

ACADEMY OF INTERNATIONAL BUSINESS, UNITED KINGDOM CHAPTER
ANNUAL REPORT 2005

I. Introduction

The AIB UK Chapter was the first chapter to be established outside North America in 1973. Its founding chairman was the late Dr Michael Z. Brooke, of the University of Manchester Institute of Science and Technology (UMIST, now Manchester Business School, University of Manchester) and Fellow of the AIB.

The Chapter's Constitution and By Laws, Article II Mission states the goals of AIB UK: "To promote the teaching and research of all areas of international business, within the framework of the worldwide AIB: and to act as a forum for the development and exchange of views on issues in international business..."

The AIB UK Chapter seeks to achieve these goals through a balanced portfolio of services that augment, at the local level, the provision of the AIB parent organisation to the membership in the UK. This report documents these activities and, where appropriate, comments on the issues and concerns that arise.

II. Current and Incoming Officers and contact information

Please see Appendix 1: AIB UK Chapter Executive Committee (as at 9th April 2005).

At the Members' Meeting on Friday 8th April 2005 the following elections were held:

Doctoral Convenor: Dr Marian Jones was re-elected for a further and final term of three years.
Conference Secretary (newly established post): Professor Trevor Buck was elected for a term of three years.
Secretary: Professor Heinz Tüselmann was elected for a term of three years.
Membership Secretary: Dr Simon Harris was elected for a term of three years.

Dr Michael Mayer (Newsletter Editor) has taken over responsibility for the editorship of the Palgrave Macmillan book series from Professor Colin Wheeler (outgoing Secretary).

III. Summary of Membership

The membership of the AIB UK Chapter as at April 2004 stood at 199. An analysis provided by the outgoing Membership Secretary, Dr Bryony Conway, and her Personal Assistant, Marie Porello, presented at the April Meeting was as follows:

Members as at September 2004	118 (prior to mail out)
<i>(Number of expired members written to)</i>	<i>115</i>
Number of old members who renewed	41

(who were on AIB UK list last year as not known/renewed)

Number of new members identified <i>(these were from the AIB Secretariat database)</i>	40
Increase in membership to date	81
Membership as at April 2004	199

Although impossible to identify exactly how many of these renewals were due to the mail out reminder, it is nevertheless clear that this has been the biggest increase in renewal rates for a long time.

IV. Summary of Financial Status

Please see Appendix 2 UK AIB Statement of Funds: Financial Year 2004 (ended 31st December 2004).

The AIB UK has a substantial positive balance. The intention is to run this down at a measured annual rate through investment in a range of activities to increase the long term provision of the Chapter for the membership in the UK. The annual surpluses have arisen as a result of attendance at the annual conference exceeding the estimated numbers. Since 2002, successive annual conferences have broken the previous record for conference attendance.

V. Summary of Meetings Held This Year (Include copy of Call for Papers)

a. Title and Location

The 32nd Annual Conference was held at the University of Bath on Friday 8th and Saturday 9th April 2005. The overarching theme of the conference was “Innovation, Change and Competition in International Business”. The organisers were Dr Eleanor J. Morgan and Dr Felicia Fai, both of the School of Management, University of Bath. A copy of the Call for Papers appears in Appendix 3 to this Report. Also included in this appendix are the Delegate Registration Form, and the Guidelines for those research students wishing to enter the Doctoral Colloquium.

The Executive Committee additionally met on 5th October 2004 at the University of Wolverhampton to consider a range of issues (a ‘strategy meeting’), including the drive to increase membership. It has also met at The University of Manchester on 9th June 2005, which will host the 2006 conference, under the provisions of the Constitution.

b. Number of Participants

There were 170 participants at the conference. Seventy six were academic participants from UK universities (staff and research students). Twenty seven further participants were masters students from the University of Central Lancashire (we have been notified that this cohort will not be present at future conferences). There were, in all 58 delegates (staff and research students) from

academic institutions in 21 countries outside the UK. An analysis by the conference organisers is presented in Appendix 4.

There was a Publishers' Exhibition including stands from nine publishers, including The European Case Clearing House, Cranfield, Edward Elgar Publishing, Palgrave Publishers, Sage Publications, Routledge-Taylor & Francis Group.

c. *Description of Meetings: ie. Number of Exhibits, Special Speakers, Special Events*

The 2005 Conference was opened with a Welcome by the Dean of the School of Management at the University of Bath, Professor Andrew Pettigrew, who spoke on the opportunities for scholars of International Business in the national research agenda.

