

Academy of International Business – Northeast (AIB-NE) Annual Report, June, 2006

Introduction:

We held our annual conference in October, 2005 at Cleveland State University in Ohio. Plans are underway for the 2006 conference in October to be held at Princeton, NJ. 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 year, some 65 –75 members are active as participants, presenters, reviewers, chairs, discussants at our annual meeting which is our primary yearly activity.

Conference 2005:

"Globalization, Technology Transformation, and Entrepreneurship" was the theme of our chapter's annual conference held on October 6-8 at Cleveland State University, Ohio. Seventy-five participants attended the conference; nearly fifty papers were presented in ten paper sessions over the day and a half meeting. Participants came from the Northeast and other US regions as well as Asia and South America.

One of the conference highlights was a panel discussion on the "Emerging Role of SMEs." Panelists included researchers from both the U.S. and outside the U.S. (e.g., Mexico and Brazil).

The conference was also addressed by Dr. Chin Kuo, Provost and Senior Vice President for Academic Affairs, and the conference participants were welcomed by Robert F. Scherer, Dean of Nance College of Business administration, Cleveland State University. The conference speaker was Mr. Kirk Merritt, Deputy Director, Ohio Department of Development, International Trade Division. Mr. Merritt spoke on the importance of international business education and also gave a presentation on the perspectives of Ohio's international trade outlook.

An award for the best paper by a doctoral student was presented to the following four groups: 1) Deborah Colton and Gundula Lucke received \$150 for their paper entitled "Resource Effects on Online Traffic of U.S. and Foreign Online Retailer," 2) Tatiana S. Manolova, Ivan Maney, Nancy M. Carter, and B.S. Gyoshev received \$150 for their paper entitled "Breaking the Family and Friends' Circle: Predictors of External Financing Usage Among Men and Women

Entrepreneurs in a Transitional Economy,” 3) Srdan Zdravkovic received \$150 for his paper entitled “Differential Impact of Cultural and Socioeconomic Factors on the Process of Globalization,” and 4) Robert Young and Lori Radulovich received \$ 150 for their paper entitled “An Integrative E-CRM Framework for Global Service Providers.” Two thirds of the award funds were donated by Bryant University, last year's conference hosts.

The Northeast Chapter is pleased to report that the conference was sponsored by the following institutions: the University of Akron, Baldwin-Wallace College, Case Western Reserve University, Kent State University, Ohio State University, Youngstown State University, Lubrizol Corporation, and Northcoast Publishers. These sponsors added great value to the conference.

Dr. Raj Javalgi served as program chair and did a tremendous job in securing sponsors for the event. He was ably supported by Dean Robert Scherer who served as a presenter as well as master of ceremonies for many of the all conference events. Such administrative conference support is unprecedented in recent years at chapter conferences.

The conference also netted some 37 new members (12 student members) for the Academy. Their dues have been forwarded to the national by the Chapter chair.

Chapter Business Meeting:

The meeting was held in conjunction with the Annual conference at CSU. Dick Hoffman, Chair, reported on the Chapter director's meeting held at the national conference in Quebec. The national body appears to be more supportive of chapters including remitting funds from dues collected in the future. Other administrative matters were discussed regarding the website and upcoming chapter elections. Nominees were solicited for the chapter elections as the current officers' terms are up at the end of 2005.

Chapter Elections:

During the Fall, the chapter held elections by a mail ballot. Two candidates ran for each elected position of Chair and Vice Chair. The results of the elections for Chair were Massood Samii of Southern New Hampshire University 53% and Alphonso Ogbuehi of Bryant University 47% of the votes. For Vice chair, Doug Peterson of College of New Jersey garnered 56 % and Gladys Torres-Baumgarten of Kean University, NJ 44 % of the votes. The elections were certainly closely contested suggesting that we had secured a strong slate of candidates. We thank all of the candidates for their interest in furthering the chapter, and those who voted to select the new slate of officers. The new officer contact information is listed later in this report.

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.

Comment from Departing Chair:

It has been a privilege to serve as the chapter chair. Grassroots level academic conversation is what the regional chapters are all about. The meetings are small enough that people can meet and discuss both formally and informally issues of interest to them. It is heartening to see so many colleagues over the years participate at the regional level. The regional activities would not be possible without people willing to administer the chapter and host conferences. I appreciate better now the efforts of those who have contributed to the chapter in those capacities over the years. Thanks to all of you who have assisted me in the past three years. I look forward to continuing to participate in chapter activities in the coming years.

New Officers:

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| Massood V. Samii, Chapter Chair Professor and Chairman International Business Department Southern New Hampshire University | 2500 N. River Rd. Manchester, NH 03106-1045 603-644-3117 email: m.samii@snhu.edu |
| Dr. Douglas K. Peterson, Vice Chair School of Business The College of New Jersey | P.O. Box 7718 Ewing, NJ 08628-0718 609.933.8763 –cell 609-771-3215 off 609.637.5129 fax Drdoug3@yahoo.com |
| <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 r.javalgi@csuohio.edu | <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 aogbuehi@bryant.edu |
| Richard C. Hoffman, Past Chair Perdue School of Business | |

AIB-NE Financial Reports:

AIB-NE Conference Financial Report
Cleveland State University, October 2005

Revenues:

Funds received:

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|---------------------------|----------|
| Conference registrations | \$ 9,230 |
| Membership dues collected | \$ 2,665 |

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| Sponsors (7) | <u>\$ 8,950</u> |
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| Total Revenue | \$ 20,845 |
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Expenses:

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|-----------------------------------|----------|
| Staff | \$ 3,405 |
| Meals | \$ 7,750 |
| Hotel | \$ 102 |
| Flowers | \$ 350 |
| Technology Fees (CSU) | \$ 690 |
| Supplies | \$ 658 |
| Parking | \$ 600 |
| Duplication & mailing | \$ 1,000 |
| Best paper awards given (2005) | \$ 450 |

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| Total expenses | \$ 15,005 |
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| Sent to Northeast Chapter (including \$400 Best paper 2006) | 5,840 |
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Chapter Financials:

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|---|-------------|-----------------|
| Beginning Balance as of 7/1/2005 | | \$1,651.21 |
| Deposits: | | |
| Bryant University donation for 2005 best paper awards | | 400.00 |
| Conference Proceeds | | 5, 440.00 |
| CSU donation for 2006 Best Paper awards | | 400.00 |
| Total Funds on hand | | \$ 7,891.21 |
| <u>Expenses:</u> | | |
| Plaque for program chair | \$ 59.50 | |
| Best paper award- awards @ \$100 ea. | \$ 600.00 | |
| New member registrations collected at conference & sent to national | \$ 2,665 | |
| Total Expenses | \$ 3,324.50 | \$ 4,566.71 |
| Add back uncashed award Check | | 100.00 |
| Ending Balance as of 6/30/06 and remitted to new Chapter Chair | | \$ 4,666.71 |

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