PROGRAM

ACADEMY OF INTERNATIONAL BUSINESS

1999 ANNUAL MEETING

NOVEMBER 20-23, 1999

CHARLESTON PLACE • CHARLESTON, SOUTH CAROLINA

THE JANUS FACE OF GLOBALIZATION

Hosted by The Darla Moore School of Business, University of South Carolina
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We welcome you to the 41st Annual Meeting of the Academy of International Business. This year, we enjoy the beautiful city of Charleston and the fabulous venue of the Charleston Place hotel. The 1999 Program Chair Stefanie Lenway, University of Minnesota, has worked closely with her dedicated staff, Larry Katzenstein and Karen Leigh, and track chairs, Peter Smith Ring, Tina Dacin, Nakiye Boyacigiller, Mary Yoko Brannen, Bernard Yeung, Mike Houston, Bodo Schlegelmich, and Steen Thomsen, to put together a comprehensive look at The Janus Face of Globalization. Jeff Arpan, Kelly Durkan Bean, Tina Poindexter, and Amy Lantz at the University of South Carolina’s Darla Moore School of Business have worked hard to make our meeting in Charleston a memorable event. We thank all those at the University of Minnesota, the University of South Carolina, and the University of Hawai‘i who have supported the AIB throughout the planning of this event.

We especially thank you for participating in this meeting in the historical city of Charleston. We hope that you will take home fond memories of the experience and a wealth of cutting-edge information on globalization. Please do not hesitate to share your insights and ideas for improving the AIB annual meetings. This is your organization and your input is very valuable to us.

Have a great time in Charleston!
Greetings from HQ in Minneapolis. The AIB 1999 program staff: Program Chair Stefanie Lenway, Program Coordinator Larry Katzenstein, and Program Administrator Karen Leigh all welcome you to the last Academy of International Business meeting of the millennium. With the high quality and tremendous variety of this year’s submissions, we have been able to put together a dynamic and intellectually challenging program. We look forward to greeting you all personally in Charleston.

To help you get oriented, we would like to point out some of the highlights of the program.

For the plenary sessions, as in previous years, we are very fortunate to have some senior scholars in international business and top managers of some of the major U.S. MNCs who are eager to share their perspectives on the changing nature of global business. On Saturday afternoon, the AIB Fellows will recognize the work of Richard Caves in a panel that will focus on Caves’ contribution to International Management research. On Sunday morning, the opening plenary of the conference includes Yves Doz, Lorraine Eden, Steven Kobrin, and John Stopford. They will each offer some provocative comments on the conference theme and identify some issues for us to reflect on during the remainder of our time together in Charleston.

During the Sunday evening plenary we will celebrate the many contributions and achievements of one of the pioneering scholars in International Business, Ray Vernon (1913-1999). Working together with Ray Vernon, we organized a panel that has as its focus the themes raised in his new book, In the Hurricane’s Eye. We are very saddened that he will not be with us. Although we cannot make up for his absence, we will reflect on the many ways in which his work has influenced our research and teaching of international business today.

Monday morning, C.K. Prahalad will offer his thoughts on the future of global business. Ron Mitsch, the former Vice-Chairman and Executive Vice President of 3M will join him. Dr. Mitsch played an instrumental role in 3M’s global expansion. Monday evening, we return again to consider the dark side of globalization with a session organized by AIB’s president, Jose de la Torre, which will include talks by Dave Korten, Moises Naim, and David Maybury-Lewis. These speakers will challenge some of our notions of globalization from an economic, political and anthropological perspective. The final plenary session on Tuesday morning has been organized by Mahmood A. Zaidi from the University of Minnesota and will feature Ernest S. Micek, Chairman of Cargill, Ronald O. Baukol, Executive Vice President for International Operations, 3M, Marilyn Carlson, Chairman and CEO of the Carlson Companies, and Art Collin, President of Medronics, Inc. The concluding conference activity on Tuesday afternoon will be a Southern plantation event including Southern music, dancing, and a “lowcountry” style luncheon, at the Boone Hall Plantation hosted by the University of South Carolina, which is not to be missed.

In addition to the plenary sessions, there will be competitive paper sessions, workshop sessions, poster sessions, and symposia. The competitive paper sessions address some of the cutting edge issues in international business research. In the workshop sessions the discussions will be more interactive and focus on how to deal with obstacles that plague all of us before we conveniently forget all of the hard work that went into a finished piece of research. The poster sessions provide us all with an opportunity to individually interact with AIB colleagues who are defining the next generation of international business research. The papers will be grouped by themes so that the presenters will also have a chance to meet colleagues pursuing research on related topics. Both poster sessions will be catered to encourage good conversation. Symposia on special topics are scheduled throughout the conference. After the awards banquet on Monday afternoon, we have scheduled a “symposia fest,” which consists of eight concurrent symposia from which to choose on topics which range from the new UNCTAD World Investment Report to Reforming the International Financial Architecture to Perspectives on NAFTA after Five Years.

We could not have put this program together without lots of outside help. We would first like to thank the Carlson School of Management of the University of Minnesota for their financial support for the program. We would also like to especially thank the track chairs for their help with the review process and with putting together the program. The AIB-1999 track chairs include Peter Smith Ring, Tina Dacin, Nakiye Boyacigiller, Mary Yoko Brannen, Bernard Yeung, Mike Houston, Bodo B. Schlegelmilch, and Steen Thomsen.

Finally, we would like to thank our gracious hosts from the University of South Carolina.

We hope that you will share in our excitement about AIB-1999.

Welcome to Charleston!