There were two plenary sessions. The first was the Keynote Debate on the conference theme of "Innovation, Change and Competition in International Business" with two invited speakers: Professor Michael Best of the University of Massachusetts and University of Cambridge, entitled "Inside and Outside the Black Box: Firms, Clusters and Regions", and Professor Rajneesh Narula, University of Reading and Copenhagen Business School, on the subject of "Globalising R&D Activities: Constraints and Challenges from Geographically Dispersed Operations". This Debate was chaired by Jeremy Clegg. The second was the Plenary Debate on New Directions in International Business, led by presentations from panellists Professor Peter Buckley (University of Leeds), Professor John Dunning (University of Reading and Rutgers University) and Professor George Yip (London Business School), and chaired by Dr Simon Collinson, of the University of Warwick.

One hundred and twenty papers were submitted to the conference, with seventy nine accepted for the sessions. The South West Regional Development Agency of the UK provided sponsorship for the conference. The Conference Dinner of West Country food was held in the elegant Georgian Pump Room in the City of Bath, with live orchestral music, and was preceded by a torch-lit wine reception around the Roman Baths.

Further information on the conference can be found either via the AIB UK website (<http://www.aib-uk.org>), or directly with the University of Bath, School of Management site: <http://www.bath.ac.uk/management/aibconference/>

d. *Awards: Best Paper, other*

The Palgrave Prize for the best competitive paper presented at the conference (£250 of books and winner's certificate) was won by Professor Trevor Buck and Dr Xiaohui Liu (of Loughborough University), Dr Yingqi Wei (University of Lancaster), and Professor Xiaming Liu (University of Surrey) for their paper entitled "The Trade Development Path and Export Spillovers in China: A Missing Link?" The prize was presented by Jacky Kippenberger of Palgrave Macmillan at the conference dinner.

The second Michael Z. Brooke prize for the best doctoral paper, named in honour of the late Michael Z. Brooke, founding chairman of AIB UK, in the form of a certificate and a cheque for £200, was presented to Ms Jing-lin Duanmu (University of Bath) for her research on "An

Exploratory Study of Chinese Firms' Vertical Partnership with Multinational Enterprises (MNES) Knowledge Transfers & the Firms' Growth". The award for the most original new work was awarded jointly to Ms Kannika Leelapanyalert (University of Manchester) for her research on "Internationalisation Process and Market Orientation in Retailing Firms" and Ms Kristiina Makela (Helsinki School of Economics) for her research on "Essays on Interpersonal Level Knowledge Sharing within the MNC", each receiving a certificate and a cheque for £50.

A selection of the best papers from the Conference will be published as Volume 13 in the Palgrave Macmillan series, and will be edited by the joint Conference Chairs, Eleanor Morgan and Felicia Fai. It will be published in time for the 2006 conference to be held at the University of Manchester. In addition Dr Morgan and Dr Fai will edit a special issue of papers from the conference to be published in *Management International Review*.

e. *Issues and Evaluation*

The conference achieved a new record in terms of the number of submissions and in terms of the overall quality of papers presented. Conference attendance has been rising consistently now for several years. This increasing participation, coupled with the growth in the representation of international scholars, testifies to the academic quality of AIB UK. The annual Doctoral Colloquium continues to attract and benefit a growing number of new researchers. The Palgrave Macmillan book series is another key indicator of success, with the annual volumes continuing to appear within a year of the annual conference, due in no small measure to the outstanding stewardship of the series by Colin Wheeler.

The AIB UK Chapter prides itself on being accessible to all academics, research students and those working in, or interested in, international business. In view of the outputs and services documented in this report, it is clearly meeting its goals to provide a forum for high quality research and to share knowledge on research methods and teaching in international business. Even so, the Chapter has a vision and strategy to continue to improve.

Membership is clearly the biggest issue for AIB UK, as it is for AIB. Since 2004 the AIB Secretariat has made a superb contribution to improving the assistance given to the UK Chapter in its efforts to raise membership. One possible area for future improvement is in facilitating the steady state renewal of AIB membership by delegates at the annual chapter conference, and this will be taken up with the AIB Executive Board. Arguments in favour of this are that it has the potential to raise membership through increasing recruitment and retention.

The AIB UK is now seeing the start of significant benefit from the considerable investment in its membership function. This is in the form of improved targeting of communications about the AIB UK conference and other benefits, such as a better grasp of potential reviewers for the conference and panellists for the Doctoral Colloquium. Membership is a hub activity within the AIB UK Executive Committee.

