The School of Business is seeking to make two appointments at Lecturer/Senior lecturer level to develop its research and teaching capability in the discipline of international business. International business majors are offered in a number of degree programs including the Master of Business, and Master of International Business. Research degrees at Masters and Doctoral level are also offered.

The School of Business offers courses in a wide range of disciplines in addition to international business including accounting, business information systems, business law, finance, management, marketing, transport and logistics, and work and organisational studies. The School currently comprises over 100 academic staff in these disciplines as well as its leading research centres in industrial relations (acirrt) and transport management (Institute of Transport Studies).

**Essential criteria for Lecturer**: A Bachelor’s degree with honours or Master’s degree by research in international business or related field and significant progress towards a PhD; evidence of high quality teaching; demonstrated ability to achieve research outcomes with refereed publications; an active research program with significant potential for future publication; expertise in one or more of the major areas of international business including multinationals and foreign investment, international business strategy, and cross-cultural management; and evidence of successful teamwork and a collegial approach.

**Desirable criteria for Lecturer**: Experience in industry/profession especially internationally.

**Essential criteria for Senior Lecturer**: A PhD in international business or related field; evidence of high quality teaching with substantial experience, at both undergraduate and postgraduate level, and significant contributions to course and program development; an established research record including publications in high quality refereed international journals; an active research program with significant potential for future publication; expertise in one or more of the major areas of international business including multinationals and foreign investment, international business strategy, and cross-cultural management; evidence of leadership skills and ability to foster excellence in research, teaching and policy development in the discipline; competency in administration including course and program administration; commitment and service to University, discipline, profession; and evidence of successful teamwork and a collegial approach.

**Desirable criteria for Senior Lecturer**: Ability to attract research funding; a successful record of honours and postgraduate supervision; and experience in industry/profession especially internationally.

Both positions are full-time continuing subject to the completion of a satisfactory probation and/or confirmation period for new appointees. Membership of a University approved superannuation scheme is a condition of employment for new appointees.

**Remuneration package for Lecturer (Ref: B22/004934)**: AUD\$68,402 - $81,186 p.a. (which includes a base salary Lecturer Level B AUD\$57,801 - $68,638 p.a., leave loading and up to 17% employer’s contribution to superannuation) A salary supplement may be negotiated with successful applicants.

**Remuneration package for Senior Lecturer (Ref: B22/004935)**: AUD\$83,721 - $96,402 p.a. (which includes a base salary Senior Lecturer Level C AUD\$70,806 - $81,644 p.a., leave loading and up to 17% employer’s contribution to superannuation). A salary supplement may be negotiated with successful applicants.

**Application Procedure**: Applications should quote the reference no, address the selection criteria, and include a CV, a list of publications, the names, addresses, e-mail, fax and phone number of confidential referees (five for level E). They should be sent electronically to Professor Sid Gray, Head of the School of Business on (02) 9351 3552 or email: s.gray@econ.usyd.edu.au

Professor Sid Gray and Professor Stephen Nicholas will be attending the AIB Conference in Stockholm and will be available for consultation.