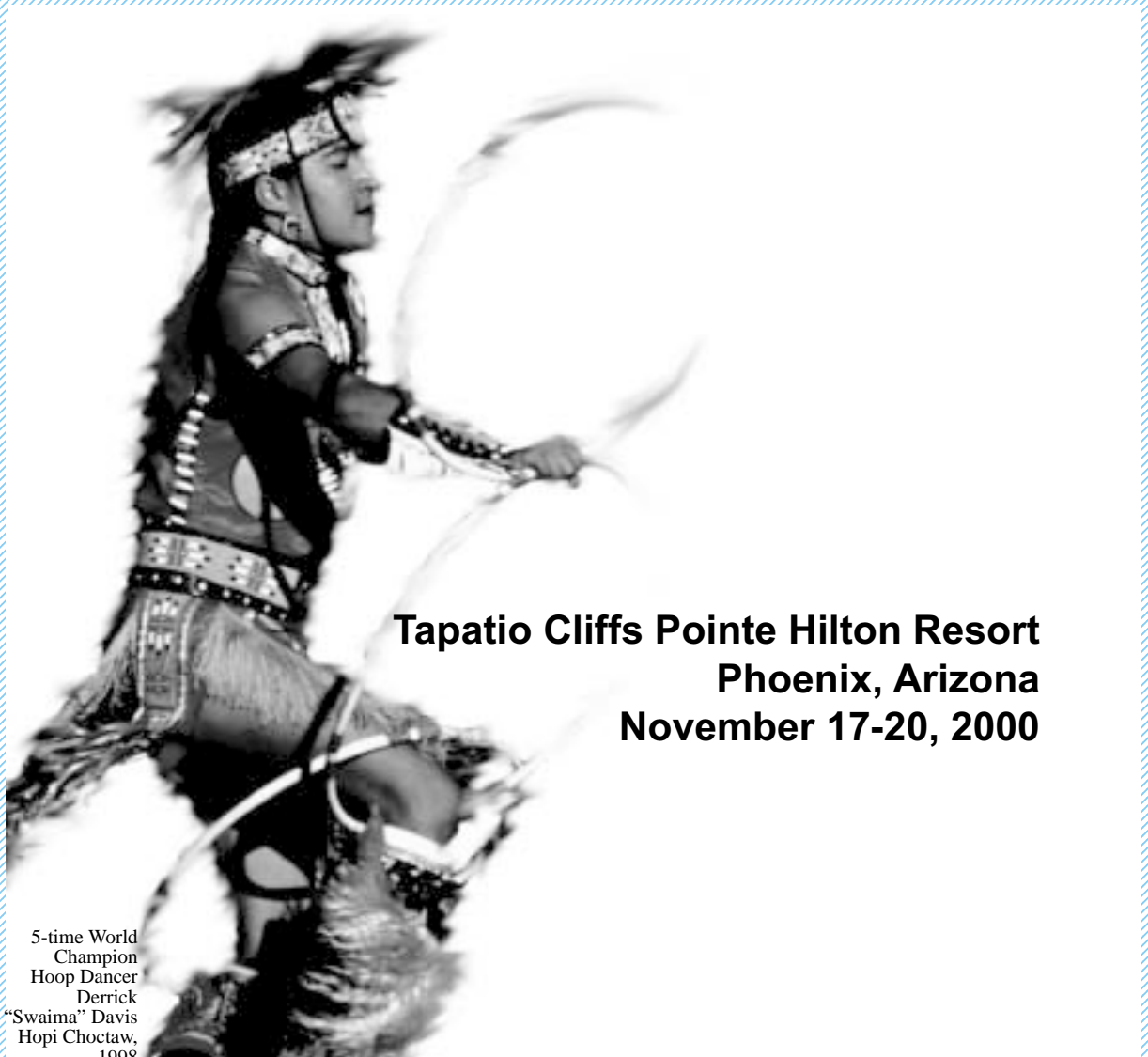


**Academy of International Business
2000 Annual Meeting**



PROGRAM

***“In Search of Relevance for
International Business Research:
Impact on Management and Public Policy”***



**Tapatio Cliffs Pointe Hilton Resort
Phoenix, Arizona
November 17-20, 2000**

5-time World
Champion
Hoop Dancer
Derrick
“Swaima” Davis
Hopi Choctaw,
1998

The 42nd Annual Meeting
of the Academy of International Business

In Search of Relevance for International Business Research: Impact on Management and Public Policy

Tapatio Cliffs Pointe Hilton Resort
Phoenix, Arizona
November 17-20, 2000

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PROGRAM

ACADEMY OF INTERNATIONAL BUSINESS



2000 ANNUAL MEETING

Tapatio Cliffs Pointe Hilton Resort
Phoenix, Arizona
November 17-20, 2000

***“In Search of Relevance for
International Business Research:
Impact on Management and Public Policy”***

Program Chair

S. Tamer Cavusgil
Center for International Business Education & Research
The Eli Broad Graduate School of Management
Michigan State University

Hosted by

Thunderbird, The American Graduate School of International Management

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Welcome to the first AIB conference of the millennium and to Phoenix, Arizona. As our first meeting in the new millennium, it is quite fitting that it takes place at a geographical crossroads where the ancient world of the Anasazi first encountered the European world five centuries ago.

Our Program Chair, Tamer Cavusgil, has outdone himself in the preparation for this program. A record number of papers and panel sessions were received and Tamer, together with his superb program committee and staff, have whittled it down to a remarkable set of offerings. I am certain that all of us will find it intellectually stimulating and fulfilling. The conference theme of Relevance is one that is also particularly timely. Global business is undergoing a dramatic transformation, driven by the twin forces of political change and technological revolution. You will find both of these influences present throughout the program. It is imperative that we, as scholars of international business, impress the sense of urgency and relevance that these forces imply upon all our work.

I want to express our deep gratitude to Bob Grosse and the able team at Thunderbird, who have worked tirelessly to make this meeting an enjoyable and culturally rich experience. I am sure you will agree with me that their efforts have been very much worthwhile and are deeply appreciated by all of us.

As you know, your Executive Board will be stepping down at the end of this year having completed our turn at the AIB's rudder. On behalf of all of them, and our phenomenal Secretariat staff, let me thank all of you for making this meeting the success that it is, and for allowing us the privilege of serving our Academy. We wish you a fruitful, insightful and enjoyable meeting.

José de la Torre
President

Welcome to the 2000 Annual Meeting of the Academy of International Business! I believe the 2000 program has shaped up to be a forum for an exceptionally rich intellectual discourse. A diverse and large group of colleagues from around the world have contributed an array of most interesting papers, symposia, and panels. I am particularly pleased about the high number of first-time participants at this annual meeting. I hope that you all will come back because your association has the capacity to be an excellent forum for all of us in education, business practice, and public policy, where we are able to share diverse perspectives and engage in meaningful cross-disciplinary, cross-functional, and cross-cultural exchange. The AIB is vying to be a platform for you to disseminate the fruits of your research and experiences, and to provide ongoing professional growth and stimulation.

This year's conference theme, "In Search of Relevance for International Business Research: Impact on Management and Public Policy," has received an enthusiastic reception from the AIB members and beyond. A large number of proposals was received in response to our call for critically examining the relevance and impact of IB scholarship for business practice and public policy. Practically every slot in the three-day program offers an opportunity to examine IB research from the perspective of business, industry, and public policy. Many senior corporate executives and public policy makers volunteered their valuable time and expertise for the Phoenix conference; we sincerely appreciate their willingness to create this meaningful dialogue.


The response to this year's Call for papers was indeed gratifying. We received a record number of submissions from both the AIB members and others. All in all, some 328 papers and 59 special session proposals were processed. The majority of the submissions came from the corporate strategy (41%) and marketing (18%) tracks. These were followed by HRM and OB (16%) and Economics and Finance (16%). Some 44 percent of the paper submissions came from outside of the United States, reflecting our growing non-U.S. constituency. Fortunately, we had introduced an innovation to this year's paper reviewing process – a computer assisted system that allowed colleagues to submit their papers electronically, receive confirmation and other correspondence by email, for reviewers to receive their manuscript assignments electronically, and submit their reviews in the same manner. As it turned out, the AIB membership was ready for the electronic age as some 77 percent of the paper submissions were submitted electronically! Furthermore, some 70 percent of our reviewers, who had been contacted earlier about their willingness to receive manuscripts electronically, complied with our request to participate in the new reviewing system.

This computerized system substantially cut down the manuscript processing time, provided an efficient editorial system, and led to greater author and reviewer satisfaction. We are grateful to Mr. Tunga Kiyak, a doctoral candidate in international business at Michigan State University, for programming an original Microsoft Access application to handle the electronic submission process. We have already made this program available to program chairs of future AIB conferences.

I must acknowledge the assistance of so many people who made my job as the Conference Chair much easier and rewarding. First, the manuscript reviewers. Over 280 colleagues helped out with the timely and constructive manuscript reviews. Since each manuscript was sent out to at least two reviewers, the demand for their expertise was taxing. We are grateful for their valued judgments. Secondly, many colleagues and doctoral students at Michigan State University helped out with many chores relating to the conference programming. The expert assistance was received from Professor Atilla Yaprak (Wayne State University), and Professor Stewart Miller was especially critical to the success of this conference. MSU doctoral candidates assisted in so many ways, and they include Rosanna Garcia, Som Hanvanich, Daekwan Kim, Tunga Kiyak, Tony Roath, Katrina Savitskie, Elif Sonmez, and Sam Zhao.

Coordinating the AIB 2000 Program Office at MSU was Ms. Tamie Phetteplace, Executive Assistant, who always provided cheerful and expert assistance at every stage in the program preparation. Her hard work, organization, and coordination have been invaluable to us. Ms. Beverly Riedinger, Assistant Director of MSU-CIBER, rounded up the AIB 2000 program team. She provided frequent liaison with the staff at Pointe Hilton at Tapatio Cliffs, as well as Thunderbird. We also appreciated the professional assistance of Mr. Randy Shain at Ponite Hilton. I believe the entire Pointe Hilton staff worked very hard to make our stay a memorable one at this beautiful southwestern resort. Finally, we must acknowledge the kind assistance of Ms. Laurel King of the AIB Executive Office at various stages of the conference planning and implementation.

Certainly, conferences of this type and magnitude require much coordination and planning from so many people, and this was not the exception. We hope that you will take advantage of the rich experience the AIB 2000 annual meeting affords, and make the most of it. Welcome to the AIB 2000 and enjoy the conference!



S. Tamer Cavusgil
2000 AIB Program Chair

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THE ELI BROAD
GRADUATE SCHOOL
OF MANAGEMENT
Center for
International Business
Education and Research

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The John William Byington
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THUNDERBIRD

THE AMERICAN GRADUATE SCHOOL
OF INTERNATIONAL MANAGEMENT

September 13, 2000

Dear Members of the Academy of International Business:

It is my pleasure to welcome you to Phoenix and to the annual meeting of the Academy, on behalf of Thunderbird, The American Graduate School of International Management. We are proud to be the local sponsors of the event this year, and I am sure that you will enjoy the gala dinner at the Heard Museum and other activities arranged by Thunderbird, in addition to the sessions and the other interaction with colleagues and friends.

Given our School's mission in international business education, and the fact that almost two dozen of our faculty members are AIB members, we are particularly happy to be the local hosts for the meeting this year. We hope that as many of you as possible will make the 20-minute trip over to our campus during the AIB meetings, to see our facilities, faculty, and students.

As many of you know, we have about 1,300 full-time students from 80 countries studying for their Master's of International Management (MIM) degrees, along with 120 faculty members in our three departments of World Business, International Studies, and Modern Languages. In addition, we receive about 4,000 executives each year in a variety of international executive business programs here on campus, as well as at our French Geneva and Tokyo Centers, and at other locations around the world.

Another program of note is our joint degree, MIM Latin America, offered with our Mexico partner, ITESM, and delivered via satellite to about 250 managers and executives at several locations in Latin America.

I hope you will be able to take advantage of your visit here, to see not only our campus, but also the spectacular State of Arizona, from the desert to the mountains.

Best regards,

A handwritten signature in black ink, appearing to read "Roy A. Herberger, Jr.", written in a cursive style.

Roy A. Herberger, Jr.
President

Acknowledgments

Program

Program Chair: S. Tamer Cavusgil, Michigan State University
Program Co-Chairs: Attila Yaprak, Wayne State University
Stewart Miller, Michigan State University
Program Coordinators: Tamie Phetteplace, Michigan State University
Beverly Riedinger, Michigan State University
Information Systems Manager: Tunga Kiyak, Michigan State University

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Chair: Tina Dacin, Texas A&M University

Doctoral Consortium

Chair: Ravi Ramamurti, Northeastern University

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Chair: Jean-Francois Hennart, Tilburg University
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Kiyohiko Ito, University of Wisconsin
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Golf Tournament

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Exhibitors

Addison Wesley Longman
Blackwell Publishers
Edward Elgar Publishing
Elsevier Science
Fuqua School of Business
Global Trade Informatin Services
Greenwood Publishing Group

Houghton Mifflin Company
Irwin/McGraw-Hill
Prentice Hall
R. Moxon Publishing
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South-Western College Publishing
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Special thanks to the 2000 Program Committee

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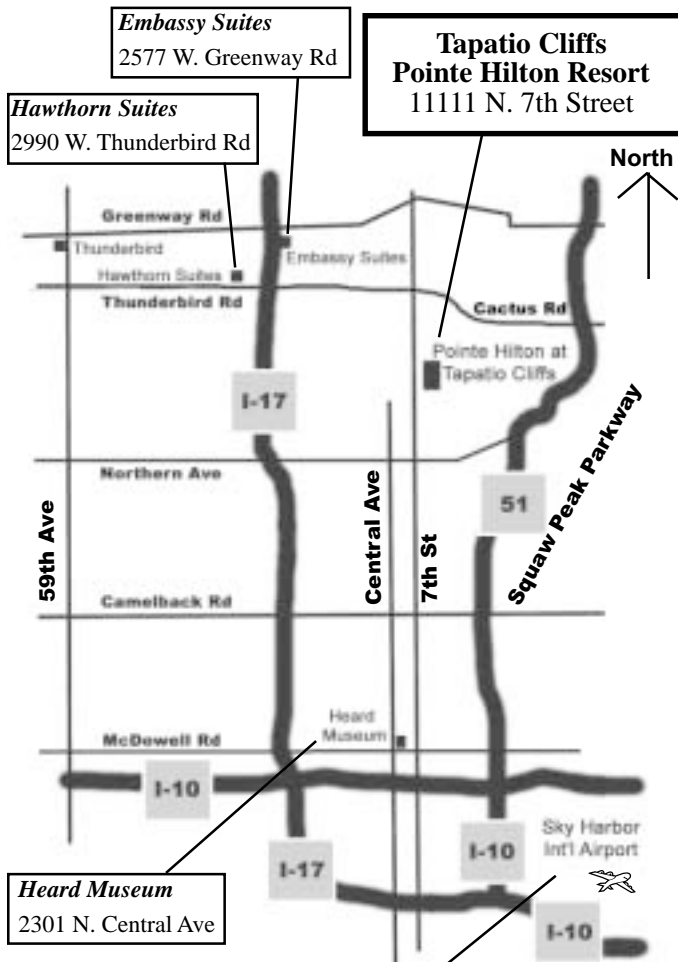
Directions from Sky Harbor Airport

(Distance 12 Miles/20-25 Minutes)

Follow signs for 24th Street, stay in the left lane and do not exit on 24th St. North. Exit to State Route 51, Squaw Peak Parkway North.

Via Northern Avenue: Exit Route 51 at Northern Ave. heading west to 7th Street. Turn right (north) on 7th Street to 11111 North 7th Street. Turn right into the main entrance of the hotel.

Via Cactus Road: Exit Route 51 at Cactus Road heading west to 7th Street. Turn left (south) on 7th Street to 11111 North 7th Street. Turn left into the main entrance of the hotel. (Cactus Rd becomes Thunderbird Rd. at 7th St.)