The Chapter is immensely indebted to the outgoing Membership Secretary, Dr Bryony Conway, formerly Dean of Wolverhampton Business School (now Dean of the School of Art and Design), University of Wolverhampton, who for three years has worked with her personal assistant, Marie Porello – to whom AIB UK also owes a huge debt of gratitude – on transforming the flow, capture and usage of membership information. This has resulted in greatly improved quality of

support given to other Executive Committee officers who are developing their roles. AIB UK has been able to retain more existing members and to recruit new ones to an extent never achieved before. This work is being continued and further developed with much enthusiasm by both the incoming Membership Secretary, Dr Simon Harris, and his assistant in this important work, Jane Britten.

In 2004 the AIB UK membership was balloted by post to amend the Constitution, under Article VI of the AIB UK Constitution, to establish the new role of Conference Secretary on the Executive Committee. The ballot resulted in a clear mandate (35 votes for and 1 against) for this change, and the Constitution of AIB UK will be amended accordingly. This new post is to ensure the efficient transfer and enhancement of knowledge from the annual conference organisers to those the following year, and develop all aspects of the advice that local conference organisers require. Members were informed of this at the 2005 members' meeting.

VI. Plan for Future Meetings

Future Conferences have been approved by the Executive Committee of AIB UK as follows: 33rd Annual Conference, 2006: Manchester Business School, University of Manchester, on Friday 7th and Saturday 8th April, 2006. The local organiser will be Professor Pervez N. Ghauri.

34th Annual Conference, 2007: The Management School, King's College, London. The local organiser will be Mr Roger Strange.

VII. Other Initiatives

a. Newsletter

The Chapter has had a newsletter since the 1980s, when it was edited by the then Secretary, Professor Peter Enderwick. The newsletter is now edited by the Newsletter Editor, Dr Michael Mayer. The last issue was in 2004 (circulated to the membership in paper form), covering a number of topical items, reported on the year's events, including the 31st Annual Conference at the University of Ulster, Magee Campus. A new issue of the Newsletter is currently being assembled.

The AIB UK now has a website (since the end of March 2005), which is to be found at <http://www.aib-uk.org>. The site is managed by Nicolas Forsans, who is developing the site to be an important information and contact point for the AIB membership in the UK (and interested AIB members in general).

b. Doctorial Consortium

The Annual AIB UK Conference holds a Doctoral Colloquium, organised by the Doctoral Convenor, Dr Marian Jones and this year assisted by Dr Anna Morgan-Thomas. The Aim of the Colloquium is to provide world-class guidance and feedback to doctoral students on their research.

The Colloquium is in two streams: Stream A is non-competitive, in which students, typically those early in their research projects, present their proposals to a panel of experts; Stream B is the

a competitive stream in which students further on in their research present their key work to date to a panel of experts for constructive feedback. Stream B rewards excellent research in progress in Stream B (the competitive stream). Students in Stream B compete for the award of the Michael Z. Brooke Prize for the best doctoral paper and the award for the most original new work. In Stream A eight students presented their work, and sixteen presented in team B.

In the Colloquium, twenty four students presented their research to panels of experts, comprising: Jim Bell, Trevor Buck, Peter Buckley, Dev K Boojihawon, Jeremy Clegg, Pavlos Dimitratos, Richard Fairchild, Pervez Ghauri, Marian Jones, Olli Kuivalainen, Michael Mayer, Hafiz Mirza, Rajneesh Narula, Niina Nummela, Marina Papanastassiou, Susan Segal-Horn, Roger Strange, Colin Wheeler, and Ping Zheng.

Please see Appendix 3 for information to applicants for the Doctoral Colloquium.

c. *Affiliations with Other Organizations*

There are no long term affiliations between AIB UK and other academic bodies. AIB UK has a contract with Palgrave Macmillan regarding the Palgrave book series. The royalties payable to the editors of the book arising from the annual conference are ceded to AIB UK, and represent a significant income flow to AIB UK. The Palgrave Prize for the best competitive paper presented at the conference (a prize of £250 in books) is sponsored by Palgrave Macmillan. Each annual conference organiser makes efforts to secure some short term sponsorship from (almost invariably) non-academic bodies whose interests are congruent with those of AIB and AIB UK.

d. *Other*

Twelve volumes have now been published under the book series contract between the UK Chapter and Palgrave Macmillan. The series is now managed by Dr Michael Mayer. The books are edited by AIB UK Executive Committee members and comprise a selection of the best papers from the annual conference.

