

ACADEMY OF INTERNATIONAL BUSINESS Western European (WE) CHAPTER
ANNUAL REPORT 2006

I. Current and Incoming Officers

Chair: Danny Van Den Bulcke

For the moment no other officers have been elected. This will only be possible during the meeting in December 2006.

II. Summary of Membership

The membership of the WE Chapter as of December 2005 stood at 360. An analysis:
Membership as of December 2004: 400 NN2

III. Summary of Financial Status

Not available

III. Summary of Meetings Held This Year

a. *Annual conference: EIBA Conference Oslo (see Appendix 1)*

b. *Chapter board meeting(s) – AIB-WE Meeting (see Appendix 2)*

IV. Plans for Future Meetings

2006 meeting, Fribourg Switzerland, Philippe Gugler
2007 meeting, Catania, Sicily, Italy, Grazia Santangelo
2008 meeting, Tallinn, Estonia, Enn Listra

V. Other Initiatives

See report EIBA Conference (Appendix 1).

VI. Other Issues or Concerns

Might be raised during the meeting

Appendix

XYZ Chapter Annual Statement of Income and Expenses (for the period DD/MM/YR to DD/MM/YR)

Beginning Balance (DD/MM/YR- last report's ending balance)

Income

- Conference profit (excess)
- Interest income
- Donations
- Other (please specify)

Expenses

- Meetings (excluding conference)
- Printing/postage
- Fund raising
- Membership drive
- Other (please specify)

Ending Balance (DD/MM/YR)

Notes

Provide any explanations of unusual items here.

Appendix 1

Report on the 31st EIBA Annual Conference, December 10-13, 2005, Oslo, Norway.

1 CONFERENCE THEME, PROGRAM AND PAPERS

The general theme of the 2005 EIBA conference was “Landscapes and Mindscapes in a Globalized world”, which pointed to the wide-ranging and ever evolving domain of International Business. The theme provoked quite a lot of interest among IB scholars and many actually submitted papers that picked on the theme, some even giving it a new twist: e.g. a paper launched the term “Seascapes” (alongside landscapes and mindscapes) in a paper about the maritime sector!

The Conference itself was organized in a ½-1-½ day structure, like in Copenhagen 2003, but was preceded both by the EIBA Doctoral Tutorial on December 10-11, and by two Nord-IB activities (the Nord-IB is a Nordic Doctoral School in International Business) on December 9-11. The latter were integrated into the EIBA conference scheduling as pre-conference activities, which represents a novelty in the context of EIBA conferences.

The Conference featured three plenary sessions, which were all held according to plan. The opening keynote session on Sunday, December 11, was on the theme of “Research Programs in International Business” and featured Witold J. Henisz, Jean-François Hennart and Anand Swaminathan as keynote speakers. Henrich R. Greve had a key role in organizing it. On Monday, December 12, the three finalists for the Gunnar Hedlund Award presented their doctoral work that earned them the nomination to this prestigious prize. The closing session of the conference was held on Tuesday, December 13, when John Dunning chaired the EIBA Fellows panel, in which John Cantwell, Jan Fagerberg, John Hagedoorn, Knut Haanæs, and Franscesca Sanna-Randaccio presented their views on “The Internationalisation of R&D - Implications for Countries and Firms”.

A total of 258 papers were submitted for review for the 10 tracks of the conference, but the distribution was uneven across the tracks with “International Strategy and Organization” (Track 9) as the, by far, most popular track with 60 submissions. Also the “Managing knowledge” (Track 6), “International entrepreneurship and untraditional internationalization behaviors” (Track 7), “FDI, development policies and trajectories” (Track 10), and “Cross-cultural management” (Track 5) were quite popular with more than 25 submissions each. The marketing tracks (Tracks 2 and 3) failed to attract as much interest as expected despite the *International Marketing Review* Award for Best Paper in International Marketing. The economics and finance oriented tracks (Tracks 1 and 8) also received fewer submissions than expected: Track 1 got 20 submissions, Track 8 got 11. The distribution of submissions across tracks is displayed in Figure 1.