Stefanie, Larry, and Karen
Carlson School of Management
University of Minnesota
Acknowledgments

Program

Program Chair  Stefanie Lenway, University of Minnesota
Program Coordinator  Larry Katzenstein, University of Minnesota
Program Administrator  Karen Leigh, University of Minnesota

Charleston Arrangements

Host School  University of South Carolina
Local Chair  Jeffrey S. Arpan, University of South Carolina
Organizing Committee  Kelly Durkan Bean, University of South Carolina
Tina Poindexter, University of South Carolina
Amy Lantz, University of South Carolina

Track Chairs

Strategy and International Political Economy  Peter Smith Ring, Loyola Marymount University
Macro Organization  Tina Dacin, Texas A&M
Micro Organization and Culture  Nakiye Boyacigiller, San Jose State University
Mary Yoko Brannen, San Jose State University
Finance, Economics, and Accounting  Bernard Yeung, New York University
Marketing  Mike Houston, University of Minnesota
BodoSchlegelmich, Vienna University
Business History  Steen Thomsen, The Aarhus School of Business

Placement Services

Coordinator  David A. Ralston, University of Oklahoma

Junior Faculty Consortium

Chair  Jan Hack Katz, Cornell University

Doctoral Consortium

Chair  S. Tamer Cavusgil, Michigan State University

Farmer Dissertation Award Selection Committee

Chair  Kendall Roth, University of South Carolina
Jean-Francois Hennart, Tilburg University
Raj Aggarwal, John Carroll University
Nakiye Boyacigiller, San Jose State University

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GREETINGS

On behalf of the State of South Carolina, I am pleased to extend a warm welcome to each of you as you gather for the 41st annual meeting of the Academy of International Business.

With more than 600 faculty from around the world, this year’s meeting promises to be a unique learning experience for each participant. As the leading association of scholars and specialists in the field of international business, the Academy of International Business fosters education and advances professional standards by facilitating the exchange of information and ideas among people in academic, business, and government professions. Encouraging activities that advance knowledge in international business increases the available body of teaching material and helps to ensure that young people have the skills necessary to compete for jobs in the global marketplace. All South Carolinians join me in thanking you for your many contributions to the future success of our nation’s young people.

I would like to invite those of you who are visiting with us for the first time to explore the many historical, cultural and recreational opportunities that the Palmetto State has to offer. Charleston is one of the truly great cities of the South and has contributed immeasurably to the rich heritage of our state and nation. I hope you have an opportunity to enjoy Charleston’s wide variety of fine cuisine, highly rated golf courses, and sandy beaches. Once you’ve experienced our distinctively Southern approach to living, I know you will want to take advantage of my standing invitation to visit us again soon.

I offer my warmest wishes for an enjoyable meeting and I hope that you will let me know if I may ever be of assistance to you.

Jim Hodges
Dear Members of the Academy of International Business:

On behalf of the citizens of the City of Charleston, I would like to take this opportunity to extend a warm welcome to you on the occasion of the 1999 Annual Meeting of the Academy of International Business. We are pleased and honored that you have chosen Charleston for this important meeting.

Charleston is a special and unique city. Travel & Leisure magazine ranked Charleston as one of the top 25 World’s Best Cities. Successful Meetings magazine called Charleston “America’s favorite small city ... impeccably intact, with cobblestone streets, gaslit street lamps and antebellum homes. The city also offers chic, modern shops, superior accommodations, fine meeting facilities and some of the best restaurants in the South!” Be assured that Charleston will give you its full support to insure a successful meeting experience. We are extremely proud of our city and hope you will find the time to enjoy its beauty and charm.

My very best wishes for a successful meeting and a wonderful visit to our beautiful city.

Most sincerely yours,

Joseph P. Riley, Jr.
Mayor, City of Charleston

JPR,jr/cb

On behalf of the University of South Carolina’s Darla Moore School of Business, I extend to you a warm, southern welcome to South Carolina and the 1999 Annual Meeting of the Academy of International Business. We are pleased and honored to be the host institution for this event, and are delighted that you chose to participate in it.

The city of Charleston is truly a special, unique and historic site and we are confident that it will provide a number of memorable experiences for you. And while there are many things you can experience on your own, we encourage you to attend a truly southern cultural event at the historic Boone Hall Plantation this Tuesday afternoon. There will be southern cuisine and beverages, beach music and “shag” dancing, historic spirituals, tours of the plantation home, and other opportunities to observe and experience interesting aspects of the southern culture.

We sincerely hope you will enjoy your visit to Charleston, South Carolina, and the 41st Annual Meeting of the AIB. “Y’all come back, now, hear!”

Jeffrey Arpan, Chairman and James F. Kane Professor of International Business
Special thanks to the 1999 Program Committee:

Raj Aggarwal  
John Carroll University
Yair Aharony  
The College of Management
Ilan Alon  
State University of New York
Poul Andersen  
Aarhus School of Business
Syed Tariq Anwar  
West Texas A&M University
Alexander Aridshvili  
University of Minnesota
Jean-Luc Arregle  
Texas A & M University
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Keio University
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Northeastern University
Preet S. Aulakh  
Michigan State University
Catherine N. Axinn  
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Columbia University
Iris Berdrow  
Bentley College
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University of Massachusetts - Dartmouth
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London Business School
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Baruch College - CUNY
Muzaffer Bodur  
Bogazici University
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Copenhagen Business School
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New York University
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University of Reading
Satya P. Chhattopadhyay  
University of Scranton
Chun-Chung Chen  
National Chi Nan University
Min Chen  
Thunderbird - AGSIM
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Shih-Fen Chen  
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New York University
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University of Calgary
Petra Christmann  
University of Virginia
Susan Christoffersen  
Philadelphia University
Wilbur Chung  
New York University
Reid W. Click  
George Washington University
Jean-Claude Cosset  
Univesite Laval
Lary Cunningham  
University of Colorado
Michael R. Czinkota  
Georgetown University
Andrew Delios  
Hong Kong University of Science and Technology
Timothy Deviney  
University of New South Wales
Vlado Dimovski  
Center for International Competitiveness
Les Diabay  
Lake Forest College
Luis V. Dominguez  
Florida Atlantic University
Susan P. Douglas  
New York University
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Old Dominion University
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Holly Dell
Giana Eckhardt  
University of Minnesota
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Texas A&M University
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Howard University
Sevgin Eroglu  
Georgia State University
Ronel Erwee  
University of Southern Queensland
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University of Maryland
Khosrow Fatemi  
San Diego State University
David Faulkner  
Oxford University
Susan Feinberg  
University of Maryland
Don Ferrin  
University of Minnesota
Karim Fladmoe-Lindquist  
University of Utah
Juan Florin  
University of Connecticut
Edward B. Flowers  
St John’s University
Susan Forquer Gupta  
University of Wisconsin - Milwaukee
Deborah H. Francis  
Auburn University at Montgomery
Prem Gandhi  
Plattsburgh State University
Tao Gao  
Hofstra University
Carlos Garcia-Pont  
IESE
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New York University
Farborz Ghadar  
The Pennsylvania State University
Michel Ghertman  
Strategy & International Business
Ammesh Ghoshal  
DePaul University
Donald Gibson  
Macquarie University
Kate Gillespie  
University of Texas at Austin
Debbie Gilliard  
University of Akron
Benjamin Gomes-Casseres  
Brandeis University
James D. Goodnow  
Bradley University
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Institute for International Economics
Cheryl Granrose  
Claremont Graduate University
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University of Otago
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Jim Hagen  
Cornell University
John K. Harper  
U.S. General Accounting Office & Catholic University
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Georgia Institute of Technology
Belmont F. Haydel  
Emeritus, Rider University
Witold Jerzy Henisz  
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Kelly Hewett-Uscategui  
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Aarhus School of Business  