A selection of papers from the 31st annual conference, in April 2004, at the University of Ulster was published in March 2005 with the title *International Business in An Enlarging Europe*, edited by Trevor Morrow, Sharon Loane, Jim Bell and Colin Wheeler. This book is Volume 12 in the Palgrave Macmillan series (ISBN 1-4039-4762-7).

VIII. **New Initiatives/Future Plans**

At the end of March the AIB UK Chair submitted to the AIB Board a request for special project funding. This was for the “**AIB UK Project to Raise Long Term Membership**”. This was an application to fund a project to raise AIB membership in the UK to 250 persons within two years. The funding requested is \$3,512 (£1,860). This application was generously approved by the AIB Executive Board.

IX. **Issues or Concerns**

The mutual desire to discuss future cooperation within The AIB worldwide organisation with Irish colleagues (those in the Republic of Ireland), has led to the AIB UK Executive Committee recommending to the UK membership that Professor Colm Kearney be co-opted to the Committee. At the 2005 Conference this co-option received the full support of the UK membership. Professor Kearney now acts as the Representative for the Republic of Ireland. UK-Irish cooperation is an important issue for the AIB UK Executive Committee and Irish colleagues, and one that the UK Executive Committee wishes to discuss with the AIB Executive Board.

Regarding the proposal of the AIB Executive Board to furnish basic chapter funding of \$10 per member, the AIB UK Committee envisages that this may contribute to the long term smoothing of AIB UK funding, and may facilitate our planning of expansions to AIB UK activities and services. The AIB UK conference levy, which is a constitutional requirement in the AIB UK Constitution, is alone inadequate to finance our activities in the steady state, and the rate has not been increased for a good number of years.

Appendix 1: AIB UK Chapter Executive Committee (as at 9th April 2005)

TITLE	Given Name	Surname	AIB Membership No	Role	Department	Institution	Add1	Add2	Add3	Add4	Postcode	Work number	Fax	Expiry date	E-mail
Professor	Trevor W.	Buck	02195	Conference Secretary	Business School	Loughborough University	Loughborough	Leicestershire			LE11 3TU	01509 223 123		31/03/2006	t.w.buck@lboro.ac.uk
Professor	Lawrence Jeremy	Clegg	03129	Chair	Centre for International Business	The University of Leeds	Maurice Keyworth Building	Leeds		West Yorkshire	LS2 9JT	0113 233 4512	01132 334465	30/04/2007	l.j.clegg@lubs.leeds.ac.uk
Dr	Felicia	Fai	27226	2005 Conference Organiser	School of Management	University of Bath	Claverton Down	Bath			BA2 7AY	01225 384604	01225 826473	04/06/2006	mnsfmf@management.bath.ac.uk
Mr	Nicolas	Forsans	27437	Website Management (co-opted)	Centre for International Business	University of Leeds	Maurice Keyworth Building	Leeds		West Yorkshire	LS2 9JT	0113 233 4497	0113 233 4465	20/04/2006	nf@lubs.leeds.ac.uk
Professor	Pervez	Ghauri	07032	2006 Conference Organiser	Manchester Business School	University of Manchester	PO Box 88	Manchester			M60 1QD	0161 306 3438	0161 306 3505	31/03/2005	pervez.ghauri@mbs.ac.uk
Dr	Simon	Harris	27136	Membership Secretary	Business School	University of Strathclyde	Stenhouse Building	173 Cathedral Street	Glasgow	Scotland	G4 0RQ	0141 548 5846	0141 548 5848	01/07/2005	simon.harris@strath.ac.uk
Dr	Marian V.	Jones	27959	Doctoral Convenor	Department of Business and Management	University of Glasgow	Gilbert Scott Building	West Quadrangle	Glasgow	Scotland	G12 8SQ	0141 330 3316		23/08/2005	m.v.jones@mgt.gla.ac.uk
Professor	Colm	Kearney	28926	Republic of Ireland Representative (co-opted).	School of Business Studies	Trinity College, University of Dublin	Dublin 2					00353 1608 2688	00353 1679 9503	30/11/2005	colm. Kearney@tcd.ie
Dr	Michael	Mayer	29577	Newsletter Editor	Management School	University of Edinburgh	William Robertson Building	50 George Square	Edinburgh	Scotland	EH8 9YJ	0141 330 2658		28/02/2004	michael.mayer@ed.ac.uk
Professor	Frank	McDonald	13222	Treasurer	Hull University Business School	University of Hull	Cottingham Road	Hull			HU6 7RX	01482 466392		01/04/2005	f.mcdonald@hull.ac.uk
Dr	Eleanor	Morgan	13161	2005 Conference Organiser	School of Management	University of Bath	Claverton Down	Bath			BA2 7AY	01225 826742		28/02/2006	e.j.morgan@bath.ac.uk
Mr	Roger	Strange	19265	2007 Conference Organiser (co-opted)	The Management Centre	King's College London	Franklin-Wilkins Building	150 Stamford Street	London		SE1 9NN	020 7848 4423	020 7848 4423	01/10/2005	roger.strange@kcl.ac.uk
Professor	Heinz-Josef	Tüselmann	28341	Secretary	International Business Unit	Manchester Metropolitan University	Aytoun Street	Manchester			M1 3GN	0161 247 3908	0161 243 6313	04/06/2005	h.tuselman@mmu.ac.uk
Professor	Colin	Wheeler	23062	Membership Recruitment (co-opted)	Portsmouth Business School	University of Portsmouth	Richmond Building	Portland Street	Portsmouth		PO1 3DE	023 9284 3082		05/07/2005	colin.wheeler@port.ac.uk
	Jane	Brittin	N/A	Membership Assistant (co-opted to support the Membership Secretary)	Business School	University of Strathclyde	Stenhouse Building	173 Cathedral Street	Glasgow	Scotland	G4 0RQ	(0)141 548 3041	(0)141 548 5848		jane.brittin@strath.ac.uk