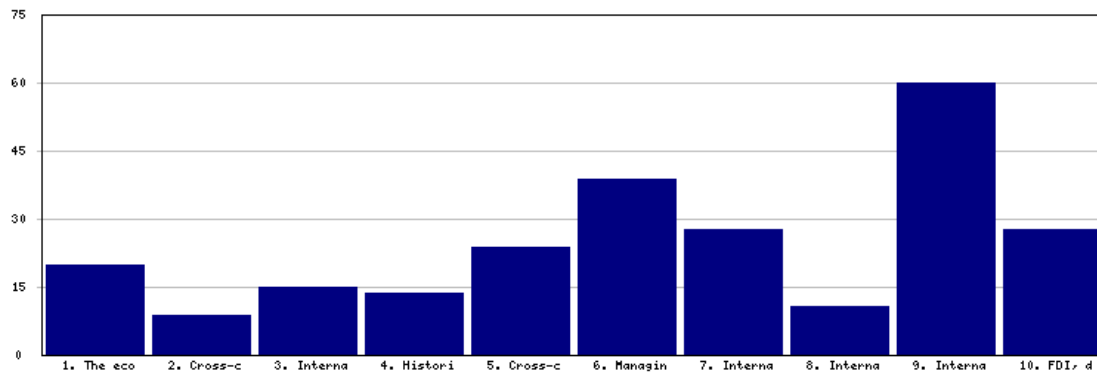


Figure 1: Paper submissions per track.

The review process was much facilitated by the electronic systems for reviewer-signups and paper submissions. The call for reviewers was highly successful with more than 250 colleagues around the world signing up as reviewers. The overwhelming majority of paper submissions were made electronically. About ten papers were handled outside the system, mainly due to problems with their uploading into the system.

Basically all papers were reviewed by at least two reviewers. 12 papers were rejected and 37 were accepted as poster papers. Some papers were withdrawn. Usually that happened as a result of authors being notified that their paper(s) had not been accepted in the category they had submitted for (competitive vs. workshop vs. poster), and especially if papers(s) had been “downgraded” to the poster category. 31 papers are listed on the poster session on Tuesday, December 13. There were relatively few last-minute program changes. Table 1 shows the “final” distribution of papers across tracks and competitive and workshop sessions.

Table 1: Distribution of papers in the conference program.

Track	# competitive sessions	# workshop sessions	# of papers
Track 1	2	2	15
Track 2	1	1	7
Track 3	1	2	12
Track 4	1	1	8
Track 5	2	3	15
Track 6	5	2	28
Track 7	3	4	23
Track 8	1	2	12
Track 9	5	6	48
Track 10	5	2	24
In all	26	25	192

In addition, eleven panels were also accepted for the conference.

2 Participants

There were 345 registered participants (not including the local organizing committee and the invited key note speakers), of which 104 were students. Europeans dominated with 80% of the participants, but the share of participants from non-European countries has increased somewhat: up from 15% in 2004 to 20% in 2005. The geographical distribution of participants is shown in Table 2. The largest contingents came from the United Kingdom with 44 participants, Finland with 42 participants, and Norway with 41 participants. Compared to the 2004 conference two elements in particular stand out: (i) there are almost twice as many participants from the USA in 2005; and (ii) there were only half as many participants from East and Central European countries.

Table 2. Distribution of participants according to country.

Country	# participants
Australia	15
Austria	9
Belgium	7
Brazil	4
Canada	7
China	1
Czech Republic	1
Denmark	14
Estonia	3
Fiji	2
Finland	42
France	4
Germany	15
Greece	5
India	1
Ireland	4
Israel	4
Italy	18
Japan	2
Lithuania	2
Netherlands	11
New Zealand	4
Nigeria	11
Norway	41
Poland	2
Portugal	7
Russian Federation	1
Singapore	1
Slovenia	4
Spain	10
Sweden	19
Switzerland	7
United Kingdom	44
United States of America	23

Eight publishers had exhibitions at the conference. This is the same number as in 2004.

