

Academy of International Business  
Northeast US Chapter

1998-1999  
Activity and Budget Report

Submitted By  
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## I. Introduction

This report covers the period from September 1, 1998 through October 1, 1999. The AIB-NE USA Chapter will be referred to as the AIB-NE in this report and Philadelphia University which will be referred to as PHLU.

## II. Elections

An election was held for the positions of Chair and Vice Chair, AIB-NE in August and September, 1999. Only one person for each position had been nominated and accepted the nomination. So, while the outcome may be obvious, I felt it my duty to conduct an election. Of the ballots sent to the 486 AIB-NE members, 92 were returned (19 percent). The nominees were:

		Number of Votes	Percent of Total Returned
<b>Nominee: Chair</b>	Rajib Sanyal	89	97
<b>Nominee: Vice-Chair</b>	Diana Lawson	91	99

The new AIB-NE Chair is Dr. Rajib Sanyal (College of New Jersey); the Vice-Chair (re-elected) is Dr. Diana Lawson (University of Maine).

## III. Conferences

A key function of the AIB Chapters is to organize annual conferences. Given the global perspective of the organization and the limited travel budgets of some schools and their members, I personally believe this is a vital role, if we are to continue to promote the dissemination of research in its initial stages. This was a hot topic during the annual business meeting and will be discussed later in this report.

### *1999 Conference:*

The 1999 conference was hosted by Temple University, the Fox School of Business and the Institute of Global Management Studies. The meeting took place on June 4<sup>th</sup> and 5<sup>th</sup> in Philadelphia, Pennsylvania. The 1999 Program was co-chaired by Dr. Arvind Phatak and Dr. Mike Kotabe. A copy of the call for papers, registration form, and program are included in Appendix 1. All were posted on the AIB-NE web site.

The conference was a success and was very well organized. Drs. Phatak and Kotabe did an outstanding job and were presented with awards for their contribution to the AIB as program co-chairs. There were 91 attendees, partly due to ease of access and the proximity to lots of other institutions. The event was also well publicized, with the first announcement being made at the 1998 AIB-NE conference which was held in June of that year. There were 6 mailed announcements and the event was also publicized in AIB newsletters, the AIB-NE and AIB web sites, as well as being posted on AIB list-serve.

The attendance was lower than expected. I had told people at Temple that they could expect 100+ attendees. In my opinion, there is little else we could have done to promote the event or obtain a higher participation level. Arvind, Mike, others at Temple and I even called senior AIB members at area schools and asked them to encourage junior faculty and graduate students to participate in the conference. Attendance over the last few years indicate that we ought to expect the number to be closer to 75 or 80 paying participants (16 percent of total NE membership), regardless of locale.

I am beginning to get a more accurate picture and attendance levels of 75 people seems a reasonable expectation, but it does point to the following recommendations:

- Track attendance at regional and international AIB conferences (hopefully including a segmentation of attendees similar to the one provided by Temple University this year – paying attendees, presenters, and representatives of the host institution.)
- Track attendance at other associations (we might be able to get these figures from these organizations since so many of us are members of at least one other than the AIB).
- Compare these figures over time.
- Do the same with membership numbers.

Doing so will provide the AIB with an accurate picture of membership, and will be especially helpful to those considering hosting a meeting, whether regional or global.

The people at Temple University, especially Ms. Melissa Wieczorek (Assistant Director of the Institute of Global Management) are to be commended for their scrupulous record keeping. The conference report they prepared will undoubtedly help future regional chairs and program chairs in planning conferences. A copy of the report, which includes a budget, a planning schedule, and a list of attendees is provided in Appendix 2.

The proceedings included the full text of the ten best papers, and the abstracts of all papers that were accepted for presentation. The proceedings table of contents is presented in Appendix 3.

One topic of concern among the AIB-NE membership that was raised at the annual business meeting was the rumor that the annual regional meetings were to be discontinued and regions were to be disbanded. The discussion was heated and finally led to a vote of those present. While the people present cannot represent the entire AIB-NE membership, the final tally was telling – unconditional and unanimous support for continuing regional activities. A few suggested breaking off from the parent organization to form another, separate association. Another suggestion was to hold joint meetings with the Eastern Academy of Management (Currently, the president is Dr. Allison Konrad of Temple University), or some other organization, as other a few other AIB regions have done.

We also discussed the AIB-NE web page, but there were no recommendations for posting additional information.

One recommendation for future regional chairs is to attempt to secure a host early enough so that the location can be announced at the business meeting in the preceding year.

*2000 Conference:*

The AIB-NE Conference will be held in Ithaca, New York at Ithaca College on June 9-10, 2000. The conference host is Ithaca College's School of Business and Dr. Hormoz Movassaghi is the 2000 Program Chair.

The conference takes place in the Ithaca College campus. Accommodations will be available both on campus and local hotels.

*2001 and Beyond*

I have received an initial commitment to host the AIB-NE regional conference in 2001. I have passed this information to the AIB-NE Chair-elect and Vice Chair. I am confident that they will be able to announce the host at the conference next June, if not before.

**IV. Mailings**

There were five general mailings in 1998-1999. Two were to announce the 1999 conference, call for papers, and preliminary program. One was to mail out the ballots for the Chair and Vice-Chair election; another was to announce the results of that election. The office of the AIB Executive Secretary supplied the mailing lists. The printing, copying and mailing costs were borne by Philadelphia University.

**V. Agency Account**

An agency account, under the name "xxxxx" is housed at Philadelphia University (account number: xxxxx). The activity that occurred in this account is described in the budget section of this report below. The balance, which is not expected to change, will be turned over to the new chair on or before February 1, 2000.

**VI. Budget**

Beginning balance	(8/31/1998)	\$556.98
No activity		
Ending balance	(12/31/1998)	\$556.98
Beginning balance	(1/1/1999)	\$556.98
1999 Conference expenses (plaques for Program Chair and Co-chair; and a set-up charge - Appendix 4)		(\$108.10)
Ending balance	(8/31/1998)	\$448.88

## **VII. AIB-NE Chapter Web Page**

The AIB-NE web page was created in December 1996. The primary use is for chapter news, such as call for nominees for elections, conference information, and call for conference papers. In the past year, I added the conference proposal guidelines, a copy of the chapter's constitution and a list of AIB-NE members (names, affiliations, and e-mail addresses). This past year, the web site was also used to post the latest conference information. Over the summer, the web pages were transferred to a new server. The address change is posted at the old address, and the page includes a 'jump link.'

The web page will always be a work-in-progress, but as time allows and as suggestions come from the members and the Board, it will be improved. I have accepted the responsibility of maintaining the site (currently housed on a server at PHLU), at least through January 1, 2000. I have discussed this with the new chair, and any changes will be announced to the membership. A copy of a few recent pages and the latest one are included in Appendix 5.

## **VIII. IBRIIndex**

The IBRIIndex is up and running (a lot quicker too since we made a few improvements in hardware and software). The latest issue of JIBS (Volume 30, Number 2, 1999) has been added to the database. I have accepted the responsibility for maintaining the program and the database. George Tsetsekos, Andrew Solocha and I are also developing a new web-to-database interface that would really speed up searches, and have already expanded the database to accept other journals, abstracts, and keyword fields.