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University of Warsaw  

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University of Delaware  

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Aarhus School of Business  

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Aseem Prakash  
George Washington University  

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University of Maryland  

Thomas A. Puge  
New York University  

Betty Jane Punnett  
University of the West Indies  

Lee Radebaugh  
Brigham Young University  

Hugo K. Radice  
University of Leeds  

Ravi Ramamurti  
MIT  

Sabine Reddy  
Wayne State University  

Kira Kristal Reed  
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Douglas Reid  
Queen's University  

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The University of Tulsa  

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Northeastern University  

Leo Scewagen  
Applied Economics  

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Brigham Young University  

Douglas Schuler  
Rice University  

William D. Schultz  
The George Washington University  

Bruce Seifert  
Old Dominion University  

Matt Semadini  
Texas A & M University  

S. Prakash Sethi  
Baruch College - CUNY  

Alan Shao  
The University of North Carolina at Charlotte  

Myles Shaver  
New York University  

David S. Shaw  
University of Macau  

Jagdish N. Sheth  
Emory University  

Katsu Shimizu  
Texas A & M University  

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University of Hawaii  

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Aarhus School of Business  

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Lisa Troy  
Utah State University  

Susan Trussler  
University of Scranton  

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University of Pennsylvania  

Yoshi Tsurum  
Baruch College - CUNY  

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Tufts University  

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MIT  

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Hong Kong University of Science and Technology  

James R Wills  
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Bernard M. Wolf  
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Attila Yaprak  
Wayne State University  

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University of Cambridge  

Murray Young  
Bethel College  

Srilastra Zaheer  
University of Minnesota  

Shaker Zahra  
Georgia State University  

Udo Zander  
Stockholm School of Economics
The historic Charleston Place is centrally located between King Street, with its boutiques, restaurants, and “antique row,” and the famous City Market, a four-block market area selling crafts, art, and keepsakes. All 440 rooms, the Executive Floor and the Penthouse Suites feature the luxury, service and modern comfort you expect from a world-class hotel.

“Absolutely Charleston” will be providing transportation from the airport to area hotels. The cost is $10 per person. Please make your reservation in advance by calling 1-800-747-0689 between 8:00 a.m. - 6:00 p.m. Eastern Standard Time. The contact name is "Kitty."

USC and AIB will be providing bus transportation on November 23 to Boone Hall Plantation from Charleston Place Hotel. After the Boone Hall Plantation event, transportation will be provided to the Charleston airport or to Charleston Place Hotel.
1999 PROGRAM OVERVIEW

SATURDAY, NOVEMBER 20

Junior Faculty Consortium
Room: Drayton  Time: 10:00 a.m. - 4:00 p.m.

Doctoral Consortium
Room: Colleton  Time: 12:00 p.m. - 4:00 p.m.

Pre-conference teaching workshop
Internet Based Teaching Opportunities: Education for Managing in Emerging Economies
Room: Jenkins King  Time: 1:00 p.m. - 2:30 p.m.

Pre-conference teaching workshop
Internet Based Teaching Opportunities: Experiential Projects and Internet Activities for Global Marketing
Room: Beauregard  Time: 3:00 p.m. - 4:30 p.m.

AIB Fellows Panel
Recognition of Richard Caves as Eminent Scholar
Room: Live Oak  Time: 5:00 p.m. - 6:00 p.m.

Presidential Reception
Room: Ballroom  Time: 6:15 p.m. - 8:00 p.m.

SUNDAY, NOVEMBER 21

Chapter Chairs’ Breakfast Meeting
Room: 2L  Time: 7:00 a.m. - 8:30 a.m.

1.1.1 – Opening Plenary
The Janus Face of Globalization
Room: Cypress  Time: 8:30 a.m. - 10:00 a.m.

1.2.1 – Symposium
Asian Management Systems Coping With Turbulence: Implications for International Management and Organization Theory
Room: Jenkins King  Time: 10:30 a.m. - 12:00 p.m.

1.2.2 – Symposium
Women, International Careers and Global Leadership: Recent Research Evidence from Across the World
Room: Beauregard  Time: 10:30 a.m. - 12:00 p.m.

1.2.3 – Competitive
Change Drivers: Institutional and Technological Innovation in the MNC
Room: 2-H  Time: 10:30 a.m. - 12:00 p.m.

1.2.4 – Competitive
Emerging Market Stock Price Behavior: Contagion, Openness, IPO, and Accounting Standards
Room: Colleton  Time: 10:30 a.m. - 12:00 p.m.

1.2.5 – Workshop
The Causes and Consequences of Effective Joint Ventures
Room: Drayton  Time: 10:30 a.m. - 12:00 p.m.

1.2.6 – Workshop
Current Issues in International OB/HRM I
Room: Edmunds  Time: 10:30 a.m. - 12:00 p.m.

1.2.7 – Workshop
Social Networks, Multinational Teams, and Learning
Room: Hampton  Time: 10:30 a.m. - 12:00 p.m.

1.2.8 – Symposium
Decision-Making Frameworks for International Strategic Marketing Management
Room: Ashley Cooper  Time: 10:30 a.m. - 12:00 p.m.

1.3.1 – Symposium
Exploring the Janus Nature of Integration and Responsiveness
Room: Jenkins King  Time: 12:00 p.m. - 1:30 p.m.