Appendix 2: UK AIB Statement of Funds: Financial Year 2004 (ended 31st December 2004)

Movement of Funds

	1 st January 2004	31 st December 2004
Current Account	9571.00	8925.83
Dollar account ¹	1448.00	-
Total	11019.00	8925.83

Revenue

Income	£
AIB UK levy from Ulster ²	1200.00
Royalties (Palgrave)	400.00
Bank interest plus dollar account compensation ¹	300.00
Total Income	1900.00

EXPENDITURE

Executive meetings expenses ³	2245.17
Doctoral Prize ⁴	300.00
Total Expenditure	2545.17

Notes

1 The dollar account which appeared in the accounts of previous years arose from an error on the part of the Bank. The Bank has apologised for this and has transferred the funds back to the appropriate account of the owners of these funds. The funds of AIB UK Chapter were therefore debited by £1448.00. The Bank agreed to transfer to AIB UK Chapter a sum of £300.00 for inconvenience plus the interest that would have been payable had the dollar fund belonged to the AIB UK Chapter.

2 AIB levy from the Ulster conference was received on 13 December 2004. A surplus of £6500.00 from Ulster conference was received on 22/03/05. This will appear in the accounts for 2005

3 There were two Executive meetings in 2005 both of which required hotel accommodation for most of the members of the Executive. These hotel costs explain why expenditure for Executive meetings has risen from last year.

4 Three doctoral prizes of £100 were made at the 2004 Conference.

Appendix 3: The 2005 Annual Conference



32nd Annual Conference

ACADEMY OF INTERNATIONAL BUSINESS (UK CHAPTER)

8 – 9 April 2005

Innovation, Change and Competition in International Business

Conference Chairs:

Eleanor Morgan and Felicia Fai

SUBMISSIONS DUE BY 14 JANUARY 2005

Correspondence to:

AIB UK 05 Conference Secretary

The School of Management

University of Bath

Claverton Down

Bath BA2 7AY

E-mail: aibuk05@management.bath.ac.uk

Tel: +44 (0)1225 386742

Fax: +44 (0)1225 386473

For further details, please see the conference website

<http://www.bath.ac.uk/management/AIBConference>

Innovation, Change and Competition In International Business

Call for papers

The 32nd AIB UK Conference theme is intended to encourage papers on international business that give prominence to the dynamic perspectives of innovation, change and the competitive process as seen in strategies, operations, institutions and regulations affecting international business. It hopes to promote contributions relating to this broad theme from any discipline(s) and/or functional area(s) of management including, among others: economics, finance, human resource management, law, marketing, organisational behaviour, political science, sociology and social anthropology. Conceptual and theoretical papers are welcome as is applied research, drawing on any body of theory, which is related to innovation, change and competition in international business. Particular perspectives on the conference theme may include the following:

- Knowledge transfer
- Protection of intellectual property and technology licensing
- Changing management of technology and innovation
- International entrepreneurship and intra-preneurship
- The 'new' economy - virtual organisations, e - commerce, internet security and regulation
- Evolutionary approaches to IB
- Competition dynamics - emerging markets and locational effects
- Change versus continuity in IB

The organisers are open to proposals for specialist track/panel presentation sessions relating to the conference theme.