3 Awards and prizes

All the regular EIBA awards were handed out at the 2005 conference: The Gunnar Hedlund Award, The Best Thesis Proposal Award, and The Copenhagen Prize. The International Marketing Award was presented for the second time. The Distinguished EIBA Honorary Fellow of the Year Award was presented for the first time. All award winners attended the Award Ceremony at the Gala Dinner on Monday, December 12.

4 Financial matters

The total cost of the conference was 1,130,385 NOK (approx 141,298 Euros). The conference was mainly financed by conference fees (854,000 NOK, or approx 106,750 Euros). In addition, the Norwegian Research Council provided a grant of 150,000 NOK (approx. 18,750 Euros). The host institution, BI Norwegian School of Management, covered the deficit of 126,385 NOK (approx 15,798 Euros).

5 Academic epilogue

As a result of the agreement between EIBA and Elsevier/North-Holland, the new serial Progress in International Business Research will be published, preferably annually, as a selection of papers presented at the EIBA conferences. The first volume, which is currently being edited by Henrich R. Greve and Gabriel R.G. Benito, will comprise nine articles (the three key note essays and six regular articles). The process has been highly selective and based on peer review. Work on the volume is proceeding according to schedule. The volume is expected to be available in time for the coming EIBA conference in Fribourg, December 2006.

Appendix 2



AIB – Western European Region General Business Meeting

Oslo, 13th December 2005

From 11.00 to 12.00hrs

Attendees:

		AIB Member	
		YES	NO
Danny Van Den Bulcke	University of Antwerp	X	
Peter Buckley	University of Leeds	X	
Torben Pedersen	Copenhagen Business School	X	
Tamar Almor	College of Management IL	X	
Ans Kolk	University of Amsterdam	X	
Alessandro Pagano	University of Urbino	X	
Reijo Luostarinen	Helsinki School of Economics	X	
Riku Laanti	Adelaide University	X	
John Dunning	University of Reading	X	
Juan J. Duran	Universidad Autonoma Madrid	X	
Vitor C. Simoes	IESEG – Tech. Univ. Lisbon	X	
Amus Owen Thomas	Maastricht School of Management	previously	X
John Cantwell	Rutgers University	X	
Liliane Van Hoof	University of Antwerp	X	

The meeting was chaired by Danny Van Den Bulcke, Chairman of EIBA and Chapter Chair AIB-WER. After welcoming the attendees, he invited them to fill in the list of attendance.

He excused Alan Rugman, President AIB, who had to leave before the meeting. He also regretted that no more conference participants had shown up. A general letter of invitation with the agenda of the meeting was added to the conference documents for each participant. Also the meeting was scheduled in such a way that there was no overlap with any other activity.

Agenda:

1. Opening remarks (Chair WER Chapter)
2. AIB-EIBA Compromise Agreement, December 2004, Ljubljana
3. Proposed new AIB Constitution (President and/or Vice President AIB)
4. Future AIB Conferences (AIB President)
5. AOB (Open floor)

Danny opened the meeting by briefly reminding the history of the EIBA-AIB relationship.

The AIB UK already existed when the 1st EIBA Annual Conference took place in Jouy en Josas in 1974. The first Presidents of both associations came from Manchester University.

In the eighties, there were two attempts of closer collaboration by organising the AIB conferences at the same venue at the same time, i.e. Barcelona and London. Nevertheless upon the request of the AIB President in place at that time, Duane Kujawa, Danny was asked to become the Chair of the AIB WE Chapter and to act as an intermediary between AIB and EIBA. This arrangement lasted for 15 years.

When Danny was elected Vice President of AIB for the period 2000-2002, Juan Jose Duran took over the chairmanship of the AIB WE Chapter.

