practitioners at senior- and mid-level international marketing positions, the journal's prime objective is to bridge the gap between theory and practice in international marketing.

*JIM* will offer a Paper Development Workshop (PDW) in connection with the AIB Annual Meeting in Miami. This workshop is aimed at providing feedback and guidance to participants on papers in one of two stages: (1) Papers that are nearing submission to *JIM* or other leading international marketing journals and, as such, are already in full draft form; and (2) Papers that are still at an advanced idea stage, or essentially the front end of a paper through the planned methodology section but without results, discussion, and implications sections developed. The goal with the first type of paper is to help the authors polish their manuscripts for submission, identifying key weaknesses and areas for improvement. For the second type of paper, the expectation is that the conceptual arguments and planned methodology are fairly well developed so that the workshop can be used to help course-correct or steer the authors in a direction that will increase the project's chances for success. Note that the PDW is intended for doctoral students and early career academics.

During the workshop, mentors will provide feedback to participants as to how they can further develop their papers. The workshop will also include a panel discussion on tips for publishing in *JIM* and other top journals.

The deadline for submitting a paper is **February 28, 2020**. Papers should be submitted via the **AIB Conference Website.** Once on the website choose the **JIM Paper Development Workshop**. Papers can be submitted in any formatting style and length; however, they should be in English. Please note that each participant may submit only one manuscript for the PDW. The cover page of the submission should include all authors' names, e-mails, and affiliations.

A competitive selection process will determine which papers will be included in the workshop. By submitting a paper, at least one of the paper's authors commits to participate in the workshop if the application is accepted. Manuscripts will be selected based on the suitability for *JIM*, quality of their submitted work, and fit with one of the two stages described above. If accepted, participants will be required to confirm their participation by **May 1, 2020**.

**NOTE: Participants must be registered for the AIB 2020 meeting before they confirm their attendance at the JIM-PDW.**