Car Rental

Alamo Rental Car 1-800-327-9633 (602-244-0897 Phoenix)

Dollar Rental Car 1-800-800-4000 (602-224-2344 Phoenix)

For your convenience please call **Omega World Travel** at 1-800-441-6558 or fax 602-978-7123 or e-mail travel@t-bird.edu to make car rental reservations. Please mention you are with the AIB group.

Airport Shuttles

SuperShuttle

Calling in the state of Arizona 602-244-9000
Out of area 1-800-Blue Van (258-3826)

From the airport to Pointe Hilton at Tapatio Cliffs estimated cost is \$12 per person one way. (May make one or two stops on the way to the hotel.)

Tapatio Cliffs Pointe Hilton Hotel Shuttle

From the airport, use the hotel phone board in baggage claim for the direct hotel shuttle that picks up every 30 minutes from 6:00 a.m. to 4:00 p.m. The shuttle departs from the hotel lobby every hour, call 7070 within the hotel for details.

Name Badges

For security, name badges are to be worn at all conference activities. Participants will not be admitted to conference events without a proper name tag or event ticket. We recommend that you put your business card in your bag to identify your bag.

Registration

Please check in with the AIB staff at the West Desk of the convention center entrance to pick up your name badge and conference materials. The registration desk is located on the right as you enter the conference area from the main lobby. It will be open during the following times:

- Friday, Nov. 17 8:00 a.m. - 7:00 p.m.
- Saturday, Nov. 18 7:00 a.m. - 5:00 p.m.
- Sunday, Nov. 19 8:00 a.m. - 5:00 p.m.
- Monday, Nov. 20 8:00 a.m. - 5:00 p.m.

Placement Center

Room: Salon P **Hours:** 8:00 a.m. - 5:00 p.m. (Sat. - Mon.)

Exhibits

Room: Salon H **Hours:** 3:00 p.m. - 6:00 p.m. (Fri.)
10:00 a.m. - 6:00 p.m. (Sat. - Mon.)

Optional Tours

Local activities can be arranged on a per person basis through the hotel concierge at 602-588-7962.

For group tour accommodations, please call Destination Services at 602-866-7500 ext. 4690.

Weather

Phoenix in November: Average low/high 51°/82° F (10.5°/28° C)

CONFERENCE HOTEL

Tapatio Cliffs Pointe Hilton Resort

The fabulous Tapatio Cliffs Pointe Hilton Resort is a first-class facility. This mountainside resort offers fun in the sun with a championship golf course, a three-and-a-half acre oasis of waterfalls called "The Falls", outdoor function space, tennis courts, horseback riding, a fitness center, a selection of four restaurants, and meeting facilities with 65,000 square-feet of meeting space.

Tapatio Cliffs Pointe Hilton Resort

11111 North Seventh Street
Phoenix, Arizona 85020 USA

Reservations: Tel: 800-876-4683 • Fax: 602-870-2783
Hotel Contact: Tel: 602-866-7500 • Fax: 602-993-0276
<http://www.pointehilton.com>

Resort Fee

All guests will be charged a \$7 resort service fee. This fee includes: free local and toll-free calls up to 60 minutes, in-suite coffee, newspaper Mon.-Sat., Fitness Centre admittance, tennis court time, Pointe Shuttle Service 5:30 p.m. to 12:30 a.m., domestic faxes, and complimentary admission to Different Pointe of View's Terrace Lounge Fri.-Sat. evenings.

Pointe Hilton Restaurants

Pointe in Tyme:

Contemporary Grille & Tavern

Breakfast – 6:30 a.m. - 11:00 a.m.
Lunch – 11:00 a.m. - 3:00 p.m.
Dinner – 5:00 p.m. - 10:00 p.m.
Happy Hour (Selected Menu) – 5:00 p.m. - 7:00 p.m.

La Cantina:

Serving Baja-style tacos and burritos, poolside lounge service

Lunch – 11:00 a.m. - 2:00 p.m.
Bar Hours – 11:00 a.m. - 7:00 p.m.

Different Pointe of View:

Regional American cuisine with a world-renowned wine cellar

Sunday Brunch – 10:30 a.m. - 1:00 p.m.
Dinner – 6:00 p.m. - 9:30 p.m.
Lounge w/ Hors d'oeuvres – 5:00 p.m. - 10:00 p.m.

Watering Hole:

Hearty Western fare

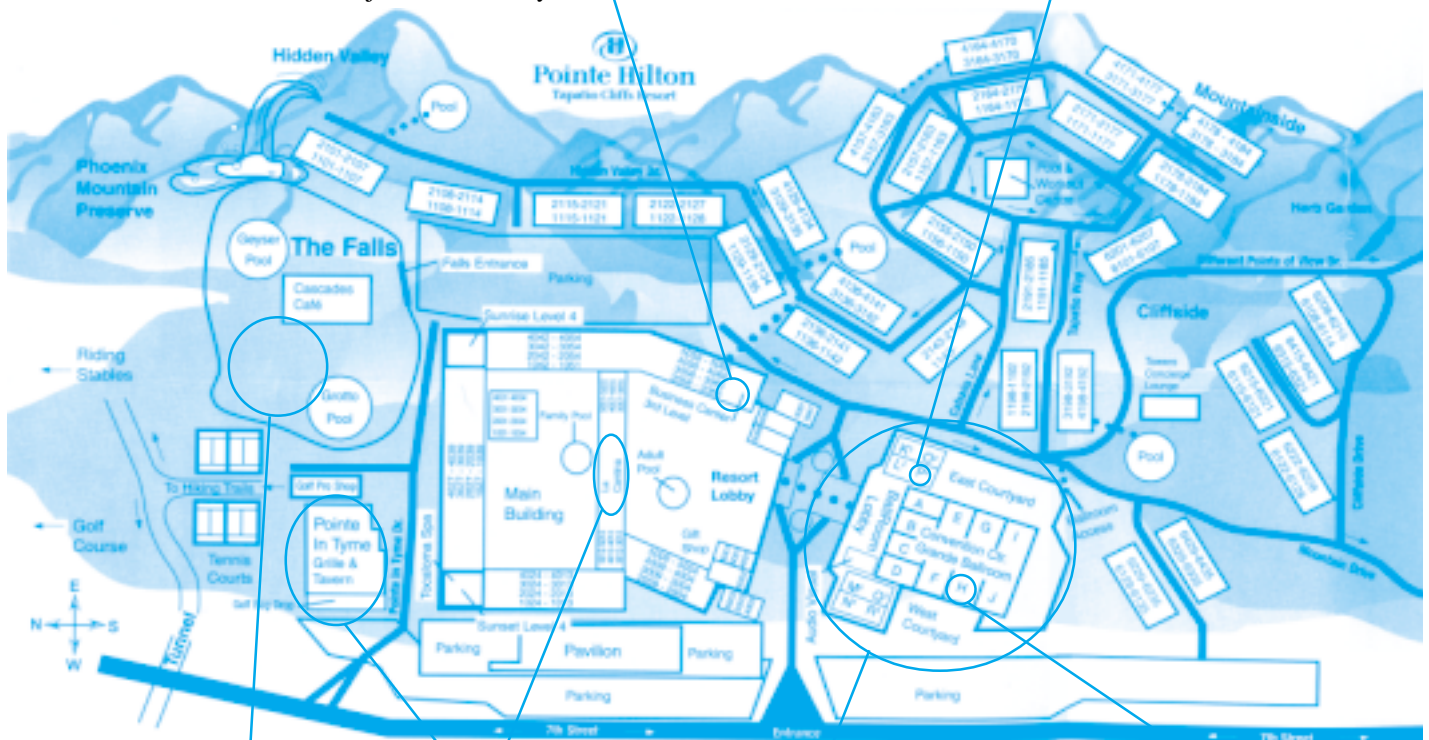
Saturday-Sunday Brunch – 11:00 a.m. - 3:00 p.m.
Lunch – 11:00 a.m. - 3:00 p.m.
Dinner – 5:00 p.m. - 10:00 p.m.
(call for resort shuttle service)

Business Centre

Copying, faxing, secretarial services, supplies, computer usage and rental is available on Level 3 just off the lobby.

Placement Center

8:00 a.m. - 5:00 p.m. (Sat. - Mon.)



Restaurants

Exhibits

AIB Reception

Conference Area

3:00 p.m. - 6:00 p.m. (Fri.)
10:00 a.m. - 6:00 p.m. (Sat. - Mon.)

2000 Program Overview

FRIDAY, 17 NOVEMBER

Junior Faculty Consortium

Room: Thunderbird-AGSIM **Time:** 9:00a.m.–3:00p.m.

Doctoral Consortium

Room: Thunderbird-AGSIM **Time:** 9:00a.m.–3:00p.m.

Board/Chapter Chairs Meeting

Room: Courtroom R **Time:** 12:00 p.m. – 2:00 p.m.

Track/Session Chairs Meeting

Room: Courtroom O **Time:** 4:00 p.m. – 5:00 p.m.

Presidential Reception

Opening Reception of the 2000 AIB Meeting

Room: Palm Terrace Pool at the Falls

Time: 6:30p.m. – 8:00 p.m.

SATURDAY, 18 NOVEMBER

1.1.1 - Opening Plenary

Recognition of Alfred D. Chandler, Jr.

Room: Salon I&J **Time:** 8:30 a.m. – 10:00 a.m.

Coffee Break

Room: West Courtyard **Time:** 10:00 a.m. – 10:30 a.m.

1.2.1 - Symposium

Managing Global Customers

Room: Salon I **Time:** 10:30 a.m. – 12:00 p.m.

1.2.2 - Panel

Electronic Commerce and Global Business

Room: Salon J **Time:** 10:30 a.m. – 12:00 p.m.

1.2.3 - Panel

International Business Research and Public Policy: From Neglect to Influence

Room: Courtroom M **Time:** 10:30 a.m. – 12:00 p.m.

1.2.4 – Panel

Strategic Issues in Internationalizing Companies: Insights from Senior Executives

Room: Courtroom O **Time:** 10:30 a.m. – 12:00 p.m.

1.2.5 - Competitive

Knowledge Development and Management in the MNC

Room: Courtroom N **Time:** 10:30 a.m. – 12:00 p.m.

1.2.6 - Competitive

Export Channel Dynamics

Room: Courtroom Q **Time:** 10:30 a.m. – 12:00 p.m.

1.2.7 - Workshop

Political and International Strategies

Room: Courtroom R **Time:** 10:30 a.m. – 12:00 p.m.

1.2.8 - Workshop

International Finance

Room: Courtroom K-L **Time:** 10:30 p.m.–12:00 p.m.

Poster Sessions with Light Lunch

Room: Salon G **Time:** 12:00 p.m. – 1:30 p.m.

Included are sessions with select members of the AIB Fellows.

1.3.1 - Panel

Managing an Interdisciplinary International Business Career

Room: Salon I **Time:** 1:30 p.m. – 3:00 p.m.

1.3.2 – Symposium

Internationalization and Competitive Space: Implications for Public and Private Strategies

Room: Salon J **Time:** 1:30 p.m. – 3:00 p.m.

1.3.3 - Panel

Restructuring of Korean Chaebols: Transformation or Disintegration?

Room: Courtroom M **Time:** 1:30 p.m. – 3:00 p.m.

1.3.4 - Competitive

Intellectual Property/Country Image

Room: Courtroom N **Time:** 1:30 p.m. – 3:00 p.m.

1.3.5 - Competitive

Market Integration and Trade Issues

Room: Courtroom K-L **Time:** 1:30 p.m. – 3:00 p.m.

1.3.6 - Workshop

Emerging Markets

Room: Courtroom O **Time:** 1:30 p.m. – 3:00 p.m.

1.3.7 - Workshop

International Buyer Behavior Studies

Room: Courtroom Q **Time:** 1:30 p.m. – 3:00 p.m.

Coffee Break

Room: West Courtyard **Time:** 3:00 p.m. – 3:30 p.m.

1.4.1 - Panel

International Strategic Alliance Research: Relevance and Knowledge Management

Room: Salon I **Time:** 3:30 p.m. – 5:30 p.m.

1.4.2 - Symposium

States and Firms in a Globalizing World

Room: Salon J **Time:** 3:30 p.m. – 5:00 p.m.

1.4.3 – Panel

Transfer Pricing

Room: Courtroom M **Time:** 3:30 p.m. – 5:00 p.m.

1.4.4 – Panel

The Emerging Market Contradictions: MNC Performance in an Unstable FDI Environment

Room: Courtroom N **Time:** 3:30 p.m. – 5:00 p.m.

1.4.5 – Competitive

International Marketing Strategy

Room: Courtroom K-L **Time:** 3:30 p.m. – 5:00 p.m.

1.4.6 - Competitive

Innovation and R&D in the Multinational Firm

Room: Courtroom O **Time:** 3:30 p.m. – 5:00 p.m.

1.4.7 - Workshop

Evolutionary Developments in International Business

Room: Courtroom Q **Time:** 3:30 p.m. – 5:00 p.m.

SUNDAY, 19 NOVEMBER

2.1.1 - Symposium

Exploring Internal Dynamics in Cross-National Alliances

Room: Salon I **Time:** 8:30 a.m. – 10:00 a.m.

2.1.2 - Panel

Scholarly Research in International Business: Striving for Relevance and Rigor

Room: Salon J **Time:** 8:30 a.m. – 10:00 a.m.

2.1.3 - Competitive

Integration, Responsiveness, Diversification

Room: Courtroom M **Time:** 8:30 a.m. – 10:00 a.m.

2.1.4 - Competitive

Subsidiary Performance

Room: Courtroom N **Time:** 8:30 a.m. – 10:00 a.m.

2.1.5 - Workshop

International Diversification

Room: Courtroom O **Time:** 8:30 a.m. – 10:00 a.m.

2.1.6 - Workshop

National Competitiveness Development

Room: Courtroom Q **Time:** 8:30 a.m. – 10:00 a.m.

2.1.7 - Richard N. Farmer Dissertation Award Finalists

Room: Courtroom K-L **Time:** 8:30 a.m.–10:00 a.m.

Coffee Break

Room: West Courtyard **Time:** 10:00 a.m. – 10:30 a.m.

2.2.1 - Panel

What Happens when MNEs meet Institutions in Cyberspace?

Room: Salon I **Time:** 10:30 a.m. – 12:00 p.m.

2.2.2 - Panel

Organizational Learning and Challenges in Global Enterprises

Room: Salon J **Time:** 10:30 a.m. – 12:00 p.m.

2.2.3 - Panel

Transformation of Japanese Companies in the Current Economic Environment in Japan

Room: Courtroom M **Time:** 10:30 a.m. – 12:00 p.m.

2.2.4 - Competitive

Entry Modes

Room: Courtroom N **Time:** 10:30 a.m. – 12:00 p.m.

2.2.5 - Competitive

International Capital Structure and Diversification

Room: Courtroom O **Time:** 10:30 a.m. – 12:00 p.m.

2.2.6 - Workshop

International Alliances and Alliance Dynamics

Room: Courtroom K-L **Time:** 10:30 a.m.–12:00 p.m.

2.2.7 - Workshop

Strategic International Human Resource Management

Room: Courtroom Q **Time:** 10:30 a.m. – 12:00 p.m.

Poster Sessions with Light Lunch

Room: Salon G **Time:** 12:00 p.m. – 1:30 p.m.

Included are sessions with select members of the AIB Fellows.

2.3.1 - Symposium

Reconstituting and Redirecting Theories of International Interfirm Cooperation for Enhanced Practice

Room: Courtroom M **Time:** 1:30 p.m. – 3:00 p.m.

2.3.2 - Symposium

Researching Export Strategy-Performance Relationships: Theoretical Foundations and Methodological Issues

Room: Courtroom N **Time:** 1:30 p.m. – 3:00 p.m.

2.3.3 - Panel

National versus Regional versus Global Approaches to Multinational Strategy

Room: Courtroom K-L **Time:** 1:30 p.m. – 3:00 p.m.