1.3.2 – Competitive
Country Specific Capabilities: The Impact of Embeddedness on Firm Performance
Room: 2-L  Time: 1:00 p.m. - 2:30 p.m.

1.3.3 – Competitive
The Role of Social Capital in MNC Management
Room: 2-H  Time: 1:00 p.m. - 2:30 p.m.

1.3.4 – Symposium
Welcome to Euroland
Room: Colleton  Time: 1:00 p.m. - 2:30 p.m.

1.3.5 – Competitive
Is Globalization For Real?
Room: Drayton  Time: 1:00 p.m. - 2:30 p.m.

1.3.6 – Workshop
Firm Transformation in Emerging Markets
Room: Hampton  Time: 1:00 p.m. - 2:30 p.m.

1.3.7 – Workshop
Managing R&D Across National Innovation Systems
Room: Edmunds  Time: 1:00 p.m. - 2:30 p.m.

1.3.8 – Symposium
Global Business and World Politics: The Rise and Development of International Telegraphy in the Far East Since the 1870s
Room: Ashley Cooper  Time: 1:00 p.m. - 2:30 p.m.

1.4.1 – Symposium
Regionalism, Globalization and MNE-State Relations: New Views From IB and IPE
Room: Jenkins King  Time: 3:00 p.m. - 4:30 p.m.

1.4.2 – Symposium
Coping with Globalization: Bridging Theory and Practice with Collaboration
Room: 2-L  Time: 3:00 p.m. - 4:30 p.m.

1.4.3 – Competitive
The Two Faces of Marketing: Standardization vs. Adaptation
Room: Drayton  Time: 3:00 p.m. - 4:30 p.m.

1.4.4 – Competitive Session
International Corporate Finance I
Room: Colleton  Time: 3:00 p.m. - 4:30 p.m.

1.4.5 – Workshop
Alternative Transformations: The Many Faces of Global Strategy
Room: Edmunds  Time: 3:00 p.m. - 4:30 p.m.

1.4.6 – Workshop
An Alliance is an Alliance is an Alliance (or is it?)
Room: Beauregard  Time: 3:00 p.m. - 4:30 p.m.

1.4.7 - Workshop
Foreign Direct Investment: Entry, Location, Human Capital and Knowledge Flows
Room: Hampton  Time: 3:00 p.m. - 4:30 p.m.

Posters with light lunch
New Frontiers in International Business Research
Room: Live Oak  Time: 12:00 p.m. - 1:30 p.m.

1.3.1 – Symposium
Exploring the Janus Nature of Integration and Responsiveness
Room: Jenkins King  Time: 12:00 p.m. - 1:30 p.m.

1.3.2 – Competitive
Country Specific Capabilities: The Impact of Embeddedness on Firm Performance
Room: 2-L  Time: 1:00 p.m. - 2:30 p.m.

1.3.3 – Competitive
The Role of Social Capital in MNC Management
Room: 2-H  Time: 1:00 p.m. - 2:30 p.m.

1.3.4 – Symposium
Welcome to Euroland
Room: Colleton  Time: 1:00 p.m. - 2:30 p.m.

1.3.5 – Competitive
Is Globalization For Real?
Room: Drayton  Time: 1:00 p.m. - 2:30 p.m.
1.4.8 – Symposium
Human Resources and Organizational Change in Transition Economies: What Did We Learn from the Last 10 Years?
Room: Ashley Cooper
Time: 3:00 p.m. - 4:30 p.m.

1.5 – Plenary Session
Celebrating Ray Vernon (1913 - 1999)
Room: Cypress
Time: 4:45 p.m. - 6:15 p.m.

MONDAY, NOVEMBER 22

2.1 – Plenary Session
Reframing Globality
Room: Cypress
Time: 8:30 a.m. - 10:00 a.m.

2.2.0 – Symposium
R&D Globalisation: MNCs Learning from Multiple Locations
Room: Edmunds
Time: 10:30 a.m. - 12:00 p.m.

2.2.1 – Competitive
History in the Future of International Business
Room: Jenkins King
Time: 10:30 a.m. - 12:00 p.m.

2.2.2 – Symposium
The Future of the Global Business Civilization
Room: 2-L
Time: 10:30 a.m. - 12:00 p.m.

2.2.3 – Competitive
Clusters and MNC Strategy
Room: 2-H
Time: 10:30 a.m. - 12:00 p.m.

2.2.4 – Competitive
Pressing Issues in International Organizational Behavior, Communication, Culture, and Change
Room: Colleton
Time: 10:30 a.m. - 12:00 p.m.

2.2.5 – Competitive
The Global Marketing Function
Room: Drayton
Time: 10:30 a.m. - 12:00 p.m.

2.2.6 – Richard N. Farmer Dissertation Award Finalists’ Presentations
Room: Beauregard
Time: 10:30 a.m. - 12:00 p.m.

2.2.7 – Workshop
Transcending Time and Space through Global Knowledge Management
Room: Hampton
Time: 10:30 a.m. - 12:00 p.m.

2.2.8 – Symposium
Many Faces of the Emerging Financial Crises
Room: Ashley Cooper
Time: 10:30 a.m. - 12:00 p.m.

Awards Luncheon
Room: Ballroom
Time: 12:00 p.m. - 2:00 p.m.

2.3.1 - Symposium
Foreign Direct Investment and the Challenge of Development: Findings of the UNCTAD World Investment Report 1999
Room: Jenkins King
Time: 2:15 p.m. - 3:45 p.m.

2.3.2 - Symposium
Japanese Business Relationships: Continuity and Change in the Post Bubble Globalized Economy
Room: 2-L
Time: 2:15 p.m. - 3:45 p.m.

2.3.3 - Symposium
Host Outcomes From FDI and Multinational Activity
Room: Beauregard
Time: 2:15 p.m. - 3:45 p.m.

2.3.4 – JIBS Decade Award Winner’s Presentation
Room: Colleton
Time: 2:15 p.m. - 3:45 p.m.

2.3.5 - Symposium
Reforming the International Financial Architecture
Room: Drayton
Time: 2:15 p.m. - 3:45 p.m.

2.3.6 – Symposium
Advancing the Culture Concept: A Cross-Field Dialogue
Room: 2-H
Time: 2:15 p.m. - 3:45 p.m.

