

## **Academy of International Business – Northeast (AIB-NE) Report, June, 2005**

### **Introduction:**

We held our annual conference in October, 2004 at Bryant University in Smithfield, RI. Plans are underway for the 2005 conference in October, 2005 to be held at Cleveland State University, Ohio. Conference and member news are maintained on the Chapter's website:

<http://facultyfp.salisbury.edu/aibne/welcome.htm>

### **Summary of Membership:**

Although the international body's record shows some 550 AIB members in the northeast region, in any given recent year, some 65 –70 members are active as participants, presenters, reviewers, chairs, discussants in our annual meeting which is our primary yearly activity.

### **Conference 2004:**

"Broadening the Perspectives of Global Business" was the theme of our chapter's annual conference held on October 7-9 at Bryant University in Rhode Island. Fifty-four participants attended the conference at which 45 papers were presented in 15 paper sessions over the day and a half meeting. Major conference highlights included: the opening plenary session featuring Thomas Tanury, Chairman, Tanury Industries, Lincoln, RI, Gene M. Smith and Harry 'Skip' Brandon, both of Smith Brandon International whose panel dealt with practitioners' views on SMEs and international expansion as well as risk assessment in overseas market entry decisions. Another major highlight of the conference was the closing luncheon and keynote speaker featuring Donald Lessard of the Sloan School of Management at MIT in Cambridge, Massachusetts who spoke on knowledge development and management within the multinational corporation in the 21<sup>st</sup> Century. The conference was also addressed by Ron Machtley, President of Bryant University.

An award for the best paper was presented to Joao Pedro Almeida Couto, Maria Teresa Borges Tiago, Cabral Vieira, and Mario Amaral Fortuna all from the University of the Azores, Portugal for their paper titled, "Contextual and Operational Determinants of Export Performance of Companies in Europe." They received a check for \$500 donated by Southern New Hampshire University, last year's conference hosts.

The Northeast Chapter is indebted to the sponsors of the conference including V.K. Unni Vice President for Academic Affairs, the Rhode Island Export Assistance Center, and the John H. Chafee Center for International Business all at Bryant University

Dr. Alphonso O. Ogbuehi, Professor of Marketing and International Business served as program chair. He was ably assisted by Cleo Lindgren, Conference Coordinator, Sue Wandyes from the Office of the Vice-President for Academic Affairs, and M.J. Kim from the Office of University Relations for web site management. They are to be commended for a well organized conference in very nice facilities and excellent New England Fall weather!

The conference also netted 15 new members for the Academy. Their dues have been forwarded to the national by the program chair.

### **Conference 2005:**

The 2005 conference on "Globalization, Technology Transformation, and Entrepreneurship" will be held from October 6-8 the James J. Nance College of Business Administration at Cleveland State University with Dr. Rajshekhar G. Javalgi, Professor of Marketing, serving as Program Chair.

### **Chapter Business Meeting:**

The meeting was held in conjunction with the Annual conference at Bryant. Beginning with the 2004 conference host the Chapter decided to provide a framed certificate of recognition to the conference host institution.

The problem of funding chapter activities was discussed ideas included \$5 per head for each chapter member provided by the main AIB from dues collection, profit sharing to institutions who host the conferences as a way to encourage creating surplus from conference activities.

The chapter would like to entertain ideas from other chapters for creating links with executives in each region to provide input into chapter activities. What can we offer business persons that would make them interested in participating in the Chapter's activities?

### **Chapter Elections:**

This year the chapter will hold elections for new officers whose terms will commence in January of 2006. Dr. Kofi Afriyie, Vice Chair will organize the elections.

### **Future:**

The host for the 2006 AIB-Northeast conference is the School of Business at the College of New Jersey in Ewing, NJ. Dr. Douglas K. Peterson, Director of International Business & Education, will serve as Program Chair.

**Current Officers:**

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Dr. Kofi Afriyie, Vice Chair Associate Professor, Management and International Business College of Business, East Hall Sacred Heart University 5151 Park Avenue Fairfield, CT 06432-1000	(203) 396-8235 (Office) (732) 745-1197(Home) email: <a href="mailto:AffyrieK@sacredheart.edu">AffyrieK@sacredheart.edu</a>
<u>Non-elected:</u> Dr. Rajshekhar G. Javalgi Program Chair 2005 Dept. Of Marketing James J. Nance College of Business Administration 2121 Euclid Ave. Cleveland State University Cleveland, Ohio 44115 216-687-4789 <a href="mailto:r.javalgi@csuohio.edu">r.javalgi@csuohio.edu</a>	<u>Non-elected:</u> Dr. Alphonso Ogbuehi Program Chair, 2004 Bryant University 1150 Douglas Pike Smithfield, RI 02917-1284 off: 401-232-6524 Fax: 401-232-6319 <a href="mailto:aogbuehi@bryant.edu">aogbuehi@bryant.edu</a>
Dr. Massood V. Samii, Past Program Chair, 2003 Southern New Hampshire Univ. 603-644-2058 email: <a href="mailto:msamii@minerva.snhu.edu">msamii@minerva.snhu.edu</a>	Rajib N. Sanyal, Past Chair Professor of Management College of New Jersey <a href="mailto:rsanyal@tcnj.edu">rsanyal@tcnj.edu</a>

**AIB-NE Financial Reports:**Conference 2004:

Revenues:	\$10,795.00
Registrations	
Office of Academic Affairs	3,000.00
RI Export Assistance Center	<u>5,000.00</u>
Total revenues	\$ 18,795.00

## Expenses:

Registration	1,919.00
Materials	
Meals	\$7,165.00
Transport	\$1,600.00
Hotels	
Proceedings	\$1,820.00
Staff	\$191.00
Postage/copying	\$3,258.00
Plaques	437.00
AIB Dues 15 @ \$85	
ea.	\$1,275
Speakers' fees & travel	<u>1,607.00</u>
Total Expenses	\$19,272.00

Net surplus/loss (\$477)

**Chapter Financials:**

Beginning Balance as of 7/1/2004		\$ 1,915.96
Deposits:		
SHNU best paper award		500.00
Conference surplus		<u>0.00</u>
Total Funds on hand		\$2,415.96
Expenses:		
Plaque for program chair	\$59.50	
Conf. registration Chapter Vice Chair	\$170.00	
Best paper award- 4 awards @ \$125 ea.	\$500.00	
Framed Certificate for host institution	26.40	
Postage	8.85	
Total Expenses	\$764.75	
Ending Balance as of 6/30/05		\$1,651.21

Respectfully submitted,  
Richard C. Hoffman, Ph.D., AIB-Northeast, Chair