Papers on new and emerging issues in international business and management will also be very welcome as will coverage of change and development in areas such as:

Business strategy – explanations of international business and modes; contributions of MNEs in host and home nations

Firm competitiveness – strategic management, networks and alliances, small and medium sized firms, cross border management/leadership; organisational behaviour and learning

International management – accounting and finance; marketing; human resource management, organisational behaviour, supply sourcing

National competitiveness – developed, developing and emerging economies; local, national, regional and global perspectives; cultural dimensions

Public policy – national, regional and multilateral policies; operation of international agencies; trade and investment; environmental issues

Proposals for papers in other areas of international business and management will also be considered. Please contact the conference chairs.

All papers will be refereed and accepted competitive and workshop papers will be published in the Conference Proceedings as a CD Rom, which will carry an ISBN number. A selection of papers around the conference theme will be edited and published in the Palgrave – AIB Book Series in International Business. Selected papers may be chosen to appear in a special issue of *Management International Review*.

A doctoral workshop will be held as part of the conference (see further instructions and submission guidelines on Conference web site). Submissions from doctoral candidates are strongly encouraged and are due by Friday 18 February 2005.



Hosted by:
The School of Management, Claverton Down,
University of Bath, BA2 7AY, UK
E-mail: aibuk05@management.bath.ac.uk
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REGISTRATION INFORMATION

Conference fee: includes conference pack (CD-ROM, Book of Abstracts etc.), lunches and refreshments.

For papers to appear in the conference proceedings, at least one non-returnable Conference fee must be received by 1st March 2005.

Wine Reception and Conference dinner: These are charged separately from the conference fee. The reception will take place around the world famous Roman Baths and dinner in the Georgian elegance of the Pump Rooms (see <http://www.romanbaths.co.uk/>). Partners may also attend the dinner with an additional pre-paid ticket. Please note seating at dinner is limited to 160 and will be allocated on a first-to-register basis.

Cancellations: All fees are non refundable.

Late bookings: There will be a late booking surcharge of £20 on all conference bookings received after 1st March 2005.

Car Parking. Permits are needed to park on campus and to avoid expensive pay and display machines.

Accommodation is NOT included in the Conference fee. Please see separate form.

NB: If you have a paper **accepted** in the doctoral colloquium, different fees apply. Please see details in doctoral colloquium information. The AIB UK Committee requires all other delegates, including PhD students, to pay the fee listed on this form.



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REGISTRATION FORM

Please tick:

√	<i>Category</i>	<i>Fee</i>
	AIB member	£165.00
	AIB non-member ¹	£230.00
	Delegate fee for wine reception and conference dinner	£ 55.00
	<i>Additional</i>	
	Partner's fee for wine reception and conference dinner	£ 55.00
	Campus parking @ £3.00 for duration of conference (pay and display option available but more expensive!)	£ 3.00
	Late booking surcharge of £20 for bookings after 1 March 2005	£ 20.00
	TOTAL (IN CASE OF CANCELLATION, FEES ARE NON REFUNDABLE)	£

¹ For non-members, the cost includes one-year membership of the Academy of International Business including a subscription to the Journal of International Business (JIBS).

IF YOU PREFER A VEGETARIAN OPTION FOR THE CONFERENCE DINNER

Please tick:

	You
	Your partner

DELEGATE DETAILS:

Delegate's Surname: _____ First Name(s): _____ Title: _____

Names as preferred on badge: _____

Institution/organisation: _____

Address: _____

E mail: _____ Tel.: _____

PAYMENT:

I wish to pay the sum of £..... by

(please tick)

Sterling cheque, payable to the 'University of Bath' (enclosed)

CREDIT /DEBIT CARD:

Cardholder Details (if different from delegate contact details above)

Name (Cardholder): _____
Address (Cardholder): _____ _____
Email address: _____

Card Details (University does not accept American Express/ Diners Club)

Payment by: MasterCard/ Visa/ Delta/ Switch (please circle relevant one)
Card Number: _____ _____
Expiry Date: _____
Switch Issue No: _____

To assist in the AIB's future marketing, please indicate how you learnt of the AIB UK 2005 Conference:

Attended a previous AIB UK conference (Please state most recent year):	
Attended a previous AIB conference not in UK	
Via the AIB UK Newsletter	
Via the AIB UK Website	
Via the AIB World site	
Via word of mouth	
Via another non-AIB conference (please state):	
Via a non-AIB website (please state):	
Via non-AIB mailing list (please state):	
Other (please state):	

Please send this form and cheque for the appropriate amount, BY POST to:

AIBUK05 Secretary
The School of Management
Claverton Down
University of Bath
BA2 7AY, UK



Innovation, Change and Competition in International Business

08-09 April 2005

<http://www.bath.ac.uk/management/aibconference/>

Doctoral Workshop Papers: Streams A and B

Deadline for submission: Friday 18th February 2005

All doctoral papers must be submitted electronically to: m.v.jones@mgt.gla.ac.uk

The purpose of the Doctoral Colloquium is to provide doctoral researchers in International Business with the opportunity to present and discuss their research with a panel of distinguished scholars in the field, in interactive sessions that are open to all conference delegates. The Colloquium also provides doctoral researchers with an opportunity to interact with colleagues from other institutions working on International Business topics, and to join and feel part of the AIB community of researchers.

In the past, the following have been among the scholars invited to act as Doctoral Panel members:

- Sue Bridgewater, University of Warwick
- Peter J. Buckley, University of Leeds
- Malcolm Chapman, University of Leeds
- Jeremy Clegg, University of Leeds
- Dave Crick, University of Central England
- Pervez Ghauri, UMIST
- Marian V. Jones, University of Glasgow
- Jim Bell, University of Ulster, Magee
- Frank McDonald, University of Plymouth
- Hafiz Mirza, Bradford University
- Trevor Morrow, University of Ulster
- Roger Strange, Kings College, London.
- Monir Tayeb, Heriot Watt University
- Colin Wheeler, University of Strathclyde
- Stephen Young, University of Strathclyde
- Keith Brouthers, Temple University, USA

Prizes

The Michael Z. Brooke Doctoral Prize of £200 and a certificate may be awarded to the doctoral researcher who, as decided by the panels, submits and presents the best paper in the competitive stream (Stream B) of the doctoral colloquium. A further Prize of £100 may be presented, at the discretion of the panels, to a doctoral

researcher in Stream B, who presents the “best new research”. The prizes will be presented at the conference dinner.



Innovation, Change and Competition in International Business

08-09 April 2005

<http://www.bath.ac.uk/management/aibconference/>

DOCTORAL COLLOQUIUM SUBMISSION DETAILS

These guidelines are intended to make sure you cover all the important aspects of your thesis, to enable the Doctoral Panel to help you better. The important thing to remember is that the Panel is there to give helpful advice, so in your written submission, and in your presentation, highlight, aspects of your work that you have found particularly challenging, and any specific issues on which the panel could give advice. You should not be aiming simply to ‘impress’ the Panel with your submission; the panel members are there to help you work out approaches appropriate within your research area.

The Doctoral Colloquium will consist of two streams: A and B

All students should comply with the general submission and presentation guidelines (see end).

Stream A

This is for students who are in the very early stages of their doctoral research, or who are anticipating enrolment for a doctoral degree in the near future. Papers submitted for Stream A will **not** be eligible for the Doctoral Prize. Submissions for Stream A should consist of a synopsis of your research ideas, which may take the form of a topic outline, or a brief proposal. Submissions should be no longer than 6, A4 pages in length, double spaced, and submitted electronically to m.v.jones@mgt.gla.ac.uk by **Friday 18th February 2005**. Please be prepared to give a brief, 5-minute presentation of your ideas.

Stream B

This is the competitive stream and is for doctoral researchers who have commenced their doctoral studies, and made some progress in the development of their research, or who have recently completed their doctoral thesis. Papers submitted for Stream B are eligible for the Doctoral Prize competition. Stream B papers will be presented during parallel sessions on Friday 8th April 2005. Researchers will be expected to make a brief, 10-15 minute presentation, and to participate in a panel-led discussion, to which all delegates are invited to attend.

The prize for the best Stream B paper will be presented at the conference dinner. Stream B assessment will consist of two parts: the submission of paper material in advance to m.v.jones@mgt.gla.ac.uk by **Friday 18th February 2005**, for the Doctoral Panel to examine, and a presentation (which will be scheduled within doctoral workshop sessions at the UK AIB Conference). Your paper should consist of no more than 25 pages, double-spaced, inclusive of tables, diagrams, appendices etc.