In May 2004, Juan informed EIBA that AIB wanted to change its constitution and establish stricter rules for the chapters including AIB-WE. He asked Danny at the same time to take over from him again. Danny accepted to do this after approval by the EIBA Board at the Interim Board meeting in Ljubljana.

The proposed changes in the AIB constitution with regard to the chapters were discussed at the Board meeting during the EIBA Annual Conference 2004 in Ljubljana. The major problems with the new statutes for the AIB chapters are that no financial autonomy is allowed for and that all EIBA members should be AIB members. A breakfast meeting at the end of the conference between Alan Rugman, President of AIB, Peter Buckley, immediate past President of AIB and Danny as Chairman of EIBA resulted in the so-called “Buckley compromise” or “Ljubljana compromise”.

Danny next explained the AIB and EIBA models and their basic organisational differences. He estimated that only about 40% of EIBA members also belonged to AIB.

The questions EIBA needs to address are:

- Should AIB-WE and EIBA drive completely away from each other and become competitors?
- Is AIB willing to drop its insistence that EIBA accepts all of the conditions put forward to continue as the AIB WER Chapter?
- Is there an intermediate solution?

The compromise proposed by Peter Buckley, i.e. to organise a meeting of AIB members during the EIBA Annual Meeting had been approved both by the AIB and EIBA Boards. Peter's full proposal was the following:

Agreement between AIB and EIBA

The AIB Constitution requires that all members of EIBA be members of AIB to be retained as a Chapter. Historically EIBA has been in default of this requirement, with approximately 60% of EIBA members also choosing to join AIB. The remaining members of EIBA do not wish to join AIB. Therefore, the following logic has been agreed to retain the majority of members of EIBA as a Chapter of AIB. EIBA shall continue as an independent organization holding an annual meeting and with its journal, IBR. If the AIB-Western Europe Chapter chooses to hold its conference in conjunction with EIBA, then after the EIBA annual business meeting, those EIBA members who are also AIB members will convene separately as the AIB Western Europe Chapter of AIB. This Chapter shall have all members as members of AIB, and a roster shall be maintained of such members. The president of the Chapter shall report at the annual meetings of AIB on the activities of the Chapter, as required by the AIB Constitution. The AIB shall recognize the AIB Western Europe Chapter as the umbrella organization of all the countries of Western Europe, except for the UK Chapter. The UK AIB shall continue as a separate Chapter of AIB.

Drafted: January 2005, based on discussions between Alan Rugman, Peter Buckley, and Danny Van Den Bulcke at the EIBA meeting in December 2004.

Approved: AIB Board Meeting, April 3-4, 2005, Quebec City, Canada
EIBA Board Meeting, April 30, 2005, Oslo, Norway

Danny thought that the issue would have been settled with the acceptance of the compromise. However during the AIB chapter meeting in Quebec in July 2005, he was asked to submit an AIB-WE constitution different from the EIBA statutes.

At the Board meeting held in Oslo on 10th December 2005, Danny asked the EIBA Board members for their opinion. Most members were unhappy with AIB's new strict rules for the chapters and suggested that unless a virtual AIB-WE chapter could be set up, EIBA should go its own way.

Vitor Corado Simoes had volunteered to look at the AIB UK constitution and drafted a "project of decision" that he submitted to the approval of the meeting:

1. *The AIB WE welcomes the Buckley compromise insofar as it enables:
 - The recognition of EIBA as an independent organisation;
 - A good way to pursue AIB-EIBA cooperation as allies in promoting the development of IB studies worldwide, and more specifically in Europe;
 - Individual freedom to be involved in one or both organisations.*
2. *The AIB WE urges the Boards of AIB and EIBA, in a constructive and cooperative way, to accept and subscribe to the Buckley compromise.*
3. *On the basis of these decisions, the AIB WE will propose a constitution that will be consistent with the AIB constitution, while not harming EIBA's independence, according to the spirit of the Buckley compromise.*

Danny mentioned that he agreed with the general contents of the proposal and asked if some rephrasing might be necessary.