2.3.7 – Symposium
Research on International Entrepreneurship: Perspectives from Asia, Europe, and North America
Room: Hampton
Time: 2:15 p.m. - 3:45 p.m.

2.3.8 – Symposium
The PanAmerican Partnership for Business Education: Winners and Losers: Perspectives on NAFTA After Five Years
Room: Ashley Cooper
Time: 2:15 p.m. - 3:45 p.m.

2.4.1 – Plenary Session
The Dark Side of Globalization
Room: Cypress
Time: 4:15 p.m. - 5:45 p.m.

Members’ Meeting
Room: Cypress
Time: 6:00 p.m. - 6:45 p.m.

TUESDAY, NOVEMBER 23

3.1.1 – Plenary Session
The Janus-Faced Nature of Globalization: A Practitioners’ Perspective
Room: Cypress
Time: 8:30 a.m. - 10:00 a.m.

3.2.1 – Symposium
Corporate Social Responsibility and Sweatshops: On the Road to Opportunity or to Ruin
Room: Jenkins King
Time: 10:30 a.m. - 12:00 p.m.

3.2.2 – Symposium
Global Knowledge Management as a Strategic Resource
Room: 2-L
Time: 10:30 a.m. - 12:00 p.m.

3.2.3 – Competitive
Global Alliance Dynamics
Room: 2-H
Time: 10:30 a.m. - 12:00 p.m.

3.2.4 – Competitive
International Finance II
Room: Colleton
Time: 10:30 a.m. - 12:00 p.m.

3.2.5 – Competitive
Pressing Issues in International Organizational Behavior II: Leaders, Followers and Teams
Room: Drayton
Time: 10:30 a.m. - 12:00 p.m.

3.2.6 – Workshop
MNC Affiliates’ Global Leadership Roles
Room: Beauregard
Time: 10:30 a.m. - 12:00 p.m.

3.2.7 – Workshop
Economic Liberalization in Emerging Markets: The Good News and the Bad News
Room: Hampton
Time: 10:30 a.m. - 12:00 p.m.

3.2.8 – Symposium
Understanding National and Global Institutional Contexts for Innovation
Room: Ashley Cooper
Time: 10:30 a.m. - 12:00 p.m.

Boone Hall Plantation Gala Event
Tour of the Plantation, Lowcountry-Style Luncheon, live traditional music, and much more fun!
(Buses leave from Charleston Place between 11:45 a.m.- 12:30 p.m.)
Venue: Boone Hall Plantation
Time: 12:00 p.m. - 4:00 p.m.
SATURDAY, NOVEMBER 20

Junior Faculty Consortium
Room: Drayton Time: 10:00 a.m. - 4:00 p.m.
Chair: Jan Hack Katz, Cornell University
Speakers:
  Nakiye Boyacigiller, San Jose State University
  Ravi Ramamurti, Massachusetts Institute of Technology
(enrolled participants only, light lunch provided)

Coffee Break
Time: 2:30 a.m. - 3:00 p.m.

Pre-conference teaching workshop
Internet Based Teaching Opportunities: Education for Managing in Emerging Economies
Room: Jenkins King Time: 1:00 p.m. - 2:30 p.m.
Panelists:
  Hildy J. Teegen, The George Washington University
  Guy Pfefferman, International Finance Corporation
  Michael Radnor, Northwestern University

Saturday - 3:00 p.m. - 4:30 p.m.

Pre-conference teaching workshop
Internet Based Teaching Opportunities: Experiential Projects and Internet Activities for Global Marketing
Room: Beauregard Time: 3:00 p.m. - 4:30 p.m.
Panelists: Les Dlabay, Lake Forrest College

Saturday - 5:00 p.m. - 6:00 p.m.

AIB Fellows Panel
Recognition of Richard Caves as Eminent Scholar
Room: Live Oak Time: 5:00 p.m. - 6:00 p.m.
Chair: Alan M. Rugman, Templeton College, Oxford University
Discussant: Richard Caves, Harvard University
Caves’ Contribution to International Management
  Stephen Guisinger, The University of Texas at Dallas
Caves’ Contribution to Public Policy Towards International Business
  Robert T. Kudrle, University of Minnesota

Saturday - 6:15 p.m. - 8:00 p.m.

Presidential Reception
Opening Reception of the 1999 AIB Meeting
Room: Ballroom Time: 6:15 p.m. - 8:00 p.m.
**SUNDAY, NOVEMBER 21**

### Chapter Chairs’ Breakfast Meeting

Room: 2-L  
Time: 7:00 a.m. - 8:30 a.m.  
*(AIB Chapter Chairs and Executive Board Members)*

### Sunday - 8:30 a.m. - 10:00 a.m.

#### 1.1.1 – Opening Plenary

**The Janus Face of Globalization**

Room: Cypress  
Time: 8:30 a.m. - 10:00 a.m.  
Chair: Stefanie Lenway, University of Minnesota  
Panelists:
- Yves Doz, INSEAD  
- Lorraine Eden, Texas A&M University  
- Steven Kobrin, University of Pennsylvania  
- John Stopford, London School of Business

**Coffee Break**

Time: 10:00 a.m. - 10:30 a.m.

### Sunday - 10:30 a.m. - 12:00 p.m.

#### 1.2.1 – Symposium

**Asian Management Systems Coping With Turbulence: Implications for International Management and Organization Theory**

Room: Jenkins King  
Time: 10:30 a.m. - 12:00 p.m.  
Chair: Kaz Asakawa, Keio University  
Panelists:
- De-institutionalization of Japanese Management System  
- Facing the Economic Crisis: Beyond Isomorphism toward Strategic Differentiation  
  - Kaz Asakawa, Keio University  
- Chaebols at a Crossroads: Economic Crisis and Corporate Restructuring of Chaebols in Korea  
  - Jaeyong Song, Columbia University  
- Adaptation to China as a Complex System  
  - John Child, Cambridge University and University of Hong Kong  
- MNCs in Asia-Pacific: Long Term and Crisis Strategies  
  - George Yip, Cambridge University  
- Organizational Adaptation to Asian Crisis: Implications for International Management and Organization Theory  
  - Eleanor Westney, Massachusetts Institute of Technology