Please contact Marian V. Jones at m.v.jones@mgt.gla.ac.uk if you are unsure about submitting, have any questions, or are concerned that your submission may be too late. We will do our best to accommodate late submissions provided you contact us in advance and negotiate an alternative date. Please remember to give full details on where we can contact you. If you know anyone else who may be interested in submitting, please pass this information on, or encourage them to visit the conference web site at: <http://www.bath.ac.uk/management/aibconference/call.html>

How to Submit for Stream B

Please submit an electronic version of your paper there is no minimum length for the material, so long as you cover, as far as you can, the information requested in sections 1 and 2 of the Guidelines below. Regarding the maximum length for submissions, please bear in mind that the Doctoral Panel will not be able to read very large amounts of material so, as a guide, no more than around twenty five pages, double spaced, would be reasonable (including any appended completed papers).

Please try to use the section headings we suggest to organise your paper submission. If certain of the elements indicated within Section 2 are not yet present in your thesis, please briefly note this.

Some students prefer to submit a single finished written piece of work (e.g., a working paper) as the main part of their submission, designated here as Section 3. This is fine, but remember that the main purpose of the Colloquium is to offer advice and support on the more challenging aspects of your research. Assuming that you would appreciate the help of the Panel, then you should still try to include a Section 2 in your submission, in order to indicate specific issues on which you would like the panel to comment (i.e., you should follow Section 2 of the Guidelines as far as is necessary to achieve this).

General Guidelines for the Doctoral Colloquium Paper Submission and Presentation (Streams A and B)

1. Background information

- (i) Your supervisor's name(s) and university
- (ii) The title of your thesis, and current registration (e.g., M.Phil. or Ph.D.)
- (iii) The date you began your research and whether you have been working full time or part time (or in what combination)
- (iv) Your own estimate of your date for completion of your thesis (be realistic!)

2. We suggest that the paper submission should be organised as follows:

- (i) The general aims and objectives of your research.
- (ii) A brief indication of the main relevant strands in the literature.
- (iii) Your specific research objectives in the light of the general aims and the existing literature.
- (iv) Details of the methodology or methodologies to be employed in pursuing the research objectives.
- (v) Where appropriate, details of data sources, requirements for data collection, requirements re access to companies, etc.
- (vi) Where appropriate, discussion of methods to be employed in analysing the Data collected.
- (vii) A brief provisional Table of Contents for your dissertation.
- (viii) Relevant findings of the research to date may be presented in summary form.
- (ix) If not covered under the above headings, please indicate (e.g., in a list, giving as much detail as necessary) specific issues on which you would like the panel to make comment and offer advice.

3. You may append any completed papers (e.g., working papers) or a sample chapter from the thesis.

4. Your presentation should last for no more than fifteen minutes. You may use transparencies (in reasonable numbers, i.e., probably no more than 5). In the presentation you may either follow the structure of your paper submission, or concentrate on a particular aspect of your research on which you want guidance, or employ a mixture of both approaches. We allow 10 minutes for feedback from the Panel, including discussion with the Doctoral Panel members. Be prepared to take notes on the advice you receive (you may wish to record using a tape recorder).

5. Papers co-authored with a supervisor are not eligible for the doctoral colloquium and should be submitted as working or competitive papers for the mainstream conference tracks.

Subsidised places are limited and therefore doctoral researchers will be selected on a competitive basis to make a presentation of their papers/abstracts at the Colloquium. The Convenors will be Dr Jeremy Clegg of the University of Leeds and Dr Marian V. Jones of the University of Glasgow. Session Panels will be selected from experts in specific international business fields depending on the range of topics submitted.

Address for electronic submissions (Stream A and B) Contact Details

Dr Marian V. Jones (E-mail: m.v.jones@mgt.gla.ac.uk)

Appendix 4: The 2005 Annual Conference: Country Statistics as at April 2005

Countries	Delegates	UCLAN	Colloquium	Publishers
Australia	2			
Austria	1			
Canada	2			
Cyprus	1			
Denmark	2			
Estonia	3			
Finland	11		5	
France	2		1	
Greece	3			
Ireland	3			
Italy	4			
New Zealand	1			
Norway	4			
Poland			1	
Portugal	1			
South Africa	1			
South Korea	1			
Sweden			1	
Turkey	3			
UAE	2			
UK	62	27	14	9
USA	3			

Total	112	27	22	9
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Grand Total Conference (incl Delegates, Colloquium and Publishers) 170

Please note, the UCLAN students are registered as UK because of their host institution although the nationality of the students is probably largely non-UK.