2.3.4 - Competitive

National Competitiveness

Room: Courtroom O **Time:** 1:30 p.m. – 3:00 p.m.

2.3.5 - Competitive

International Production and Supply Chain Management

Room: Courtroom Q **Time:** 1:30 p.m. – 3:00 p.m.

2.3.6 - Workshop

Theory Development in International Business

Room: Salon I **Time:** 1:30 p.m. – 3:00 p.m.

2.3.7 - Workshop

Nationality, Culture, and Organizational Behavior

Room: Salon J **Time:** 1:30 p.m. – 3:00 p.m.

Coffee Break

Room: West Courtyard **Time:** 3:00 p.m. – 3:30 p.m.

2.4.1 - Symposium

China in the Year of the Dragon – Opportunities and Challenges at the Dawn of the New Millennium

Room: Salon I **Time:** 3:30 p.m. – 5:00 p.m.

2.4.2 - Panel

Global Integration of Financial Markets

Room: Courtroom M **Time:** 3:30 p.m. – 5:00 p.m.

2.4.3 - Panel

Building Competitive Business Enterprises and Financial Environment: Practitioner Insights from Hungary

Room: Courtroom N **Time:** 3:30 p.m. – 5:00 p.m.

2.4.4 - Panel

What is Global Business Strategy? Winners and Losers in Global Competition

Room: Courtroom K-L **Time:** 3:30 p.m. – 5:00 p.m.

2.4.5 - Competitive

Conceptual Frameworks in International Business

Room: Courtroom O **Time:** 3:30 p.m. – 5:00 p.m.

2.4.6 - Competitive

Human Resource Management Issues in China

Room: Salon J **Time:** 3:30 p.m. – 5:00 p.m.

2.4.7 - Workshop

R&D and Other MNC Strategies

Room: Courtroom Q **Time:** 3:30 p.m. – 5:00 p.m.

Members' Meeting with the AIB Executive Board

Room: Salon J **Time:** 5:15 p.m. – 6:00 p.m.

The Heard Museum Gala Event

Venue: Heard Museum **Time:** 6:30 p.m. – 9:30 p.m.

MONDAY, 20 NOVEMBER

3.1.1 - Symposium

Technology Diffusion and the Globalization of Knowledge

Room: Salon I **Time:** 8:30 a.m. – 10:00 a.m.

3.1.2 - Symposium

Current International Business Research in Europe

Room: Salon J **Time:** 8:30 a.m. – 10:00 a.m.

3.1.3 - Panel

Intercultural Competency in International Marketing

Room: Courtroom M **Time:** 8:30 a.m. – 10:00 a.m.

3.1.4 - Competitive

FDI and Divestment

Room: Courtroom N **Time:** 8:30 a.m. – 10:00 a.m.

3.1.5 - Competitive

Evolutionary Developments/Theory

Room: Courtroom O **Time:** 8:30 a.m. – 10:00 a.m.

3.1.6 - Workshop

International Competitiveness and E-Commerce

Room: Courtroom K-L **Time:** 8:30 a.m.–10:00 a.m.

3.1.7 - Workshop

Export Strategy

Room: Courtroom Q **Time:** 8:30 a.m. – 10:00 a.m.

3.1.8 – Panel

Transition Economies: Insights from the Field

Room: Courtroom R **Time:** 8:30 a.m. – 10:00 a.m.

Coffee Break

Room: West Courtyard **Time:** 10:00 a.m. – 10:30 a.m.

3.2.1 – Symposium

Networks, Innovation Processes, and Multinational Strategy

Room: Salon I **Time:** 10:30 a.m. – 12:00 p.m.

3.2.2 - Panel

Establishing International Campuses/Major Offshore Programs by Business Schools

Room: Courtroom M **Time:** 10:30 a.m. – 12:00 p.m.

3.2.3 - Panel

Cross-Cultural Research Methods

Room: Courtroom N **Time:** 10:30 a.m. – 12:00 p.m.

3.2.4 - Competitive

Headquarters/Subsidiary Relationship/Interaction in the MNC

Room: Courtroom O **Time:** 10:30 a.m. – 12:00 p.m.

3.2.5 - Competitive

FDI in Regions and Industries

Room: Courtroom Q **Time:** 10:30 a.m. – 12:00 p.m.

3.2.6 - Workshop

Internationalization and International Ventures

Room: Courtroom K-L **Time:** 10:30 a.m.–12:00 p.m.

3.2.7 - JIBS Decade Award

Room: Salon J **Time:** 10:30 a.m. – 12:00 p.m.

Awards Luncheon

Room: Salon ABCDEF **Time:** 12:00 p.m. – 1:40 p.m.

3.3.1 - Symposium

Creating the Capacity for Organizational Renewal: Exploitation and Exploration in the Multinational Firm

Room: Salon I **Time:** 2:00 p.m. – 3:30 p.m.

3.3.2 - Symposium

Multinationals from Small Open Economies (Coordinated by ANZIBA)

Room: Salon J **Time:** 2:00 p.m. – 3:30 p.m.

3.3.3 - Panel

What Can International Business Learn from E-Commerce: Three Industry Perspectives

Room: Courtroom K-L **Time:** 2:00 p.m. – 3:30 p.m.

3.3.4 - Competitive

Executive Compensation Issues/Intercultural Organizational Behavior

Room: Courtroom M **Time:** 2:00 p.m. – 3:30 p.m.

3.3.5 - Workshop

Culture and Organizational Behavior

Room: Courtroom N **Time:** 2:00 p.m. – 3:30 p.m.

3.3.6 - Workshop

Knowledge Management through IJVs

Room: Courtroom O **Time:** 2:00 p.m. – 3:30 p.m.

3.3.7 - Workshop

Foreign Direct Investment

Room: Courtroom Q **Time:** 2:00 p.m. – 3:30 p.m.

Coffee Break

Room: West Courtyard **Time:** 3:30 p.m. – 4:00 p.m.

3.4.1 - Symposium

Inward FDI, Outward FDI, and Reform of the State-Owned Enterprises in the People's Republic of China

Room: Salon I **Time:** 4:00 p.m. – 5:30 p.m.

3.4.2 - Panel

Opportunities and Risks in Emerging Markets

Room: Courtroom M **Time:** 4:00 p.m. – 5:30 p.m.

3.4.3 - Panel

Internet Mediated Learning in International Business

Room: Courtroom N **Time:** 4:00 p.m. – 5:30 p.m.

3.4.4 - Competitive

Organizational Learning

Room: Courtroom O **Time:** 4:00 p.m. – 5:30 p.m.

3.4.5 - Workshop

FDI and Developing Countries

Room: Courtroom Q **Time:** 4:00 p.m. – 5:30 p.m.

3.4.6 - Workshop

Internationalization

Room: Salon J **Time:** 4:00 p.m. – 5:30 p.m.

3.4.7 - Workshop

International Joint Ventures and Networks

Room: Courtroom K-L **Time:** 4:00 p.m. – 5:30 p.m.

Poster Sessions with Wine and Cheese

Included are sessions with select members of the AIB Fellows.

Room: Salon E **Time:** 5:30 p.m. – 7:00 p.m.



ACADEMY OF INTERNATIONAL BUSINESS

2000 ANNUAL MEETING

Tapatio Cliffs Pointe Hilton Resort
Phoenix, Arizona
November 17-20, 2000

*In Search of Relevance for
International Business Research:
Impact on Management and Public Policy*

FRIDAY, 17 NOVEMBER

Friday – 8:00 a.m. – 4:00 p.m.

Junior Faculty Consortium

*Meeting will be held on Thunderbird Campus
Buses will depart at 8:00 a.m. and return at 3:00 p.m.
Meeting from 9:00 a.m. – 3:00 p.m.*

Chair: Tina Dacin, Texas A&M University

Speakers:

Jay Anand, University of Michigan
Nicholas Athanassiou, Northeastern University
Harry Barkema, University of Tilburg
Karin Fladmoe-Lindquist, University of Utah
Andrew Inkpen, Thunderbird
Marjorie Lyles, Indiana University
Marc Ventresca, Northwestern University

(Enrolled participants only, lunch provided)

Doctoral Consortium

*Meeting will be held on Thunderbird Campus.
Buses will depart at 8:00 a.m. and return at 3:00 p.m.
Meeting from 9:00 a.m. – 3:00 p.m.*

Chair: Ravi Ramamurti, Northeastern University

Speakers:

Gary Knight, Florida State University
Stefanie Lenway, University of Minnesota
Subramanian Rangan, INSEAD

(Enrolled participants only, lunch provided)

Friday – 12:00 p.m. – 2:00 p.m.

Board/Chapter Chairs Meeting

Room: Courtroom R **Time:** 12:00 p.m. – 2:00 p.m.

Friday – 4:00 p.m. – 5:00 p.m.

Track/Session Chairs Meeting

Room: Courtroom O **Time:** 4:00 p.m. – 5:00 p.m.

Friday – 6:30 p.m. – 8:00 p.m.

Presidential Reception

Opening Reception of the 2000 AIB Meeting

Place: Palm Terrace Pool at the Falls

Time: 6:30 p.m. – 8:00 p.m.

SATURDAY, 18 NOVEMBER

Saturday – 8:30 a.m. – 10:00 a.m.

1.1.1 - Opening Plenary

Recognition of Alfred D. Chandler, Jr.

Room: Salon I&J **Time:** 8:30 a.m. – 10:00 a.m.

Chair: Alan M. Rugman, Oxford University

Discussant:

Alfred D. Chandler, Jr. (via video)
Mira Wilkins, Florida International University
John Dunning, Rutgers University
Eleanor Westney, Sloan School, MIT

Coffee Break

Room: West Courtyard **Time:** 10:00 a.m.–10:30 a.m.

Saturday – 10:30 a.m. – 12:00 p.m.

1.2.1 - Symposium

Managing Global Customers

Room: Salon I **Time:** 10:30 a.m. – 12:00 p.m.

Chair: Julian Birkinshaw, London Business School

Challenges in Adapting to Global Customer Management

David Arnold, Harvard Business School
Julian Birkinshaw, London Business School
Omar Toulan, McGill University

Global Customer Management and Innovation

Jose Santos, INSEAD

Demand for and Use of Global Account Management

George Yip, Cambridge University

Global Account Management: Managing the Implementation Process

Julian Birkinshaw, London Business School
Omar Toulan, McGill University
David Arnold, Harvard Business School

1.2.2 - Panel

Electronic Commerce and Global Business

Room: Salon J **Time:** 10:30 a.m. – 12:00 p.m.

Chairs:

Jose de la Torre, University of California-Los Angeles
Richard W. Moxon, University of Washington

Panelists:

John Beck, Andersen Consulting
Stephen Kobrin, University of Pennsylvania
Bruce Kogut, University of Pennsylvania
Anca Turcanu, University of Pennsylvania
Suresh Kotha, University of Washington

1.2.3 - Panel

International Business Research and Public Policy: From Neglect to Influence

Room: Courtroom M **Time:** 10:30 a.m. – 12:00 p.m.

Chairs:

Michael Czinkota, Georgetown University
Lew Cramer, Former Director General of the U.S. &
Foreign Commercial Service

Panelists:

Paul Freedenberg, Alliance for Manufacturing Technology
Cameron Munter, National Security Council
Robert Kohn, National Defense University

1.2.4 - Panel

Strategic Issues in Internationalizing Companies: Insights from Senior Executives

Room: Courtroom O **Time:** 10:30 a.m. – 12:00 p.m.

Chair: Gerald Graham, Vice President (Ret), Brunswick Corporation

Panelists:

Robert Bohannon, President, CEO, Chairman of the Board, VIAD Corporation
Fred Florjancic, Vice President, General Manager, Brunswick Corporation
Jack Reichert, President (Ret), CEO, Chairman of the Board, Brunswick Corporation

1.2.5- Competitive

Knowledge Development and Management in the MNC

Room: Courtroom N **Time:** 10:30 a.m. – 12:00 p.m.

Chair: Howard Perlmutter, University of Pennsylvania

Discussant: Xavier Martin, New York University

Valuing Corporate Knowledge and Intangible Assets: Some General Principles

Farok J. Contractor, Rutgers University

Knowledge Management in Global Technology Markets:

From Practice to Theory

Peter J. Buckley, University of Leeds
Martin J. Carter, University of Leeds

Managing Integration of Subsidiary Knowledge in the MNC:

A Critical Note on Headquarters Role

Ulf Andersson, Uppsala University
Ulf Holm, Uppsala University

1.2.6 - Competitive

Export Channel Dynamics

Room: Courtroom Q **Time:** 10:30 a.m. – 12:00 p.m.

Chair: Erdogan Kumcu, Ball State University

Discussant: Diana Lawson, University of Maine

Market Orientation and the Channel in International Small and Medium Firms: An Empirical Study

Gary A. Knight, Florida State University

What Determines Intermediary Performance in Export Trade? Transactions, Agents, and Resources

Mike W. Peng, The Ohio State University

Anne Y. Ilinitch, University of North Carolina at Chapel Hill

Export Channel Dynamics: An Empirical Analysis of Changes in the Organization of Foreign Distribution

Gabriel R.G. Benito, Norwegian School of Management BI

Torben Pedersen, Copenhagen Business School

Bent Petersen, Copenhagen Business School

1.2.7 - Workshop

Political and International Strategies

Room: Courtroom R **Time:** 10:30 a.m. – 12:00 p.m.

Chair: Stefanie Lenway, University of Minnesota

Discussant: Doug Schuler, Rice University

Corporate Political Activities Around the World: A Review and a Challenge

Timothy P. Blumentritt, Marquette University

Douglas Nigh, University of South Carolina

Interaction Between Strategy and Institutions: An Exploratory Study of Corporate Political Strategy and Business Group Competitiveness in Emerging Economies

Dong Sung Cho, Seoul National University

Chinmay Pattnaik, Seoul National University

Political and International Strategies of Deregulated Telecom Monopolies: A Game Theoretic Approach

Jean-Philippe Bonardi, The University of Western Ontario

Roles for State in Fostering International Inter-Organizational Collaborative Ventures

Peter Smith Ring, Loyola Marymount University

The Effectiveness of Investment and Trade Promotion in American Cities

Timothy Wilkinson, University of Akron

Lance Eliot Brouters, University of Texas at San Antonio

1.2.8 - Workshop

International Finance

Room: Courtroom K-L **Time:** 10:30 p.m.–12:00 p.m.

Chair: Adrian Tschoegl, University of Pennsylvania

Discussant: Taeho Kim, Thunderbird

Disclosure Level and Compliance with IASs: A Comparison of Companies With and Without U.S. Listings and Filings

Donna L. Street, James Madison University

Stephanie M. Bryant, James Madison University

Canadian Manager Perceptions of U.S. Exchange Listings: Recent Evidence

Carol Olson Houston, San Diego State University

Roberta A. Jones, Cal Poly State University

The Impact of Political Risk on the Volatility of Stock Market Returns: The Case of Quebec

Marie-Claude Beaulieu, Universite Laval

Jean-Claude Cosset, Universite Laval

Naceur Essaddam, Universite Laval

Talk Softly but Carry a Big Stick: The Impact of the U.S. Transfer Pricing Penalty on the Market Valuation of Japanese Multinationals in the United States

Lorraine Eden, Texas A&M University

Luis Felipe Juarez Valdez, Universidad de las Americas-Puebla

Do Speculators Herd in International Derivatives Markets? Evidence from Oil Futures

Robert Weiner, George Washington University

International Entrepreneurial Finance: Foundations and Content of a New MBA Course

Walter Kuemmerle, Harvard University

1.2

Saturday – 12:00 p.m. – 1:30 p.m.

Poster Sessions with Light Lunch

Included are sessions with select members of the AIB Fellows.

Room: Salon G **Time:** 12:00 p.m. – 1:30 p.m.