#### 1.2.2 – Symposium

**Women, International Careers and Global Leadership: Recent Research Evidence from Across the World**

Room: Beauregard  
Time: 10:30 a.m. - 12:00 p.m.  
Chair: Sully Taylor, Portland State University  
Discussant: Nancy K. Napier, Boise State University  
*The Women’s Global Leadership Forum: A Case Study of Developing Global Women Leaders*
  - Nancy Adler, McGill University  
*All Equal? The Importance of Context-Empirical Evidence about Male and Female Expatriates from the German Clothing Industry*
  - Wolfgang Mayrhofer, Wirtschaftsuniversität Wien, Austria  
  - Hugh Scullion, University of Nottingham Business School  
*Experiences of Women Professional Abroad: Comparisons Across Japan, China and Turkey*
  - Sully Taylor, Portland State University  
*Female Expatriates in International Management*
  - Iris Fischlmayr, Johannes Kepler University, Linz  
  - Oya Culpan, WCUPA

#### 1.2.3 – Competitive

**Change Drivers: Institutional and Technological Innovation in the MNC**

Room: 2-H  
Time: 10:30 a.m. - 12:00 p.m.  
Chair: Yair Aharoni, Rector, College of Management, Tel Aviv, Israel  
Discussant: Udo Zander, Stockholm School of Economics  
*Cooperative R&D in Japan and Korea: A Comparison of Industrial Policy*
  - Mariko Sakakibara, University of California, Los Angeles  
  - Dong-Sung Cho, Seoul National University  
*How do Firms Evolve? The Changing Scale, Scope and Technological Influences of Semiconductor Subsidiaries*
  - Paul Almeida, Georgetown University  
  - Anupama Phene, The University of Texas at Dallas  
*Functional versus Capability-oriented Innovation Management in Multinational Firms*
  - Walter Kuenmerle, Harvard Business School  
  - Richard S. Rosenbloom, Harvard Business School
Institutions As Knowledge Brokers: A Comparative Study of Innovation In Biotechnology In The United States And France
Michelle Gittelman, New York University

1.2.4 – Competitive
Emerging Market Stock Price Behavior: Contagation, Openness, IPO, and Accounting Standards
Room: Colleton Time: 10:30 a.m. - 12:00 p.m.
Chair: Stefan Robock, Columbia University
Discussant: Reid W. Click, George Washington University

Contagion Effects From The 1994 Mexican Peso Crisis: Evidence from Chilean ADRS
Ike Mathur, Southern Illinois University
Kimberly C. Gleason, University of Akron
Selahattin Diboglu, Southern Illinois University
Manohar Singh, University of New South Wales

The Degree of Openness of Emerging Economies and their Stock Market Performance
Manli Zhang, The American University

The Aftermarket Performance of Privatization Offerings in Developing Countries
Narjess Boubakri, Ecole des Hautes Etudes Commerciales
Jean-Claude Cosset, Universite Laval

Assessing the Acceptability of International Accounting Standards in the U.S.: an Empirical Study of the Materiality of US GAAP Reconciliations by Non-US Companies Complying with IASC Standards
Donna Street, James Madison University
Nancy Nichols, James Madison University
Sidney Gray, University of New South Wales

1.2.5 – Workshop
The Causes and Consequences of Effective Joint Ventures
Chair/Discussant: Jean-Francois Hennart, Tilberg University
Room: Drayton Time: 10:30 a.m. - 12:00 p.m.

International JVs Cooperation, Competition And The Longevity Of Stakes In Joint Ventures: A Value Creation Approach
África Ariño, Universidad de Navarra
Esteban García-Canal, Universidad de Oviedo
Ana Valdés, Universidad de Oviedo

Contract Completeness in International Joint Ventures: An Empirical Analysis of its Contingencies and Consequences
Yadong Luo, University of Hawai’i
Oded Shenkar, Ohio State University
Mee-kau Nyaw, Lingnan College

Parent Firms’ Capabilities And Control in Joint Ventures: A Dynamic Perspective
Chang B. Choi, The University of Western Ontario
Louis Hébert, The University of Western Ontario

Ownership/Control Asymmetry and IJV Performance in China: The Moderation of Effective Monitoring
Wei-Ru Chen, Purdue University
Ming-Je Tang, National Taiwan University
Chang Kao, Chung-Hua Institution for Economic Research

How ‘Joint’ Should a Joint Venture Be? Japanese Foreign Subsidiary Survival in the U.S.
Andrew Delios, Hong Kong University of Science and Technology
Paul W. Beamish, University of Western Ontario

Strategic Alliances in the Business Information Industry: An Empirical Investigation of Financial Performance
Sumit K. Kundu, Saint Louis University

1.2.6 – Workshop
Current Issues in International OB/HRM
Room: Edmunds Time: 10:30 a.m. - 12:00 p.m.
Chair: Kamlesh Mehta, St. Mary’s University
Discussant: Tatiana Kostova, University of South Carolina

Reducing Global Organizational Ignorance: A Staffing Solution
Michael Harvey, University of Oklahoma
Milorad M. Novicevic, University of Oklahoma

Pluralistic Orientation in Strategic International Human Resource Management
Milorad M. Novicevic, University of Oklahoma

Expatriates and Expatriate Reduction: An Examination of Staffing Patterns in the Maquiladoras
John Sargent, The University of Texas Pan American
Linda Matthews, The University of Texas Pan American

The Cultural Dimension of Trust: A Study of the Effects of Individualism-Collectivism or Trust and Cooperation
Mourad Dakhli, University of South Carolina

Organizational Commitment: A Cross-Cultural Perspective
Arzu Ilsev, University of South Carolina
Subsidiary General Manager Compensation
Ingmar Björkman, INSEAD and Swedish School of Economics
Patrick Furu, Swedish School of Economics, Helsinki, Finland