He then invited Peter Buckley, immediate Past President AIB, to take the floor to represent AIB during this first meeting of AIB-WE in Oslo. Peter had been delegated by Alan Rugman, the current AIB President who could not attend the meeting.

Peter explained that the objective of this meeting was to come to a compromise as neither AIB nor EIBA would benefit from a confrontation as a result of AIB starting its own active WE chapter. He admitted that there were some institutional difficulties as EIBA is clearly a separate organisation and AIB has regions that have to comply with its constitution.

He reminded that the suggestion he made in Ljubljana was that EIBA could comply with AIB's constitution by organising this kind of meeting. He would hope that the composition of both the EIBA Board or Executive Committee and the AIB-WE chapter will be as close as possible, if not the same.

He also mentioned that EIBA is not unique and named ANZIBA who accepted the Buckley Compromise. He believed that given the limited scope of activities in IB, EIBA and AIB should get closer and e.g. promote their mutual activities and even try to introduce joint membership.

Danny thanked Peter and opened the discussion to the floor.

Ans Kolk expressed her worry that on the one hand some AIB members from Western Europe would stand up and say that they were going to organise an AIB-WE Annual Meeting separate from EIBA. This would be regrettable as IB is already a discipline threatened by other organisations. On the other hand, she wondered whether if working closely together, might mean that the EIBA Annual Meeting would be announced as the conference of the AIB-WE Chapter.

Peter Buckley replied that if there is a recognised AIB-WE Chapter, no one else could stand up. While Vitor replied that the answer could be read in Peter's proposal mentioned earlier.

John Dunning reported that when he was the President of AIB in the '70s, the Board members could not care less about EIBA. The current AIB Board was thinking differently, as it promised to increase membership. Maybe the next AIB Board will be less focused on this type of issues and be more concerned about the development of AIB in emerging countries. Nevertheless he was in favour of the Buckley compromise. According to him the same issue will come up later with the China and India chapters, two large groups that will also prefer to be independent while being associated with AIB.

Reijo Luostarinen stated that he was strongly in favour of the Buckley compromise. He explained that he was the first European to become an AIB member in 1970. At that early time, in the absence of a similar European organisation, the AIB wanted to help European colleagues to join them and proposed to have 3 chapters: UK, Continental Europe and Northern Europe or Scandinavia. When in 1974 EIBA was established this clearly became the preferred approach by anyone concerned. He thought EIBA and AIB should act as and be considered as sister organisations, not as competing ones.

Reijo wondered what kind of development AIB was expecting in the future. According to him, with independent regional academies (Australia, China, India, UK, WE...) wanting to cooperate with each other, there should be an umbrella organisation.

Danny closed the discussion by submitting to the attendees to the meeting a project of decision as a motion with the following minor amendments as a result of a number of interventions from the floor:

1. *The AIB WE Chapter endorses the Buckley compromise as agreed by the Board of EIBA and AIB, insofar as it:
 - recognises EIBA as an independent organisation;
 - pursues a good and desirable way to pursue AIB-EIBA cooperation as allies in promoting the development of IB studies worldwide, and more specifically in Europe;
 - allows individual freedom to remain involved in one or both organisations.*
2. *The AIB WE Chapter urges the Boards of AIB and EIBA, in a constructive and cooperative way, to continue to accept and subscribe to the Buckley compromise.*
3. *On the basis of these decisions, the AIB WE will propose a constitution that will be consistent with the AIB constitution, while not harming EIBA's independence, according to the spirit of the Buckley compromise.*

Danny reported that the EIBA Board will draft a new constitution and propose a slate of officers for the AIB-WE during its next meeting.

All attendees agreed. Consequently the proposed motion was unanimously accepted.

No other points were raised. The meeting was adjourned.