Strategic Alliances

Multinational Strategic Alliances in the Pharmaceutical Industry

Refik Culpan, Penn State University at Harrisburg

Resource Access and Firm Value: An Empirical Test of External Resource Effects in the International Airline Industry

Namgyoo K. Park, New York University

International Business Partnerships in Australia: Research and Applications

Chris Styles, University of New South Wales
Paul Patterson, University of New South Wales
Farid Ahmed, University of New South Wales
Michel Phan, University of New South Wales
Tim Harcourt, Australian Trade Commission

Developing Countries

Multinational Enterprise Strategy for Developing Countries

Alan Rugman, University of Oxford

What Determines the Scope of the Firm? Institutional Insights and Extensions from Emerging Economies

Mike Peng, The Ohio State University
Seung Hyun Lee, The Ohio State University
Denis Wang, Chinese University of Hong Kong

Host Country Goals and Comparative Behavior of Multinational and Local Enterprises in the Indian Telecommunications Industry

Pradeep Kanta Ray, University of New South Wales

Cross-Cultural Perspectives

A Cross-Cultural Perspective on Conflict as Threat to Self: A Process Approach to the Question of Conflict Functionality

Sigrid Westphal Khorram, University of South Carolina

Organizational Values and Personal Values in the International Context, a Crosscultural Analysis

Rabi Bhagat, University of Memphis
Michael P. O'Driscoll, University of Waikato
Balaji Krishnan, University of Memphis
Zhenyu Huang, University of Memphis

The Impact of Individual and Cross-Cultural Differences on The Usage of Social Capital/Guanxi

Wei He, Boston College

Cross Cultural and Diversity Management in Australian-based MNEs: Competencies, Capabilities and Challenges

Prem Ramburuth, University of New South Wales

Theory Development in International Business

International Market Entry of Small Knowledge-Based Firms: Towards a Synthesis of Economic and Behavioral Approaches

Fred I. Nilsen, University of Queensland
Peter W. Liesch, University of Queensland

Geopolitics and its Impacts on International Business Decisions: A Framework for a Geopolitical Paradigm of International Business

Sharif N. As-Saber, The University of Tasmania
Peter W. Liesch, The University of Queensland
Peter J. Dowling, The University of Tasmania

Ecological View of Strategy: Organizational change and international market diversity

Yangmin Kim, Texas A&M University
David Loree, Texas A&M University
Eui Jeong, Texas A&M University

Topics in Human Resource Management

Power and Performance of the Human Resource Function in Mexican Firms

Gary W. Florkowski, University of Pittsburgh
Miguel R. Olivas-Lujan, University of Pittsburgh and ITESM, Monterrey

An Empirical Examination of the Relationship Between Facets of Expatriate Adjustment and Multiple Measures of Expatriate Managerial Effectiveness

Jeffrey P. Shay, University of Montana
J. Bruce Tracey, Cornell University

From Dualistic Adjustment to Repatriate Turnover: A Mediating Model of Repatriate Adjustment and Psychological Contract Violation

Riki Takeuchi, University of Maryland

Relationships between Top Management Team Characteristics, International Diversification and Firm Performance: An Empirical Investigation

Pol Herrmann, Iowa State University
Deepak K. Datta, University of Kansas

Risk

The Role of Risk Perception and Risk Propensity in the Choice of Countertrade Form

Jim McCullough, Washington State University
Erika Scholmer, Washington State University

Modeling Political Risk: Making Theory Relevant

Llewellyn D. Howell, Thunderbird

Political Risk and Foreign Divestment: A Case of Daewoo Business Group

Dongkee Rhee, Seoul National University
Jai-Beom Kim, Myongji University

Case Studies in International Business

The Transfer of Best Practice in MNCs: A Comparative Case Study

Martyn Wright, University of Warwick

Economic Liberalization and its Impact on Foreign Direct Investment: The Case of India

Anusuya Yogarajah, Nanyang Technological University
Naresh Khatri, Nanyang Technological University
Zafar Ahmed, Nanyang Technological University

Restructuring in the Liner Shipping Industry: A Case Study in Evolution

Mary R. Brooks, Dalhousie University

How Whisky Companies Adapt to Actual Sales

David P. Rutenberg, Queen's University

Foreign Entry Mode

Country-Specific Strategy and Entry Mode Choice in Central and Eastern Europe

Keith D. Brouthers, University of East London
Lance Eliot Brouthers, University of Texas at San Antonio
George Nakos, Clayton College & State University

Internationalization Strategies: Comparing the Governance Structures of Manufacturing and Service Firms

Cyril Daniel Bouquet, The University of Western Ontario
Louis Hebert, The University of Western Ontario
Andrew Delios, Hong Kong University of Science and Technology

The Impact of Ownership Structure on Japanese Inventors' Choice of Acquisitions versus Startups in the United States

Shih-Fen S. Chen, Brandeis University

The Trauma of Developing Business Positions in China

David McHardy Reid, Curtin University of Technology
John Walsh, Curtin University of Technology

Entrepreneurship and SMEs

International Entrepreneurship: Empirical Evidence from the Indian Software Industry

Sumit K. Kundu, Saint Louis University
Chin-Chun Hsu, Saint Louis University

The Relationship Between Entrepreneurship, Market Orientation and Performance: A Test in Saudi Arabia

Mohsin Habib, University of Massachusetts - Boston
Shahid N. Bhuian, Northern State University

University Based Start-ups in Germany

Gabriele Beibst, University of Applied Sciences Jena
Arndt Lautenschlaeger, University of Applied Sciences Jena

The SME Structure of Central and Eastern Europe

Michael Hughes, University of Stirling
Ewa Helinska-Hughes, University of Paisley

Headquarter-Subsidiary Dynamics

Agency and Institutional Explanations of Compensation Strategy for the Foreign Subsidiary: A Research Proposal

Dean Xu, York University

Making an Impact: The Perceived Importance of the Foreign Subsidiary for the Multinational Corporation

Patrick Furu, The Swedish School of Economics and Business Administration

U.S. Multinationals' Formal and Informal Control of Subsidiaries in Malaysia and Singapore

Malika Richards, Drexel University
Michael Y. Hu, Kent State University

In Search of the Corporate Effect: The Impact of Multinational Corporations on the Performance of Their Units Worldwide

Manuel Becerra, Instituto de Empresa

Foreign Direct Investment

The Eclectic (OLI) Paradigm of International Production: Past, Present and Future

John Dunning, Rutgers University

Multinational Enterprises from LDCs: Revisiting Ownership Advantages and FDI Preferences

Chiung-Hui Tseng, Washington State University
Patriya Tansuhaj, Washington State University

The Effects of Nationality and Firm-Specific Variables on the Importance of Manufacturing Location Attributes in the United States

Francis M. Ulgado, Georgia Institute of Technology
A. Crystal Godsey, Georgia Institute of Technology

The Relative Importance of Old and New Decision Specific Experience in Foreign Ownership Strategies

Kang Rae Cho, University of Colorado at Denver
Prasad Padmanabhan, San Diego State University

Sat. Poster

Saturday – 1:30 p.m. – 3:00 p.m.

1.3.1 - Panel

Managing an Interdisciplinary International Business Career

Room: Salon I **Time:** 1:30 p.m. – 3:00 p.m.

Chair: Mary Yoko Brannen, University of Michigan

Panelists:

Elizabeth Briody, General Motors Corp.
Jean-Francois Hennart, Tilburg University
Jill Klienber, University of Kansas
Michael Morris, Stanford University
Michael P. Ryan, Georgetown University

1.3.2 - Symposium

Internationalization and Competitive Space: Implications for Public and Private Strategies

Room: Salon J **Time:** 1:30 p.m. – 3:00 p.m.

Chair: Rob van Tulder, Erasmus University

Internationalization of Corporate Management

Winfried Ruigrok, University of St. Gallen

Internationalization of Corporate Responsibility

Ans Kolk, University of Amsterdam

Internationalization of Competitive Space

Rob van Tulder, Erasmus University

Commentators:

John Dunning, Rutgers University
Alan Rugman, Templeton College
Louis Wells, Harvard University

1.3.3 - Panel

Restructuring of Korean Chaebols: Transformation or Disintegration?

Room: Salon M **Time:** 1:30 p.m. – 3:00 p.m.

Chair: Dong Sung Cho, Seoul National University

Panelists:

In-Chul Chung, The Monitor Company
Chong-Suk Lee, LG Executive Office
Sang-Hoon Nam, University of Victoria
Rosalie Tung, Simon Fraser University

1.3.4 - Competitive

Intellectual Property/Country Image

Room: Courtroom N **Time:** 1:30 p.m. – 3:00 p.m.

Chair: Vern Terpstra, University of Michigan

Discussant: Aysegul Ozsomer, Koc University

The Reality Check that Bounced: Corporate Governance and Privatization in France

Michel Goyer, Massachusetts Institute of Technology
Ruth V. Aguilera, University of Illinois at Urbana-Champaign

Managing Intellectual Property Protection Across Borders: Challenging the Assumptions

Sara L. McGaughey, The University of New South Wales

Multifaceted Country-Image Impact on Purchase Intentions for Goods: A Study in the Asia-Pacific Economic Cooperation Region

Gillian Maree Sullivan Mort, University of Queensland
C. Min Han, Hanyang University

1.3.5 - Competitive

Market Integration and Trade Issues

Room: Courtroom K-L **Time:** 1:30 p.m.–3:00 p.m.

Chair: Hans B. Thorelli, Indiana University

Discussant: Animesh Ghoshal, DePaul University

Determinants of Service Trade Liberalization: A Study of the GATS Negotiation

Frances L. Edwards, Clemson University
Christopher F. Thornberg, Clemson University

Multinational Enterprises, Market Integration and Trade Structure

Koen De Backer, Katholieke Universiteit Leuven
Leo Sleuwaegen, Katholieke Universiteit Leuven

The EU Public Procurement Regime – Does it work?

Jorgen Ulf-Moller Nielsen, The Aarhus School of Business

Lars Gottlieb Hansen, The Aarhus School of Business

The Secondary Market for Latin American Debt

Robert Grosse, Thunderbird

1.3.6 - Workshop

Emerging Markets

Room: Courtroom O **Time:** 1:30 p.m. – 3:00 p.m.

Chair: Stanley D. Nollen, Georgetown University

Discussant: Amal Karnaratna, University of Adelaide

Institutions and Perceptions: MNEs and the Transitional Economies of India, Indonesia and Vietnam

Elizabeth Maitland, University of Melbourne

Stephen Nicholas, University of Melbourne

Multinational and Local Enterprises in the Indian Telecommunications Industry: An Analysis of State Intervention and Comparative Behavior

Pradeep Kanta Ray, University of New South Wales

Lucent in Brazil: An International Technology Transfer Case

William A. Stoeber, Seton Hall University

Jon Olson, Lucent Technologies

Home-Market International Diversification vs. Foreign-Market International Diversification: The Case of Latin American ADR and Non-ADR Firms

Roberto Curci, Butler University

Africa's Emerging and Frontier Markets

Robert A. Clark, Butler University

1.3.7 - Workshop

International Buyer Behavior Studies

Room: Courtroom Q **Time:** 1:30 p.m. – 3:00 p.m.

Chair: Attila Yaprak, Wayne State University

Discussant: Jan H. Katz, Cornell University

A Cross-Cultural Assessment of the Desires – Expectations Model of Satisfaction

Richard A. Spreng, Michigan State University

Geon-Cheol Shin, Kyung Hee University

The Effects of National Cultural Characteristics on the Consumers' Propensity to Engage in Complaint Behavior

Piotr Chelminski, University of Connecticut

Children's Influence on Parental Purchase Decision: An Empirical Study in the Fiji Islands

Jayantha Wimalasiri, The University of the South Pacific

Will the Real World Citizen Please Stand Up! The Many Faces of Cosmopolitan Consumer Behavior

Hugh M. Cannon, Wayne State University

Attila Yaprak, Wayne State University

The Effect of Firm and Network Capabilities on Innovation Strategy and Performance: The Case of Japanese and U.S. Users of Flat Panel Displays

Glenn Hoetker, University of Michigan

Coffee Break

Room: West Courtyard **Time:** 3:00 p.m. – 3:30 p.m.

Saturday – 3:30 p.m. – 5:00 p.m.

1.4.1 - Panel

International Strategic Alliance Research: Relevance and Knowledge Management

Room: Salon I **Time:** 3:30 p.m. – 5:30 p.m.

Chair: Arvind Parkhe, Indiana University

Panelists:

Paul W. Beamish, The University of Western Ontario
Farok Contractor, Rutgers University
John Hagedoorn, Universiteit Maastricht
Michael A. Hitt, Texas A&M University
Andrew Inkpen, Thunderbird
Marjorie Lyles, Indiana University

1.4.2 - Symposium

States and Firms in a Globalizing World

Room: Salon J **Time:** 3:30 p.m. – 5:00 p.m.

Chair: Pervez Ghauri, University of Groningen

Panelists:

Peter Buckley, Leeds University
John Dunning, Reading University
Lars Oxelheim, Lund University
Benjamin Prasad, Central Michigan University
John Stopford, London Business School

1.4.3 - Panel

Transfer Pricing

Room: Courtroom M **Time:** 3:30 p.m. – 5:00 p.m.

Chair: Lorraine Eden, Texas A&M University

Panelists:

Bill Dodge, Deloitte & Touche
Roger Tang, Western Michigan University
Francois Vincent, Stikeman Elliott
Gary Zed, Canadian Customs & Revenue Agency

1.4.4 - Panel

The Emerging Market Contradictions: MNC Performance in an Unstable FDI Environment

Room: Courtroom N **Time:** 3:30 p.m. – 5:00 p.m.

Chair: Deniz Erden, Bogazici University

Panelists:

Muzaffer Bodur, Bogazici University
Deniz Erden, Bogazici University
Esra Gencturk, Koc University
Aysegul Ozsomer, Koc University

1.4.5 - Competitive

International Marketing Strategy

Room: Courtroom K-L **Time:** 3:30 p.m. – 5:00 p.m.

Chair: Susan Douglas, New York University

Discussant: Lloyd C. Russow, Philadelphia University

Archetypes of E-Commerce Users in International Business: A Taxonomy of Organizational Characteristics

Gary A. Knight, Florida State University

S. Tamer Cavusgil, Michigan State University

Public Policy, Supply Chain Capabilities, and Performance in the Global Arena

Edward A. Morash, Michigan State University

An Empirical Examination of the Value of Pricing Integration in Overseas Markets

Matthew B. Myers, University of Oklahoma

Michael Harvey, University of Oklahoma

1.4.6 - Competitive

Innovation and R&D in the Multinational Firm

Room: Courtroom O **Time:** 3:30 p.m. – 5:00 p.m.

Chair: Tomas Hult, Florida State University

Discussant: Paul Almeida, Georgetown University

Internationalization of R&D as Differentiated Process of Social Capital Formation: Some Evidence from the Japanese Firms

Kazuhiro Asakawa, Keio University

Radical Innovation and Management of Technology in the Multinational Firm

Lois S. Peters, Rensselaer Polytechnic Institute

The Impact of R&D and Marketing Activities on Multinational Expansion: A Time Series Cross-Sectional Analysis

Masaaki Kotabe, Temple University

Srini S. Srinivasan, Drexel University

Preet S. Aulakh, Temple University

1.4.7 - Workshop

Evolutionary Developments in International Business

Room: Courtroom Q **Time:** 3:30 p.m. – 5:00 p.m.

Chair: Stefan Robock, Columbia University

Discussant: Glenn Omura, Michigan State University

Firm Internationalization as a Process of Framing in International Markets: An Extension of the Uppsala Model

John T. Steen, The University of Tasmania

Peter W. Liesch, The University of Queensland

Peter J. Dowling, The University of Tasmania

Internationalization Process: Theory and Evidence from Bank Histories

Benjamin Prasad, Central Michigan University

Pervez N. Ghauri, University of Groningen

R.M. Prasad, Central Michigan University

Modern Russian Corporate Governance: Americanization or Product of History?

Trevor Buck, De Montfort University

Konstantin Saakov, De Montfort University

Context Sensitivity of Post-Acquisition Restructuring: An Evolutionary Perspective

Enese E. Lieb-Doczy, N.E.R.A.