1.2.7 – Workshop
Social Networks, Multinational Teams, and Learning
Room: Hampton Time: 10:30 a.m. - 12:00 p.m.
Chair/Discussant: Jane Salk, ESSEC and Richard Peterson, University of Washington
Social Capital, Social Networks and International Management: A View of Multinational Teams in a Multinational Corporation
Nicholas Athanassiou, Northeastern University
Martha Maznevski, University of Virginia
Lena Zander, Stockholm School of Economics
Do as the Romans? A General Theory of Leadership Behaviors and Outcomes in Dyadic Intercultural Work Relationships
Donald Ferrin, SUNY Buffalo
Top Management Teams and Internationalization: A Conceptual Model
Davina Vora, University of South Carolina
Culture-General Understanding of Moral Judgement: Adapting Moral Intensity with Individualism-Collectivism
Kevin Au, Chinese University of Hong Kong
Kent E. Neupert, Chinese University of Hong Kong
Carolina Gomez, Towson University
Paula Rechner, University of Houston
Justice, Like Beauty, is in the Eye of the Beholder: An Exploration into the Interaction of Cross-National Values and Organizational Justice Perceptions and its Effect on Cross-National Team Evaluation and Compensation
Brenda Richey, Florida Atlantic University
Catherine Tyler, Florida Atlantic University
Learning at Work? Short and Long-Term Learning by Japanese MNEs in Australian Manufacturing
Stephen J. Nicholas, University of Melbourne
William Purcell, University of New South Wales

1.2.8 – Symposium
Decision-Making Frameworks for International Strategic Marketing Management
Room: Ashley Cooper Time: 10:30 a.m. - 12:00 p.m.
Chair: Amanda J. Broderick, Aston University
Discussant: Adamantios Diamantopoulos, Loughborough University

Panelists:
A Holistic Framework for International Marketing Mix Decisions
T.C. Melewar, Warwick University
Amanda J. Broderick, Aston University
John Saunders, Aston University
Utilizing Captious Cues in International Marketing Strategy Decisions
Rene D. Mueller, College of Charleston
Amanda J. Broderick, Aston University
Decisions to Act and React: A Relationship Model of the International Joint Venture
Charles Chi Cui, University of Manchester
Global Sourcing Strategy: A Strategic-Alliance Based Framework
Janet Y. Murray, Cleveland State University

Posters with light lunch
New Frontiers in International Business Research
Room: Live Oak Time: 12:00 p.m. - 1:30 p.m.
Chair: Lawrence Katzenstein, University of Minnesota

Assessing Risk
Isomorphic Experts? An Institutional Perspective on Foreign Investment Risk Assessment
Omar R. Malik, Eli Broad Graduate School of Management, Michigan State University
Gerry McNamara, Eli Broad Graduate School of Management, Michigan State University
Paul Vaaler, Tufts University
The Survival of International New Ventures
Ram Mudambi, Case Western Reserve University
Motivations and Risks in International Licensing: A Review and a Research Agenda
Sandra Mottner, Old Dominion University
James P. Johnson, Old Dominion University
Herd But Not Seen? Speculator Behavior and Financial Turmoil
Robert J. Weiner, George Washington University
Dividend Policies - A Comparison Between Market-Based Systems and Relationship-Oriented Systems
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<td>Impact of National Culture on Transfer of Technology: Demand Side</td>
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<td>A Janus-Faced Evolution of International Business Transformation: An Ontological View of Czech Firms</td>
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<td>Factors Affecting Successful Transition: From Command to Market Economy</td>
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<td>Financial Aspects of the Multinational Firm: A Synthesis</td>
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<td>An Empirical Analysis of Non-U.S. Annual General Meeting as a Disclosure Medium: A Price and Trading Volume Approach</td>
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| Guanxi: A Comparison of Mainland and Overseas Chinese Perspectives |
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| Paul Ellis, Hong Kong Polytechnic University |
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| Peter S. Davis, The University of Memphis |
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Ike Mathur, Southern Illinois University
Manohar Singh, University of New South Wales

Paul Verdin, KULeuven and INSEAD
Nick Van Heck, Sander & Company Management Development

Correlates of Intellectual Property Violation
Ilkka A. Ronkainen, Georgetown University
José-Luis Guerrero-Cusumano, Georgetown University

Cultural Protectionism
C. Christopher Baughn, Boise State University
Mark A. Buchanan, Boise State University

Global Good Governance in the Age of Globalization: Issues and Policy Implications
Brigitte Lévy, University of Ottawa

Globalization and the Environment: The Role of Non-Governmental Pressures
Petra Christmann, University of Virginia
Glen Taylor, University of Hawai‘i at Manoa

Weak Links in the World Wide Web: The Janus Face of Electronic Commerce
John W. Clarry, Montclair State University

The Impact of the European Data Directive on International Business
Melanie Jones, University of Cincinnati
Raj Mehta, University of Cincinnati

Foreign Entry Mode and FDI

The Contingency Framework of Foreign Entry Mode Decisions: A Review and Critique
Tao Gao, Hofstra University

Foreign Market Entry Mode Choice: Small and Medium-Sized Greek Firms in Eastern Europe
George Nakos, Clayton College and State University
Keith D. Brouthers, University of East London
Robert C. Moussetis, North Central College

Marketing

An Application of Strategic Reference Point Theory in an International Marketing Environment
Matthew B. Myers, University of Oklahoma

An Investigation of Product Related Variables on Exporters’ Decision of Degree of Channel Integration
Matthew O’Brien, University of Oklahoma
Matthew B. Myers, University of Oklahoma

Economic Animosity in Germany’s Neue Länder
Wolfgang Hinck, The University of Texas-Pan American
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The Effect of Headquarters-Subsidiary Marketing Communication on Global Brand Image
Deborah Colton-Hebert, University of South Carolina

Corporate Choices, Social Consequences: The Janus Face of International Advertising
Victoria Jones, Fundacao Getulio Vargas, Sao Paulo

The Moderating Effects of Cultural Variations on the Formation of Attitudes Toward Advertising in General: The Case of Poland and the United States
Piotr Chelminski, University of Connecticut

Human Resources

Changing Mindsets for Global Participation: Using Associative Group Analysis to Study Changes in Cognitive Patterns in Poland from 1989 to 1997
Tomasz Mroczkowski, American University
Richard G. Linowes, American University
Alajzy Novak, Warsaw University

Use of Political Influence Behavior Among U.S. and Asian Employees: From a Career Management Perspective
M. Jane Crabtree, University of Dubuque