Klaus E. Meyer, Copenhagen Business School

The Evolution of Family Conglomerates in Emerging Markets

Destan Kandemir, Michigan State University

Daekwan Kim, Michigan State University

SUNDAY, 19 NOVEMBER

Sunday – 8:30 a.m. – 10:00 a.m.

2.1.1 - Symposium

Exploring Internal Dynamics in Cross-National Alliances

Room: Salon I **Time:** 8:30 a.m. – 10:00 a.m.

Chair: Jane E. Salk, Groupe Essec, France

Internal Development in the Multinational Peacekeeping Forces: Faultlines Turning into Seamlines?

Efrat Elron, The Hebrew University
Boas Shamir, The Hebrew University
Eyal Ben-Ari, The Hebrew University

The Development of Organizational Identification at the Center of a Binational Joint Venture

Anne Capron, Groupe Essec, France
Jane Salk, Groupe Essec, France

R&D Strategy, Nationality, and Collaboration in Technology International Joint Ventures: Cross-Border vs. Cross-Lab Bench Differences

Peter J. Lane, Arizona State University

Alliances as Social Artifacts

Mark De Rond, Oxford University

2.1.2 - Panel

Scholarly Research in International Business: Striving for Relevance and Rigor

Room: Salon J **Time:** 8:30 a.m. – 10:00 a.m.

Chair: P. Rajan Varadarajan, Texas A&M University

Panelists:

Masaaki Kotabe, Temple University
David Montgomery, Stanford University
Bodo Schlegelmilch, Wirtschaftsuniversitat Wien

2.1.3 - Competitive

Integration, Responsiveness, Diversification

Room: Courtroom M **Time:** 8:30 a.m. – 10:00 a.m.

Chair: Srilata Zaheer, University of Minnesota

Discussant: Elizabeth Rose, Auckland University

Specialization and Diversification: The Diffusion of International Investments in the Power Generation Industry

Guy Holburn, University of California

The Impact of Global Integration on MNE Performance: Evidence from Global Industries

Alfredo J. Mauri, Baruch College
Rakesh B. Sambharya, Rutgers University

An Empirical Examination of the Dimensionality of the Integration-Responsiveness Framework

Sunil Venaik, University of New South Wales

David F. Midgley, INSEAD

Timothy M. Devinney, University of New South Wales

2.1.4 - Competitive

Subsidiary Performance

Room: Courtroom N **Time:** 8:30 a.m. – 10:00 a.m.

Chair: Brian Toyne, St. Mary's University

Discussant: Klaus Meyer, Copenhagen Business School

Types of Market Learning at the Subsidiary Level: The Antecedents and Consequences of Exploration and Exploitation

Aysegul Ozsomer, Koc University

Esra Gencturk, Koc University

Competence Development and Subsidiary Performance in the Multinational Corporation: The Impact of External Network Embeddedness

Ulf Andersson, Uppsala University

Mats Forsgren, Uppsala University

Ulf Holm, Stockholm School of Economics

Control and Performance of IJVs in Developing Countries: A Contingency Approach

Louis Hebert, The University of Western Ontario

Jane Lu, The University of Western Ontario

2.1.5 - Workshop

International Diversification

Room: Courtroom O **Time:** 8:30 a.m. – 10:00 a.m.

Chair: J. Michael Geringer, California Polytechnic State University

Discussant: Tulin Sener, State University of New York at New Paltz

International Management and Value Creation

Reid W. Click, The George Washington University

Domestic Airline Mergers and the Neglected International Business Perspective

Joseph A. Clougherty, Tilburg University

Comparing the Resource-Based and Market-Based Views of the Firm: Empirical Evidence from Czech Privatization

Mona Makhija, The Ohio State University

Fungibility of Firm Capabilities and the Build-or-Buy Decision

Jaideep Anand, University of Michigan

Unilever's Latin American Strategy in Yellow Fats, Ice Cream and Teas

Fernando Robles, George Washington University

Renatto Cotta de Mello, Universidad Federal de Rio de Janeiro

2.1.6 - Workshop

National Competitiveness Development

Room: Courtroom Q **Time:** 8:30 a.m. – 10:00 a.m.

Chair: Bernie Wolf, York University

Discussant: Michael A. Witt, Harvard University

National Competitiveness Reports: Critical Comparison of Their Theoretical and Methodological Soundness

Hwy-Chang Moon, Seoul National University

Dong-Sung Cho, Seoul National University

Supranationalism and Strategic Direction: How the WTO Affects Firms

Thomas C. Lawton, Royal Holloway University of London

Steven M. McGuire, University of Bath

Entrepreneurship Development in Hungary and Ukraine:

Comparing the Influence of Historical and Contextual Factors

Wade Danis, Marquette University

Andrew V. Shipilov, IMC Graduate School of Business

Knowledge Transfer versus Knowledge "Incubation": Heterogeneous Knowledge Management Challenges of American and Japanese MNCs in Europe

Mark Lehrer, University of Rhode Island

Kazuhiro Asakawa, Keio University

2.1.7 - Richard N. Farmer Dissertation Award Finalists

Room: Courtroom K-L **Time:** 8:30 a.m.–10:00 a.m.

Chair: Jean-Francois Hennart, Tilburg University

Selection Committee:

Raj Aggarwal, Kent State University

Nakiye Boyacigiller, San Jose State University

Bernard Simonin, Tufts University

Kiyohiko Ito, University of Wisconsin-Madison

Finalists:

Donald L. Ferrin, State U of NY at Buffalo

Do as the Romans? Intercultural Influence Processes in Intercultural Work Relationships (University of Minnesota)

Paula D. Harveston, Berry College

Synoptic versus incremental internationalization: an examination of "born global" and "gradual globalizing" firms. (University of Memphis)

Joan P. Mileski, Houston Baptist University

Strategic Group of Countries: An Empirical Study of Government Policies Toward Foreign Direct Investment and their convergence over time (University of Texas at Dallas)

Rachelle Sampson, New York University

International R&D alliances: the role of governance in realizing innovative potential (University of Michigan)

Coffee Break

Room: West Courtyard **Time:** 10:00 a.m.–10:30 a.m.

2.1

Sunday – 10:30 a.m. – 12:00 p.m.

2.2.1 - Panel

The Future Research Agenda for E-Commerce in International Business

Room: Salon I **Time:** 10:30 a.m. – 12:00 p.m.

Chair: Jean Boddewyn, City University of New York

Panelists:

Jean Boddewyn, City University of New York
Cliff Wymbs, City University of New York
Allen Morrison, The University of Western Ontario

2.2.2 - Panel

Organizational Learning and Challenges in Global Enterprises

Room: Salon J **Time:** 10:30 a.m. – 12:00 p.m.

Chair: Marjorie A. Lyles, Indiana University

Panelists:

Nancy Snyder, Whirlpool Corporation
Mark Easterby-Smith, Lancaster University
Alex Bennet, Enterprise Integration

2.2.3 - Panel

Transformation of Japanese Companies in the Current Economic Environment in Japan

Room: Courtroom M **Time:** 10:30 a.m. – 12:00 p.m.

Chair: Masaaki Kotabe, Temple University

Panelists:

John Bermingham, Smith Corona
Hiroshi Hirai, Kao Corporation and Toyo Gakuen University
Emily Thornton, Business Week
Eleanor Westney, Massachusetts Institute of Technology

2.2.4 - Competitive

Entry Modes

Room: Salon N **Time:** 10:30 a.m. – 12:00 p.m.

Chair: Carl Arthur Solberg, Norwegian School of Management

Discussant: Tunga Kiyak, Michigan State University

Entrainment: Cycles and Rhythms in International Entry Modes and Strategies

Liliana M. Perez, The University of Memphis
Ben L. Kedia, The University of Memphis
Richard Nordtvedt, The University of Memphis

Firm and Exchange Rate Determinants of Domestic and Export Sales

Robert Salomon, New York University
J. Myles Shaver, New York University

Internationalization of Services: Order of Entry Advantages in Perspective

Tinne Lommelen, Limburgs Universitair Centrum
Paul Matthyssens, Limburgs Universitair Centrum

2.2.5 - Competitive

International Capital Structure and Diversification

Room: Courtroom O **Time:** 10:30 a.m. – 12:00 p.m.

Chair: J. Jay Choi, Temple University

Discussant: James W. Dean, Simon Fraser University

The Determination of Capital Structure: Is National Culture a Missing Piece to the Puzzle?

Alison E. Lloyd, Hong Kong Polytechnic University
Andy Chui, Hong Kong Polytechnic University
Chuck C.Y. Kwok, University of South Carolina

Comparison of Cross-Border Acquisitions and Joint Ventures by U.S. Banks

Kimberly C. Gleason, Bentley College
Ike Mathur, Southern Illinois University
Roy A. Wiggins, III, Southern Illinois University

International Diversification and Earnings Forecast Characteristics

Augustine Duru, American University
David M. Reeb, American University

2.2.6 - Workshop

International Alliances and Alliance Dynamics

Room: Courtroom K-L **Time:** 10:30 a.m.–12:00 p.m.

Chair: Carlos Garcia-Pont, IESE

Discussant: Ananda Mukherji, Texas A&M International University

Transactional Characteristics, Institutional Environment, and Contractual Attributes in International Joint Ventures

Yadong Luo, University of Hawaii

Ownership Structure and Organizational Learning in Domestic and International Joint Ventures

Sangphet Hanvanich, Michigan State University

Stewart R. Miller, Michigan State University

S. Tamer Cavusgil, Michigan State University

Choosing Between Alliance Modes: The Link Between Compensation Structure, Knowledge Flows and the Character of the Interorganizational Relationship

Farok J. Contractor, Rutgers University

An Examination of the Antecedents of Equity and Non-Equity Investments in U.S. Biotechnology Firms by Foreign and Domestic Corporate Partners

Joseph E. Coombs, James Madison University

David L. Deeds, Case Western Reserve University

Ram Mudambi, Temple University and University of Reading

From Learning Race to Cooperative Specialization: Toward a New Framework for Alliance Management

Ming Zeng, INSEAD

Jean-Francois Hennart, Tilburg University

2.2.7 - Workshop

Strategic International Human Resource Management

Room: Courtroom Q **Time:** 10:30 a.m. – 12:00 p.m.

Chair: John M. Mezias, University of Miami

Discussant: Schon Beechler, Columbia University

Convergence and Divergence: Central Concepts in Strategic Human Resource Management and Marketing in an International Context

Helen De Cieri, Monash University

Peter J. Dowling, University of Tasmania

Pluralistic Orientation in Strategic International Human Resource Management

Milorad M. Novicevic, University of Wisconsin at La Crosse

Crosse

Michael Harvey, University of Oklahoma

Mediation in the Cross-Cultural Context: An Extension of the Conflict Resolution Framework

Sigrid Westphal Khorram, University of South Carolina

Strategy Making by Multicultural Groups

Christine Vallaster, University of Innsbruck

Dimensionality of Expatriate Adjustment: Psychometric Considerations

Ugur Yavas, East Tennessee State University

Towards a Better "Value-Added" Research Approach in the New Century

Richard B. Peterson, University of Washington

Sunday – 12:00 p.m. – 1:30 p.m.

Poster Sessions with Light Lunch

Room: Salon G **Time:** 12:00 p.m. – 1:30 p.m.

Included are sessions with select members of the AIB Fellows.

Business Networks

Symbiotic International Business Networks: Collaboration Between Small and Large Firms

Hamid Etemad, McGill University

Richard Wright, McGill University

Leo-Paul Dana, Nanyang Business School

To Thrive or to Survive: Rent Appropriation, Firm Performance and Survival in Keiretsu Networks

William P. Wan, Thunderbird

Daphne Yiu, University of Oklahoma

Robert E. Hoskisson, University of Oklahoma

The Evolving Influences on Multinational Subsidiary Innovation: A Network Approach

Anupama Phene, University of Utah

Paul Almeida, Georgetown University

The Relationship Between Network Characteristics and Firm Performance of Multinational Enterprises

Anthony Goerzen, The University of Western Ontario

Country Perspectives

Restoring Order - From Overmanning to Rational Employment in Polish Companies

Tomasz Mroczkowski, American University

Mark Wermus, Old Dominion University

The Impact of the East Asian Crisis on Asia's General and Specialized Trading Companies: An Exploratory Study

Syed Tariq Anwar, West Texas A&M University

Rajan Alex, West Texas A&M University

Frank Landram, West Texas A&M University

Topics in Negotiation

Trust Levels and Conflict Resolution: Searching for an Optimal Outcome in Cross-Cultural Negotiation

Yongsun Paik, Loyola Marymount University

Steven C. Combs, Loyola Marymount University

Pre-Contractual Negotiation in a Cross-Cultural Marketing Channel

Amal Karunaratna, University of Adelaide

Catherine Jones, Department of Foreign Affairs and Trade, Canberra, Australia

Pascale G. Quester, University of Adelaide

HRM Practices in Asia

Implications of Workforce Diversity for Human Resource Management in Japan

Tomasz Mroczkowski, American University

Mark Wermus, Old Dominion University

Impact of Asian Economic Crisis on Selected Human Resource Management Strategies: A Study of Singapore-Based Companies

Aahad M. Osman-Gani, Nanyang Technological University

Creating a Modern Human Resource Development Paradigm with Chinese Characteristics

Bruce W. Stening, Australian National University

Ma Chunguang, University of International Business and Economics, Beijing

Melinda Muir, Australian National University, Canberra

Regionalism and Trading Blocs

The Re-Emergence of Lebanon as a Regional Trading Center: Fact or Fiction?

Edward Vitale, University of Wisconsin-Whitewater

Abdallah Dah, Lebanese American University

A Comparison of the Developing Eight Economic Cooperation Group (D-8) with the Different Regions of the World and its Future Prospects

Massoud Farahbakhsh, Salem State College

Joseph Aiyeku, Salem State College

Syrous Kooros, Nicholas State University

Trading Blocs and Multinational Enterprises: A Model of Strategic Decision-Making

Ana Teresa Tavares, University of Reading

Reflections on the Discipline

The Complex Evolution of International Business Research
Harvey Arbelaez, Monterey Institute of International Studies

Teaching International Business Negotiation via Simulation: Reflections on Two Decades of Experience

Stephen E. Weiss, York University

Forming and Managing Effective Collaborative Teams for International Business Research

J. Michael Geringer, California Polytechnic University

Colette A. Frayne, California Polytechnic University

Guidelines for Cross-National Research in Finance: Drawing from Cross-Cultural Methodology

Suad Ghaddar, The University of Texas-Pan American

Social and Legal Perspectives

How to Evaluate the International Businesses' Social Response

Maria de la Cruz Deniz-Deniz, University of Las Palmas

Juan Manuel Garcia Falcon, University of Las Palmas

Perspectives in Internationalization

Internationalization of German Medium-sized enterprises: Results of an empirical study

Michael Behnam, European Business School

Dirk Ulrich Gilbert, European Business School

Internationalization of R&D and Research Output

Tony Frost, The University of Western Ontario

Jane W. Lu, The University of Western Ontario

Explaining the International Venture Selection Process via a Portfolio Theory Approach

Peter W. Liesch, The University of Queensland

Gary A. Knight, The University of Florida

Internationalization Reconsidered: New Imperatives for Successful Growth

Philip Rosenzweig, International Institute for Management Development

Janet L. Shaner, International Institute for Management Development

Entering the Last Frontier: Expansion by U.S. Multinationals to Africa

Ike Mathur, Southern Illinois University

Vincent Owoso, Bentley College

Kimberly C. Gleason, Bentley College

Internet and International Business

E-Commerce and Country-of-Origin Effects

Francis M. Ulgado, Georgia Institute of Technology

John R. McIntyre, Georgia Institute of Technology

Developing International Customer Loyalty to an Internet Shopping Mall

Moonkyu Lee, Yonsei University

Francis M. Ulgado, Georgia Institute of Technology

Latin America. Com

Raul Gouvea, University of New Mexico

Corporate and Competitive Strategies

Balancing Autonomy and Integration in Diversified Firms: Do Academic Suggestions Work in Different Contexts?

Jin-Young Sirh, Centerworld Corporation

Ji-Hwan Lee, London Business School

Global Strategy, Attention Management, and Company Performance

Cyril Bouquet, The University of Western Ontario

Allen Morrison, The University of Western Ontario

John Beck, University of California-Los Angeles

Principles of Global Niche Marketing Strategies: An Early Conceptual Framework

Tevfik Dalgic, University of Texas-Dallas

Gary Knight, University of Florida

Foreign Direct Investment

Determinants of Service versus Manufacturing Investments in Host Countries

B. Elango, Illinois State University

Ivan Abel, St. John's University

Culture and the Timing of FDI: The Case of Poland, the Czech Republic and Hungary

Susan D. Peters, University of Maryland University

Sequence of Foreign Direct Investment: Is It a Matter of Contingencies?

Sung-Jin Hong, Korea University

International Business in a World of Increasing Returns

Lilach Nachum, Cambridge University

Corporate Governance

Effectiveness of Outside Directors in Korean Companies: Institution Theory Perspective

Jootae Kim, Seoul National University

Dong Sung Cho, Seoul National University

Development of Governance Practices Worldwide

Alvaro Cuervo-Cazurra, University of Minnesota

Ruth V. Aguilera, University of Illinois-Urbana-Champaign

Sun. Poster

Sunday – 1:30 p.m. – 3:00 p.m.

2.3.1 - Symposium

Reconstituting and Redirecting Theories of International Interfirm Cooperation for Enhanced Practice

Room: Courtroom M **Time:** 1:30 p.m. – 3:00 p.m.

Chair: Sabine Reddy, Wayne State University

Learning Races, Cooperative Specialization, and Structural Conditions: A Reconceptualization of Alliances and Joint Ventures

Ming Zeng, INSEAD

Jean-Francois Hennart, Tilburg University

Inter-Firm R&D Collaboration and Shared Property Rights

John Hagedoorn, Universiteit Maastricht

Emergent Leadership and Performance in Different Types of International Cooperations

Richard Osborn, Wayne State University

Information Technology and Coordination in International Alliances

Sabine Reddy, Wayne State University

2.3.2 - Symposium

Researching Export Strategy-Performance Relationships: Theoretical Foundations and Methodological Issues

Room: Courtroom N **Time:** 1:30 p.m. – 3:00 p.m.

Chair: Bodo Schlegelmilch, Wirtschaftsuniversitat Wien

Sources of Competitive Advantage in Exporting

Neil A. Morgan, University of North Carolina-Chapel Hill

Costas Katsikeas, Cardiff University

Anna Kaleka, University of Wales

An Examination of Chinese Firms' Export Behaviors

Shaoming Zou, University of Missouri

John Zhao, St. Louis University

Shuming Zhao, Nanjing University

Intended and Realized Competitive Export Strategies – Empirical Evidence

Bodo Schlegelmilch, Wirtschaftsuniversitat Wien

Barbara Stottinger, Wirtschaftsuniversitat Wien

Export Performance Measurement – Where we Are and Where We are Going

Adamantios Diamantopoulos, Loughborough University

2.3.3 - Panel

National versus Regional versus Global Approaches to Multinational Strategy

Room: Courtroom K-L **Time:** 1:30 p.m. – 3:00 p.m.

Chair: George S. Yip, Cambridge University

Panelists:

Tony Frost, The University of Western Ontario

Alan Rugman, Oxford University

Alain Verbeke, University of Brussels

Commentator:

Tony Hain, Kettering University

2.3.4 - Competitive

National Competitiveness

Room: Courtroom O **Time:** 1:30 p.m. – 3:00 p.m.

Chair: S. Prakash Sethi, Baruch College

Discussant: Lilach Nachum, Cambridge University

Performance of Host-Country and Foreign-Owned Firms: A Liability of Foreignness and National Competitive Advantage Perspective

Stewart R. Miller, Michigan State University

The Determinants of National Innovative Capacity

Scott Stern, MIT Sloan School

Michael E. Porter, Harvard Business School

Jeffery L. Furman, MIT Sloan School

The Formation of International Innovation Networks in the Multinational Corporation – An Evolutionary Perspective

Ivo Zander, Stockholm School of Economics

Cooperative R&D and Strategic Trade Policy

Julie DeCourcy, Michigan State University

2.3.5 - Competitive

International Production and Supply Chain Management

Room: Courtroom Q **Time:** 1:30 p.m. – 3:00 p.m.

Chair: David Closs, Michigan State University

Discussant: Jim Hagen, Cornell University

Global Supply Chain Management

David Closs, Michigan State University

Explaining the Geography and Depth of International Production: The Case of U.S. and Japanese Multinational Enterprises

Nagesh Kumar, International Centre for Development Research and Cooperation

The Influence of Organizational Variables on the Transferability of Management Practices: An Examination of Traditional and Learning Manufacturing Environments in Mexico

Carolina Gomez, Towson University
Annette L. Ranft, Wake Forest University

2.3.6 - Workshop

Theory Development in International Business

Room: Salon I **Time:** 1:30 p.m. – 3:00 p.m.

Chair: Ugur Yavas, East Tennessee State University

Discussant: Tailan Chi, University of Illinois

An Integrative Framework for Multinational Enterprise Scanning of the International Business Environment

Deepak Sethi, University of Texas at Dallas
Stephen Guisinger, University of Texas at Dallas

Environmental and Organizational Complexity in International Business Theory

Stephen Guisinger, University of Texas at Dallas

“Refactory” Korean-Style Technique in Management Innovation: Model Building and a Case Study

Dong Sung Cho, Seoul National University
Cheol-Ho Shin, Sungshin Women’s University
Jae-Young Kang, The Institute for Industrial Policy Studies
Park No-Ryon, Small and Medium Industry Promotion Corporation

Understanding and Measuring Export Performance: An Operational Framework

Nikolaos Kakkos, Loughborough University Business School
Adamantios Diamantopoulos, Loughborough University

2.3.7 - Workshop

Nationality, Culture, and Organizational Behavior

Room: Salon J **Time:** 1:30 p.m. – 3:00 p.m.

Chair: Atilla Dicle, Yeditepe University

Discussant: Carolyn B. Mueller, Stetson University

*“Your Forward is our Reverse, Your Right, our Wrong”:
Rethinking Multinational Planning Processes in Light of National Culture*

David M. Brock, University of Auckland
David Barry, University of Auckland
David C. Thomas, Simon Fraser University

The Effect of Nationality, Cultural Distance, and Status on the Managerial Network in a Multinational Enterprise

Ivan M. Manev, University of Maine
William B. Stevenson, Boston College

Islamic Identity and Work in Malaysia: Islamic Work Ethics in a Japanese Venture in Malaysia

Wendy A. Smith, Monash University
Chris Nyland, Monash University

The Effects of Propensity Toward Risks and Propensity Toward Trust on the Negotiation Strategy

Rosanna Garcia, Michigan State University
Alma Mintu-Wimsatt, Texas A&M University
Roger Calantone, Michigan State University

Corruption, Transparency and FDI: Empirical Tests of Corruption Neutral and Transparency Negative Hypotheses

John Hongxin Zhao, Saint Louis University
Seung H. Kim, Saint Louis University
Jianjun Du, Saint Louis University

Coffee Break

Room: West Courtyard **Time:** 3:00 p.m.–3:30 p.m.

Sunday – 3:30 p.m. – 5:00 p.m.

2.4.1 - Symposium

China in the Year of the Dragon – Opportunities and Challenges at the Dawn of the New Millennium

Room: Salon I **Time:** 3:30 p.m. – 5:00 p.m.

Chair: Peter Walters, The Hong Kong Polytechnic University

The Global Strategy of Chinese MNEs

Oded Shenkar, The Ohio State University

The Emergence of Chinese Multinationals: Implications for Business Leaders

C.S. Tseng, City University of Hong Kong

Meeting the Challenges in the China Market: An Integrated Approach

T.S. Chan, Lingnan University

Managing Business in Mainland China: Lessons from Hong Kong Firms

John Child, University of Cambridge

H.A. Davies, The Hong Kong Polytechnic University

2.4.2 - Panel

Global Integration of Financial Markets

Room: Courtroom M **Time:** 3:30 p.m. – 5:00 p.m.

Chair: Raj Aggarwal, Kent State University

Panelists:

W. Carl Kester, Harvard Business School

W. Curt Hunter, Federal Reserve Bank of Chicago

Ingo Walter, New York University

Victor Menezes, Citigroup

2.4.3 - Panel

Building Competitive Business Enterprises and Financial Environment: Practitioner Insights from Hungary

Room: Courtroom N **Time:** 3:30 p.m. – 5:00 p.m.

Chair: Gyula Vastag, Stuttgart Institute of Management and Technology

Panelists:

Bela Forgo, Alcoa-Kofem

Werner Riecke, National Bank of Hungary

Andras Sugar, Westel 900 GSM

2.4.4 - Panel

What is Global Business Strategy? Winners and Losers in Global Competition

Room: Courtroom K-L **Time:** 3:30 p.m. – 5:00 p.m.

Chair: Warren J. Keegan, Pace University

Panelists:

Michael Friedman, Purdue Pharma

Stephen Kobrin, University of Pennsylvania

John Stopford, London Business School

2.4.5 - Competitive

Conceptual Frameworks in International Business

Room: Courtroom O **Time:** 3:30 p.m. – 5:00 p.m.

Chair: Jean Boddewyn, Baruch College, CUNY

Discussant: Louis T. Wells, Harvard University

A Conceptual Model of Export Performance: Importance of Strategy Process

Valerie J. Lindsay, The University of Auckland

Structuring Vendor-Customer Relationships: Towards a Model of Inter-Organizational Fit

Omar Toulan, McGill University

Julian Birkinshaw, London Business School

David Arnold, Harvard Business School

A Nationally-Bounded Theory of Corporate Governance

Michael Lubatkin, University of Connecticut

Peter J. Lane, Arizona State University

Sven Collin, Lund University

Philippe Very, EDHEC

2.4.6 - Competitive

Human Resource Management Issues in China

Room: Salon J **Time:** 3:30 p.m. – 5:00 p.m.

Chair: Mahmood A. Zaidi, University of Minnesota

Discussant: Malika Richards, Drexel University

Reforms in Ownership Structure and Their Impact on Human Resource Practices in China: Implications for International Business

Cherrie J. Zhu, Monash University

Peter J. Dowling, University of Tasmania

Human Resource Management and the Performance of Western Firms in China

Ingmar Bjorkman, Swedish School of Economics

Fan Xiucheng, Nankai University

The Impact of Company Policies, Peer Consensus and Independent Assessment on Reactions to Authority: A Comparison of Japanese, Taiwanese and PRC Employees

Nailin Bu, Queen's University

Timothy J. Craig, University of Victoria

T.K. Peng, I-Shou University

Does Previous International Experience Matter for Expatriate Adjustment? Moderating Effects of Current Work Experiences

Riki Takeuchi, University of Maryland

Seokhwa Yun, University of Maryland

2.4.7 - Workshop

R&D and Other MNC Strategies

Room: Courtroom Q **Time:** 3:30 p.m. – 5:00 p.m.

Chair: Stefanie Lenway, University of Minnesota

Discussant: Ram Mudambi, Temple University and University of Reading

Factors Affecting Foreign R&D Location Decisions: Management and Host Government Policy Implications

Gary K. Jones, George Washington University

Hildy J. Teegen, George Washington University

Linking Local Knowledge to Global Operations: The Role of Regional Offices of MNCs

Kazuhiro Asakawa, Keio University

Mark Lehrer, University of Rhode Island

Entry Mode, Organizational Learning, and R&D in Foreign Affiliates: Evidence from Japanese Firms

Rene Belderbos, Maastricht University

Tomoko Iwasa, Hitotsubashi University

Effects of Leadership Behaviors and Social Culture on Top Management Influence on Innovations: An International Comparative Study

Detelin S. Elenkov, The University of Memphis

The Phantom Multinational – Reflections on Exploitation and Exploration in the Internationalization Process

Ivo Zander, Stockholm School of Economics

Orjan Solvell, Stockholm School of Economics

Sunday – 5:15 p.m. – 6:00 p.m.

Members' Meeting with the AIB Executive Board

Current status of the AIB, its future directions, and future meeting sites presented and discussed

Room: Salon J **Time:** 5:15 p.m. – 6:00 p.m.

Sunday – 6:30 p.m. – 9:30 p.m.

The Heard Museum Gala Event

Registrants will be treated to a gala evening hosted by Thunderbird, The American Graduate School of International Management. Native American art, hoop dancing, and music will accompany a splendid selection of Southwest cuisine in the beautiful Heard Museum setting.

Venue: Heard Museum **Time:** 6:30 p.m. – 9:30 p.m.

Buses leave from hotels at 6:00 p.m. (Since many participants will drive themselves, please preregister at the AIB desk if you need bus service.)

Directions to the Heard Museum:

Go South on 7th Street to McDowell St., turn right and continue on to Central Avenue. Turn right, go four blocks and the Heard Museum is on the right. There is ample free parking. (See map on page 12.)

2.4

MONDAY, 20 NOVEMBER

Monday – 8:30 a.m. – 10:00 a.m.

3.1.1 - Symposium

Technology Diffusion and the Globalization of Knowledge

Room: Salon I **Time:** 8:30 a.m. – 10:00 a.m.

Chair: Stephen Kobrin, University of Pennsylvania

Technologists Cross Borders: HRM and Organizational Capability Development in MNC R&D Networks

Eleanor Westney, Massachusetts Institute of Technology

National Innovation Systems in Globally Integrated Industries

Jennifer Spencer, George Washington University

Technology Diffusion Management: Lessons from East Asia

John Mathews, Macquarie University

Knowledge Driven Companies: The New Face of Global Competition

Tom Murtha, University of Minnesota

Stefanie Lenway, University of Minnesota

3.1.2 - Symposium

Current International Business Research in Europe

Room: Salon J **Time:** 8:30 a.m. – 10:00 a.m.

Chair: Peter J. Dowling, University of Tasmania

Managing Privately-Owned Enterprises in the People's Republic of China

Torsten M. Kuehlmann, University of Bayreuth

Strategic Orientation in HRM – A European Perspective

Wolfgang Mayrhofer, Wirtschaftsuniversitat Wien

Firm Internationalization and Performance: A Six Country Study

Winfried Ruigrok, University of St. Gallen

Simon Peck, City University Business School

3.1.3 - Panel

Intercultural Competency in International Marketing

Room: Courtroom M **Time:** 8:30 a.m. – 10:00 a.m.

Chair: Saeed Samiee, The University of Tulsa

Panelists:

Hartmut H. Holzmuller, Universitat Dortmund

Tomasz Lenartowicz, University of Texas-Austin

Bruce Money, University of South Carolina

Saeed Samiee, University of Tulsa

Peter Walters, Hong Kong Polytechnic University

Commentator:

Rosalie Tung, Simon Fraser University

3.1.4 - Competitive

FDI and Divestment

Room: Courtroom N **Time:** 8:30 a.m. – 10:00 a.m.

Chair: Timothy Devinney, University of New South Wales

Discussant: Robert Grosse, Thunderbird

Global Competition in the Tire Industry

Kiyohiko Ito, University of Wisconsin-Madison

Elizabeth L. Rose, University of Auckland

Divestment of Foreign Production Operations

Jorma Larimo, University of Vaasa

Managerial Limits to International Expansion by Acquisitions and Greenfields: An Empirical Examination of Japanese Direct Investments in the United States

Danchi Tan, National Cheng Kung University

3.1.5 - Competitive

Evolutionary Developments/Theory

Room: Courtroom O **Time:** 8:30 a.m. – 10:00 a.m.

Chair: Stewart Miller, Michigan State University

Discussant: Sumit K. Kundu, Saint Louis University

Researching the Evolution of International Marketing Strategy by Using Longitudinal Analyses –

Conceptualization and Assessment of Approaches

Arnold Schuh, Wirtschaftsuniversitat Wien

Towards a Dynamic Theory of the Internationalization of the Firm and the Accommodation of De-Internationalization

Pieter Pauwels, Limburgs Universitair Centrum

Paul Matthyssens, Limburgs Universitair Centrum

U.S. Technology-Based Utilities, A Century Later: Deja Vu or No?

Cliff Wymbs, City University of New York

3.1.6 - Workshop

International Competitiveness and E-Commerce

Room: Courtroom K-L **Time:** 8:30 a.m.–10:00 a.m.

Chair: Wita Wojtkowski, Boise State University

Discussant: Tunga Kiyak, Michigan State University

The Influence of Behavioral and Transactional Factors on International Control and Strategic Action

Ananda Mukherji, Texas A&M International University

Ben L. Kedia, The University of Memphis

Jyotsna Mukherji, Texas A&M International University

Price Reactions to New Competition: A Study of U.S.

Luxury Car Market, 1986-1997

Hideki Yamawaki, Claremont Graduate University

Competitiveness Impacts of Electronic Commerce: SCM Perspective

Sangwook Park, Seoul National University

Hwy-Chang Moon, Seoul National University

Dong-Sung Cho, Seoul National University

Facilitating the Growth of International E-Commerce Through Public Policy

Melanie Jones, University of Cincinnati

Raj Mehta, University of Cincinnati

Interoffice E-Mail Communication in a Multinational Corporation

William Newbury, Rutgers University

3.1.7 - Workshop

Export Strategy

Room: Courtroom Q **Time:** 8:30 a.m. – 10:00 a.m.

Chair: Stan Paliwoda, University of Birmingham

Discussant: Matthew Myers, University of Oklahoma

Why Do Firms Export? And Why They Don't?

G.M. Naidu, University of Wisconsin-Whitewater

Kanti Prasad, University of Wisconsin-Milwaukee

Forecasting Export Sales: A Comparison of Practices of UK Firms

Heidi Winkelhofer, The University of Nottingham

Business School

Adamantios Diamantopoulos, Loughborough University

Management Strategies of Australian Firms Exporting to Asia

Peter J. Dowling, University of Tasmania

Peter W. Liesch, The University of Queensland

Jacqueline A. Flint, University of Newcastle

Sharif As-Saber, University of Tasmania

Kwong Chan, University of Tasmania

Peter A. Innes, University of Tasmania

Export Orientation in the Former Soviet Union: Strategies after Privatization

Igor Filatotchev, Birkbeck College

Natalya Dyomina, University of Nottingham Business School

Mike Wright, University of Nottingham Business School

Trevor Buck, De Montfort University

3.1.8 – Panel

Transition Economies: Insights from the Field

(Co-sponsored with the Davidson Institute, University of Michigan)

Room: Courtroom R **Time:** 8:30 – 10:30 a.m.

Chair: Jan Svejnar, University of Michigan

Panelists:

Saul Estrin, London Business School

John Nellis, World Bank

Jan Svejnar, University of Michigan

Katherine Terrell, University of Michigan

Coffee Break

Room: West Courtyard **Time:** 10:00 a.m.–10:30 a.m.

3.1

Monday – 10:30 a.m. – 12:00 p.m.

3.2.1 - Symposium

Networks, Innovation Processes, and Multinational Strategy

Room: Salon I **Time:** 10:30 a.m. – 12:00 p.m.

Chair: Stephen Tallman, University of Utah

Foreign Direct Investment as a Tool for Corporate Innovation: Using Granovetter's and Schumpeter's Work to Explain Internationalization

Kirk Wessel, University of Utah

Multinational Firm Innovation: Evolving Networks of Learning

Anu Phene, University of Utah

Technological Innovation as an Intra or Inter Organizational Process: The Case of Ferrari vs. Britain's Motorsport Valley

Mark Jenkins, Cranfield University

Reinvention and Co-Evolution in franchised Services

Karin Fladmoe-Lindquist, University of Utah

3.2.2 - Panel

Establishing International Campuses/Major Offshore Programs by Business Schools

Room: Courtroom M **Time:** 10:30 a.m. – 12:00 p.m.

Chair: Paul Beamish, The University of Western Ontario

Panelists:

Ron Anton, Loyola University

Paul Beamish, The University of Western Ontario

Earl Gibbons, Thunderbird

Masaaki Kotabe, Temple University

3.2.3 - Panel

Cross-Cultural Research Methods

Room: Courtroom N **Time:** 10:30 a.m. – 12:00 p.m.

Chair: Roger Calantone, Michigan State University

Panelists:

Roger Calantone, Michigan State University

Susan Douglas, New York University

Attila Yaprak, Wayne State University

3.2.4 - Competitive

Headquarters/Subsidiary Relationship/Interaction in the MNC

Room: Courtroom O **Time:** 10:30 a.m. – 12:00 p.m.

Chair: Mary Ann Von Glinow, Florida International University

Discussant: Esra Gencturk, Koc University

Decision Factors Influencing the Regional Headquarters Location of Multinationals in the Asia Pacific: An Exploratory Study

John Holt, University of New South Wales

Sidney J. Gray, University of New South Wales

William R. Purcell, University of New South Wales

Early Entrant Advantages, Subsidiary Survival and Profitability

Andrew Delios, Hong Kong University of Science and Technology

Shige Makino, Chinese University of Hong Kong

Factors Influencing Implementation of Successful Standardization or Customization Strategies by Foreign Subsidiaries: A Contingency Perspective

Kelly Hewitt, University of Connecticut

Martin S. Roth, University of South Carolina

Kendall Roth, University of South Carolina

3.2.5 - Competitive

FDI in Regions and Industries

Room: Courtroom Q **Time:** 10:30 a.m. – 12:00 p.m.

Chair: Bruce Magid, Michigan State University

Discussant: Jaideep Anand, University of Michigan

Heterogeneity in Intra-Industry Location Patterns: the Global Cellular Phone Industry Case

Juan Alcacer, University of Michigan

Host and Investor Marketing Related Motives, Promises, and Actions in Explaining the Successes and Failures of FDI Privatization in Central and Eastern Europe

Svetla T. Marinova, Copenhagen Business School

Marin A. Marinov, Copenhagen Business School

Attila Yaprak, Wayne State University

What Determines the Profitability of Foreign Direct Investment? A Subsidiary-Level Analysis of Japanese Multinationals

Mariko Sakakibara, University of California, Los Angeles

Hideki Yamawaki, Claremont Graduate University

3.2.6 - Workshop

Internationalization and International Ventures

Room: Courtroom K-L **Time:** 10:30 a.m.–12:00 p.m.

Chair: James Goodnow, Bradley University

Discussant: Nizam Aydin, Suffolk University

Different Types of International New Ventures

Per Servais, University of Southern Denmark

Erik Rasmussen, University of Southern Denmark

Collaborating with Competitors to Acquire Resources in the Context of Internationalization

Heather I.M.Wilson, The University of Auckland

Sylvie Chetty, Victoria University of Wellington

The Effect of Market Orientation and Knowledge Use on the Performance of International Teams

Kelly Hewett, University of Connecticut

Sharon Watson O'Donnell, University of Delaware

Using International Product Life cycle for Global Success: A Neglected Managerial Tool

A. Coskun Samli, University of North Florida

Laurence Jacobs, University of Hawaii at Manoa

James R. Wills, Jr., University of Hawaii at Manoa

World Class Supply Chain Management: A North America and Australia/New Zealand Comparison

Katrina Savitskie, Michigan State University

G. Peter Dapiran, Monash University

David J. Closs, Michigan State University

Diane A. Mollenkopf, Lincoln University

3.2.7 - JIBS Decade Award

Honoring the most influential article from the 1990 volume of the *Journal of International Business Studies*

Room: Salon J **Time:** 10:30 a.m. – 12:00 p.m.

Chair: Tom Brewer, Georgetown University

Firm Ownership Preferences and Host Government Restrictions: An Integrated Approach

Vol. 21, No. 1, pp. 1-22

Author:

Benjamin Gomes-Casseres, Brandeis

Discussants:

Jean-Francois Hennart, Tilburg University

Louis T. Wells, Harvard University

Monday – 12:00 p.m. – 1:40 p.m.

Awards Luncheon

Presentations of the Farmer Dissertation Award, Dean of the Year, and other special recognitions

Room: Salon ABCDEF **Time:** 12:00 p.m. – 1:40 p.m.

3.2

Monday – 2:00 p.m. – 3:30 p.m.

3.3.1 - Symposium

Creating the Capacity for Organizational Renewal: Exploitation and Exploration in the Multinational Firm

Room: Salon I **Time:** 2:00 p.m. – 3:30 p.m.

Chairs: Julian Birkinshaw, London Business School
Cristina Gibson, University of Southern California

Creating the Capacity for Organizational Renewal: Alignment and Adaptability in the Multinational context

Cristina Gibson, University of Southern California
Julian Birkinshaw, London Business School

The Importance of a Theory of Attention: Automaticity and Controlled Allocation of Attention in Organizations

Udo Zander, Stockholm School of Economics
Christian Czernich, Stockholm School of Economics

Beyond the Transnational: Balancing Efficiency and Growth Imperatives in the Multinational Corporation

Julian Birkinshaw, London Business School
John Stopford, London Business School

Operating Efficiency and Innovating Deficiency in the Transnational

Joe Santos, INSEAD

Commentators:

Tom Williams, Booz-Allen & Hamilton

3.3.2 - Symposium

Multinationals from Small Open Economies

(Coordinated by ANZIBA)

Room: Salon J **Time:** 2:00 p.m. – 3:30 p.m.

Chair: Stephen Nicholas, University of Melbourne

Psychic Distance and Internationalisation: A Critical Examination

John Child, University of Cambridge
Sek Hong Ng, University of Hong Kong
Christine Wong, University of Hong Kong

Managerial Perceptions of Institutional Distance: Australian MNEs in China, India, Indonesia, and Vietnam

Elizabeth Maitland, University of Melbourne
Stephen Morgan, University of Melbourne
Stephen Nicholas, University of Melbourne
David Merrett, University of Melbourne

Foreign Subsidiary Development in Large Multinational Enterprises from Small Economies: Patterns and Home Country Impact

Gabriel R.G. Benito, Norwegian School of Management
Jorma Larimo, University of Vaasa
Rajneesh Narula, Norwegian School of Management
Torben Pedersen, Copenhagen Business School

Evolving Understanding of Firm Internationalisation through Diverse Perspectives: Australian-Nordic Contributions

Peter W. Liesch, The University of Queensland
Sara L. McGaughey, The University of New South Wales
Bent Petersen, Copenhagen Business School
Lawrence S. Welch, Norwegian School of Management
Denice Welch, Norwegian School of Management
Peter Lamb, La Trobe University

3.3.3 - Panel

What Can International Business Learn from E-Commerce: Industry Perspectives

Room: Courtroom K-L **Time:** 2:00 p.m. – 3:30 p.m.

Chair: Tom Roehl, Western Washington University

Panelists:

Global Internet Buyer Beliefs, Attitudes, and Preferences:

The Case of Electronic and Apparel Goods

John Beck, Andersen Consulting
Patrick D. Lynch, Andersen Consulting

Virtual Banking and the Future of the Global Financial Services Sector

Robert Grosse, Thunderbird

Location and Value Creation in an Information Age

Srilata Zaheer, University of Minnesota
Shalini Manrakhan, University of Minnesota

Globalization and E-Commerce: Evidence from Retail Brokering

Steven Globerman, Western Washington University
Tom Roehl, Western Washington University
Stephen Standifird, Western Washington University

3.3.4 - Competitive

Executive Compensation Issues/Intercultural Organizational Behavior

Room: Courtroom M **Time:** 2:00 p.m. – 3:30 p.m.

Chair: Ulku Dicle, Yeditepe University

Discussant: Nakiye Boyacigiller, San Jose State University

Executive Compensation: An Empirical Study of the Impact of the Foreign Performance of Large U.S. Firms

Harri Ramcharran, The University of Akron

Geographic and Industrial Corporate Diversification: The Level and Structure of Executive Compensation

Augustine Duru, American University

David M. Reeb, American University

A Multilevel Model of Intercultural Organizational Behavior: The Flying Horse Case

Georgia T. Chao, Michigan State University

Duncan A. Poulson, University of Tasmania

3.3.5 - Workshop

Culture and Organizational Behavior

Room: Courtroom N **Time:** 2:00 p.m. – 3:30 p.m.

Chair: Peter J. Dowling, University of Tasmania

Discussant: Donald L. Ferrin, SUNY at Buffalo

Does Institutional Environment Matter? Management Practices Across Four Subsidiaries of a Multinational Company

Leonardo Liberman Yaconi, Stockholm University

Lena Zander, Stockholm School of Economics

Organizational Competitiveness: The Roles of Organization Culture and Human Resource Management in Driving MNC Success

Schon Beechler, Columbia Business School

Sully Taylor, Portland State University

Nakiye A. Boyacigiller, San Jose State University

Orly Levy, University of Wisconsin-Madison

Is Guanxi a Distinctive Concept?

Adam Nguyen, York University

Dean Xu, York University

Yigang Pan, York University

Internal and External Fit of Multicultural Teams within Multinational Corporations

Riki Takeuchi, University of Maryland

Vincent J. Duriau, University of Maryland

Aqui No Se Habla Agencia: An Examination of the Impact of Adverse Selection and Framing in Decision Making: A U.S.-Mexico Comparison

Stephen B. Salter, University of Cincinnati

Luis Felipe Juarez Valdez, Universidad de las Americas

Philip A. Lewis, University of Cincinnati

3.3.6 - Workshop

Knowledge Management through IJVs

Room: Courtroom O **Time:** 2:00 p.m. – 3:30 p.m.

Chair: Ronald L. Schill, Brigham Young University

Discussant: Nicholas Athanassiou, Northeastern University

The Dilemma of Centres of Excellence – Contextual Creation of Knowledge Versus Global Transfer of Knowledge

Ulf Holm, Uppsala University

Torben Pedersen, Copenhagen Business School

Knowledge Management Processes: The IJV Context

Iris Berdrow, Bentley College

Henry W. Lane, Northeastern University

More than Two are a Crowd: Different Paths to Effectiveness in Dyadic and Multi-Party Joint Ventures

Esteban Garcia-Canal, Universidad de Oviedo

Ana Valdes-Llaneza, Universidad de Oviedo

Africa Arino, Universidad de Navarra

3.3.7 - Workshop

Foreign Direct Investment

Room: Courtroom Q **Time:** 2:00 p.m. – 3:30 p.m.

Chair: Martin Sours, Thunderbird

Discussant: Jonathan P. Doh, American University

Impacts of FDI on Economic Growth: Empirical Evidence from selected APEC Countries

Doren D. Chadee, The University of Auckland

Terry Wu, University of Regina

Foreign Direct Investment in Transitional Economies: The Development of Acquired Subsidiaries

Klaus Uhlenbruck, Texas A&M University

Foreign Investors, Foreign Directors and Corporate Diversification: An Empirical Examination of Large Manufacturing Companies in India

Kannan Ramaswamy, Thunderbird

Mingfang Li, California State University

Organizational Structure in Foreign Markets: The Impact of Ownership and Location Specific Determinants on the Foreign Direct Investment Behavior of Nordic Firms

Jorma Larimo, University of Vaasa

Determinants of FDI Survival: The Case of Korean Manufacturing Firms

Young-Ryeol Park, Yonsei University

Sye-Woong Park, Yonsei University

Coffee Break

Room: West Courtyard **Time:** 3:30 p.m. – 4:00 p.m.

3.3

Monday – 4:00 p.m. – 5:30 p.m.

3.4.1 - Symposium

Inward FDI, Outward FDI, and Reform of the State-Owned Enterprises in the People's Republic of China

Room: Salon I **Time:** 4:00 p.m. – 5:30 p.m.

Chairs:

John Hongxin Zhao, Saint Louis University
Shaoming Zou, University of Missouri-Columbia

New Characteristics of FDI in China

Yadong Lou, University of Hawaii

Revisiting Chinese Outward Direct Investment: Experiences, Characteristics and Trends

Daniel Van Den Bulcke, University of Antwerp
Haiyan Zhang, University of Antwerp

State-Owned Enterprises in China: The Impact of Ownership Reform on Performance

Yigang Pan, York University
David K. Tse, University of Hong Kong
Chi Kin Bennett Yim, York University

Sources of Competitive Advantages in Exporting

David K. Tse, University of Hong Kong

Understanding the Mindset of the Chinese Strategist through Chinese Classics

Chow Hou Wee, National University of Singapore

3.4.2 - Panel

Opportunities and Risks in Emerging Markets

Room: Courtroom M **Time:** 4:00 p.m. – 5:30 p.m.

Chair: Tulin Sener, State University of New York at New Paltz

Panelists:

Bulent C. Aybar, New Hampshire College
Mine Cinar, Loyola University Chicago
Hadi Salavitabar, State University of New York-New Paltz

Discussants:

Ozgur Berk Kan, State University of New York-New Paltz
Sumit Kundu, Saint Louis University
Surinder Tikoo, State University of New York-New Paltz

3.4.3 - Panel

Internet Mediated Learning in International Business

Room: Courtroom N **Time:** 4:00 p.m. – 5:30 p.m.

Chairs:

Catherine Axinn, Ohio University
Stewart Miller, Michigan State University

Panelists:

Barry Foltos, Teikyo Post University
Kenneth Hoadley, University of North Carolina-Chapel Hill
Arie Lewin, Duke University
Stewart R. Miller, Michigan State University
Sharon V. Thach, Tennessee State University

3.4.4 - Competitive

Organizational Learning

Room: Courtroom O **Time:** 4:00 p.m. – 5:30 p.m.

Chair: Claude Cellich, International University

Discussant: Cheryl VanDeusen, University of North Florida
Tacitness, Learning and International Expansion in a Knowledge-Intensive Industry

Xavier Martin, New York University
Robert Salomon, New York University

The Relationship Effects of Knowledge Transfer in Transitional Economy International Joint Ventures

David A. Griffith, The University of Oklahoma
Ali Yavuz Zeybek, Suleyman Demirel University
Matthew O'Brien, The University of Oklahoma

Are Japanese MNEs Learning Organizations? Short and Long-Term Japanese Buyer Learning in Australian and Thai Manufacturing

Stephen Nicholas, University of Melbourne
William R. Purcell, University of New South Wales
Tasman Smith, Thammasat University
Rujirutana Mandhachitara, Thammasat University

3.4.5 - Workshop

FDI and Developing Countries

Room: Courtroom Q **Time:** 4:00 p.m. – 5:30 p.m.

Chair: Pervez Ghauri, Groningen University

Discussant: Prem Gandhi, SUNY at Plattsburgh

MNE Affiliation, Technology Transfer, and Exports of Indian Firms

N.S. Siddharthan, Delhi University Enclave

Stanley Nollen, Georgetown University

Discriminating Industry Contexts and the Mode of Rivalry of Multinational and Local Enterprises in India

Pradeep Kanta Ray, University of New South Wales

Shams Ur-Rahman, University of Western Australia

On the Treatment of Finance-Specific Factors within the OLI Paradigm

Arthur Stonehill, University of Hawaii at Manoa

Lars Oxelheim, Lund University

Trond Randoy, Agder University College

NAFTA and Maquiladoras: A Progress Report

John Sargent, University of Texas Pan American

Linda Matthews, University of Texas Pan American

3.4.6 - Workshop

Internationalization

Room: Salon J **Time:** 4:00 p.m. – 5:30 p.m.

Chair: Duane Kujawa, University of Miami

Discussant:

Pieter Pauwels, Limburgs Universitair Centrum

Consistency of Entry Mode Choice

M. Krishna Erramilli, Nanyang Technological University

Benjamin Tan, Nanyang Technological University

Wee Liang Tan, Singapore Management University

Pace, Rhythm, and Scope: Path Dependencies in Benefitting from Internationalization

Freek Vermeulen, London Business School

Harry G. Barkema, Tilburg University

Strategic Assets, Interdependence and Technological Change: An Empirical Investigation of Complementarity in Global Pharmaceutical Drug Discovery

Walter Kuemmerle, Harvard University

Stefan Thomke, Harvard University

Productivity is the Core of Globally Sustainable Competitive Advantage: General Motors Versus Toyota

M. Reza Vaghefi, University of North Florida

Louis A. Woods, University of North Florida

IPOs and International Strategies: The Influence of Top Management Team and Board Characteristics on New Venture Performance

Mason A. Carpenter, University of Wisconsin-Madison

Timothy G. Pollock, University of Wisconsin-Madison

Myleen M. Leary, University of Wisconsin-Madison

3.4.7 - Workshop

International Joint Ventures and Networks

Room: Courtroom K-L **Time:** 4:00 p.m. – 5:30 p.m.

Chair: Attila Yaprak, Wayne State University

Discussant: Ian Wilkinson, University of Western Sydney

Process Control and Flexibility in International Manufacturer-Distributor Relationships

Anthony S. Roath, Michigan State University

Relational Contracting as a Governance Mechanism to Encourage Subsidiary Cooperation in Multinational Networks

Milorad M. Novicevic, University of Wisconsin at La Crosse

Michael Harvey, University of Oklahoma

The Relevance of Range and Embeddedness in the Process of Strategy Development and Implementation Among Multinational Enterprises

Anthony Goerzen, The University of Western Ontario

Partner Nationality, Network Relations, and Venture Survival: The Case of Japanese Cooperative Ventures in North America

Soonkyoo Choe, Kookmin University

Multi-Cultural Leadership Teams and Organizational Identification in International Joint Ventures

Jiatao Li, Hong Kong University of Science and Technology

Katherine Xin, Hong Kong University of Science and Technology

Madan Pillutla, London Business School

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Monday – 5:30 p.m. – 7:00 p.m.

Poster Sessions with Wine and Cheese

Room: Salon E **Time:** 5:30 p.m. – 7:00 p.m.

Included are sessions with select members of the AIB Fellows.

Joint Ventures

Agency Hazards and International Joint Venture Portfolios
Jeffrey J. Reuer, INSEAD

Partner selection decision in international joint ventures: What do we know?
Elif Sonmez, Michigan State University

Organizational Learning and Decision-making in International Joint Ventures: A Contextual Analysis
Yanni Yan, City University of Hong Kong
John Child, University of Cambridge

The Effect of Ownership Type on Joint Venture: An Empirical Study of Sino-Foreign Joint Ventures
Peter Ping Li, California State University, Stanislaus
Tung-lung Chang, Long Island University

Comparative Studies

A Comparative Study of Family Decision Making of U.S. and Turkish households by correspondence analysis
Orsay Kucukemiroglu, Penn State University
Erdener Kaynak, Penn State University at Harrisburg

Opening the Black Box of Motivation: A Cross-Cultural Comparison of Sweden and Russia
Carl F. Fey, Stockholm School of Economics

Linguistic Aspects of International Brand Names - A Comparison of English and Chinese Brand Names of Fortune 500 Companies
June N. P. Francis, Simon Fraser University
Janet Lam, Canadian International Development Agency
Jan Walls, Simon Fraser University

Interorganizational Relationships

The Role of Conflict, Conflict Potential, and the Dimensions of Culture in Interorganizational Relationships: A Research Proposal
Zoltan Daroczi, Michigan State University

Boundary Spanners, Relational Capital, and the MNC: Do Boundary Spanner Characteristics Affect Relational Capital?
Davina Vora, University of South Carolina

A Cross-Cultural Model of Trust, Commitment, and Organizational Effectiveness
Mourad Dakhli, University of South Carolina
Arzu Ilsev, University of South Carolina

The Effect of Alliance Types on Trust in Cross-Border Inter-Cultural Alliances: Some Exploratory Hypotheses
Chang-Su Kim, Rutgers University

Issues in Finance

Why are the U.S. Banks Ahead?
Robert Grosse, Thunderbird
Alan Gart, Nova Southeastern University

Assessing the Usefulness of Sec Form 20-F Disclosures Using Return and Volume Metrics: The Case of U.K. Annual Report and Accounts
Kingsley O. Olibe, Middle Tennessee State University
William C. Cready, Texas A&M University

Direct and Financial Foreign Investment: How do they differ in benefits to developing countries?
Jiawen Yang, The George Washington University

Trading Rule Profits in Latin American Currency Spot Rates
Ike Mathur, Southern Illinois University
Chun I. Lee, Texas Southern University
Kimberly C. Gleason, Bentley College

What Have We Learned from the Mexican Financial Turmoil and Asian Currency Crisis?
Manli Zhang, The American University

Business-Government Relations

Firm Strategic Profile and Host vs. Home Government Relationships
Gary S. Insch, Boston University
H. Kevin Steensma, Penn State University

Government Mandates and Local Partner Participation in Emerging Markets: Policy and Performance Implications for Government and Business Strategies
Jonathan P. Doh, American University
Hildy Teegen, The George Washington University

MNC-Host Government Relations in Developing Countries: A Modified Bargaining Model
Ravi Ramamurti, Northeastern University

Vertical Restraints and Technology Transfer: Competition Policy and EU Enlargement
Jochen Lorentzen, Copenhagen Business School
Peter Moellgaard, Copenhagen Business School

Case Studies in International Business

DaimlerChrysler AG: The Making of a New Transnational Corporation
Syed Tariq Anwar, West Texas A&M University

Matching Strategy of Multinational Corporations in Emerging Markets: The Case of Volvo Truck Corporation in India
Hans Jansson, Goteborg University

The Global Strategies and Strategic Alliances of Toshiba in 1990s
Zuohao Hu, Tsinghua University
Hua Song, Renmin University of China

Studies in Culture

Founder Centrality, Vision, Culture, and Performance in Mexican Family Business

William F. Crittenden, Northeastern University
Pedro Marquez, ITESM-Mexico City
Louise M. Kelly, Northeastern University
Nicholas Athanassiou, Northeastern University

The Relationship Between Arab Values and Work Beliefs: An Exploratory Examination.

Christopher Robertson, Northeastern University
Jamal Al-Khatib, James Madison University
Mohammed Al-Habib, King Abdul Aziz University

The Influence of Social Network Referral Activity on Customer Loyalty in an International Context

R. Bruce Money, University of South Carolina

Measurement and Model Development

Introducing Knowledge Content Measurement into Knowledge Transfer Research

James Nebus, University of South Carolina

Dynamic Analysis of the SER-M Paradigm Based on the Quadratic Vector Analysis Model

Qiang Cui, Seoul National University
Dong Sung Cho, Seoul National University

Studies in Exporting

Export Management Strategy: A Study of Small and Medium Sized Canadian Firms Exporting to the U.S.

Terry Wu, University of Regina
Doren Chadee, University Auckland

Selected Company Characteristics and Environmental Turbulence as Antecedents to Export Information Use - An Exploratory Five Country Study

Hartmut H. Holzmuller, Universitat Dortmund
Thomas Salzberger, Wirtschaftsuniversitat Wien
Anne L. Souchon, Aston University
Adamantios Diamantopoulos, Loughborough University
Catherine Axinn, Ohio University
Geoffrey R. Durden, Victoria University of Wellington

The New Economy and the MNC

Electronic Marketing and The Internet: Integrating New Technologies into Existing Exporting Theory

Gary D. Gregory, University of Wollongong
Munib Karavdic, University of Wollongong

Emergence of E-Commerce and Choice of Distribution Strategy in Geographical Expansion

Tailan Chi, University of Illinois at Urbana - Champaign
Wenyu Dou, St. Cloud State University

A Longitudinal Analysis of the Effects of Information Technology on Firm Performance in a Global Industry

Peter S. Davis, The University of Memphis
C. Clay Dibrell, Oregon State University
Timothy L. Pett, Wichita State University

EDI Diffusion and Business Strategy for Electronic Wholesalers

Hiroshi Sasaki, St. Andrew's University

The Global Viability of Industrial Distributors

Susan Mudambi, John Carroll University
Raj Aggarwal, John Carroll University and Kent State University

Innovation and R&D

Choosing Between Internal and Non-Internal R&D Activities: Some Technological and Economic Factors

Rajneesh Narula, University of Oslo

Cross-National Knowledge Sourcing and Innovative Performance of Multinational Subsidiaries

Harsh Mishra, Temple University

Implementing New Product Development Strategies Globally

Edward F. McDonough III, Northeastern University
Henry W. Lane, Northeastern University
Nicholas Athanassiou, Northeastern University
Gloria J. Barczak, Northeastern University
Bert Spector, Northeastern University

Models of Capability Development for Knowledge Creation and Mobilization for Innovation

C. Anniqun Un, Massachusetts Institute of Technology

Mon. Poster

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Golf Tournament

Pointe Golf Course on Lookout Mountain
Tapatio Cliffs Pointe Hilton Hotel and Resort
Friday, November 17, 2000

Glenn Omura of Michigan State University has kindly volunteered to organize a golf tournament for the AIB meeting in Phoenix.

The hotel's magnificent par-72 Bill Johnston course has garnered many honors, weaving through rugged terrain that borders the Phoenix Mountain Preserve and offering spectacular views of both Lookout Mountain and Squaw Peak. Golf Digest named it one of the 450 best public courses in the country, and Lookout Mountain has been consistently voted one of the top 25 golf courses in the state of Arizona. The course has hosted The Arizona Senior Classic, the NBC Skills Challenge and the Western States Tour. This is an exciting course for players of all skill levels, with a combination of both desert and traditional golf layouts.

Valuable prizes will be awarded for longest drive, longest putt, closest to the hole, etc. The Callaway handicapping system will be used to compute total scores.

The price includes Greens fees, golf car fees, 1 sleeve of 3 balls, practice balls, course information guides and applicable taxes. Gentlemen are required to wear a sleeved shirt with collar; ladies are not permitted to wear halter-tops or swimsuit tops. Please avoid denim products. Soft spike preferred.

Play begins at 9:00 a.m. with a shotgun start on Friday. The first Conference event begins at 6:00 p.m. on Friday.

Interested parties should complete the form below and attach it to their registration forms. Payment must be included with your registration fee in order to reserve your spot. Please direct questions regarding the tournament to the coordinator Glenn Omura <omura@msu.edu> via e-mail.

Name _____

E-mail _____

Fax _____

Check all that apply:

- \$132 - Yes, I want to play 18 holes including cart
 \$35 for rental clubs, if you need them

Names of partners for pairing preferences (please print):

1. _____
2. _____
3. _____

No preference

(attach this form or a copy to your registration form)

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Your school can join the prestigious schools above by becoming an institutional member of the AIB. Forms are available to the right, in each newsletter, and on our Web site (<http://www.aibworld.net>). Please feel free to contact the AIB Secretariat if you have any questions about membership.

Terms of Membership:

For an annual fee of **US\$1,000**, a school may designate two faculty members to receive AIB membership and two to receive registration at the AIB's Annual Meeting. A Ph.D. candidate may also be nominated to receive membership and meeting registration provided that he or she commits to attending the Doctoral Consortium. Each participating institution will be recognized once a year in both the *AIB Newsletter* and the *Annual Meeting Program*.



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- Attach a copy of the form on the next page for each person nominated otherwise we will contact the nominee directly for further information.		
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POSITION/TITLE		FAX NUMBER
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<i>Our institution nominates the following two individuals to attend the AIB's Annual Meeting in Sydney, Australia, on November 16-19, 2001.</i>		
REGISTRATION #1 (name only if same as #1 above)		
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FIRST NAME	INITIAL	FAMILY NAME
POSITION/TITLE		FAX NUMBER
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Tapatio Cliffs Pointe Hilton Resort, Phoenix, Arizona ● November 17-20, 2000

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REGISTRATION FEES

(Includes meeting registration, coffee breaks, poster sessions with refreshments, Presidential Reception, Heard Museum Gala, Awards Luncheon, bag, and Abstracts Proceedings.)

Note: Non-members must pay the registration fee plus one year of membership to join.

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- Heard Museum Gala* - US\$60.00 \$ _____

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PARTICIPANT INDEX

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