Instrumentalism and Humanism in Management Values: A Seven Nation Study
Terence Jackson, EAP European School of Management
Cindy David, EAP European School of Management
Satish Deshpande, Western Michigan University
Janice Jones, The Flinders University of South Australia
Jacob Joseph, University of Alaska
K.F. Lau, Lingnan College
Ken Matsuno, Babson College
Chiaki Nakano, Reitaku University
Hun-Joon Park, Yonsei University
Joanna Piorunowska-Kokoszko, University of Lodz
Iwao Taka, Reitaku University
Hideki Yoshiwara, Kobe University
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Ana Maria Rossi, Clinica De Stress E Biofeedback
Guenther Vollmer, Hochshule fur offentiche Verwaltung
Moureen Tang, Lingnan College FU/TEI
Alan Wallace, International University of Japan
Pamela L. Perrewé, Florida State University
Mina Westman, Tel Aviv University
Isabelle Maignan, Florida State University
Paulina Wan, Lingnan College FU/TEI
Cheryl Van Deusen, University of North Florida

Managerial Attitudes Toward Technology and Innovation in Subsidiaries of Multinational Corporations
Pedro David Pérez, Rensselaer Polytechnic Institute

Organizational Citizenship Behavior and Service Quality in Korea. A 360 Degree Perspective
Judith A. Tansky, The Ohio State University
Kibok Baik, Kookmin University
Marion M. White, James Madison University

Strategic Human Resource Management in International Joint Ventures
J. Michael Geringer, California Polytechnic University
Colette A. Frayne, California Polytechnic University

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1.3.1 – Symposium
Exploring the Janus Nature of Integration and Responsiveness

Room: Jenkins King Time: 1:00 p.m. - 2:30 p.m.

Chair: Thomas Murtha, University of Minnesota
Discussant: Yves Doz, INSEAD

Sources and Consequences of Team-Level Integrative-Responsiveness Pressures
Mary E. Zellmer-Bruhn, University of Minnesota
Cristina B. Gibson, University of Southern California

Balancing the Competing Demands of Global Integration and Local Responsiveness: The Role of Human Resource Management
Schon Beechler, Columbia University
Sully Taylor, Portland State University
Nakiye Boyacigiller, San Jose State University

Subsidiary Integration and the Theory of Entrepreneurship: Implications for Local Responsiveness and Global Integration
Julian Birkinshaw, London Business School

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1.3.2 – Competitive
Country Specific Capabilities: The Impact of Embeddedness on Firm Performance

Room: 2-L Time: 1:00 p.m. - 2:30 p.m.

Chair: Tagi Sagafi-negad, Loyola College, Maryland
Discussant: Adrian Tscheogl, University of Pennsylvania

Institutional Context, Structural Adjustment, and Diversification of the Korean Chaebol

Room: 2-L Time: 1:00 p.m. - 2:30 p.m.

Chair: Tagi Sagafi-negad, Loyola College, Maryland
Discussant: Adrian Tscheogl, University of Pennsylvania

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1.3.3 – Competitive
The Role of Social Capital in MNC Management

Room: 2-L Time: 1:00 p.m. - 2:30 p.m.

Chair: Tina Dacin, Texas A&M University
Discussant: Jean-Luc Arregle, EDHEC

Formation of Relational Capital in the Foreign Subunit of the Multinational Enterprise
Tatiana Kostova, University of South Carolina
Kendall Roth, University of South Carolina

Choosing Partners: The Influence of Japanese Domestic Interfirm Networks on Japanese Initial Entry into North America by Cooperative Ventures
Soonkyoo Choe, Kookmin University

Organizational Social Capital: An Institutional and Cultural Perspective
Mourad Dakhli, University of South Carolina
Diaspora Interest in Homeland Investment
Kate Gillespie, The University of Texas at Austin
Liesl Riddle, The University of Texas at Austin
Edward Sayre, The University of Texas at Austin
David Sturges, The University of Texas-Pan American

1.3.4 – Symposium

Welcome to Euroland
Room: Colleton  Time: 1:00 p.m. - 2:30 p.m.
Chair: Gunter Dufey, University of Michigan and WHU-Koblenz

Macroeconomic Aspects
Michael Frenkel, WHU-Koblenz, Otto Beisheim Graduate School

Impact on Financial Markets
Gunter Dufey, University of Michigan and WHU-Koblenz

Challenges for Corporate Financial Management
Laurent L. Jacque, Tufts University

1.3.5 – Competitive

Is Globalization For Real?
Room: Drayton  Time: 1:00 p.m. - 2:30 p.m.
Chair: Jonathan Doh, American University

Discussants:
Donald Lessard, Massachusetts Institute of Technology
Carol Jacobson, Purdue University

Globaloney or Globalization
Barbara Parker, Seattle University

Labor Lawsuits: Evidence of a Liability of Foreignness for Foreign Subsidiaries Operating in the United States
John M. Mezias, University of Miami

A Multi-Level Analysis of Privatization In Emerging Economies
Ravi Ramamurti, Massachusetts Institute of Technology

From Confrontation to Cooperation: An Examination of Emerging Interaction Between Multinationals and Organizations in Transition Economies in the 21st Century
Ben L. Kedia, The University of Memphis
C. Clay Dibrell, The University of Memphis
Paula D. Harveston, The University of Memphis

1.3.6 – Workshop

Firm Transformation in Emerging Markets
Room: Hampton  Time: 1:00 p.m. - 2:30 p.m.
Chair/Discussant: Alojzy Z. Novak, Warsaw University

Competitive Strategies Of Firms From Developing Countries: A Conceptual Framework
Omar R. Malik, Michigan State University
Preet S. Aulakh, Temple University

Toward the Latin American Regiocentric Corporation
Fernando Robles, The George Washington University

Post-Walesa Poland Systemic Changes Impact On The Business Environment
Richard J. Hunter, Jr., Seton Hall University
Leo V. Ryan, DePaul University

The Janus Face of Globalisation: Strategic Inertia in Privatized Firms of the Former Soviet Union
Trevor Buck, De Montfort University
Igor Filatotchev, University of Nottingham
Mike Wright, University of Nottingham
Vladimir Zhukov, University of Nottingham

The Pitfalls of Privatization: Another Look at Economic Reform in the Transition Economies of Central and Eastern Europe
Hugh Cannon, Wayne State University
Attila Yaprak, Wayne State University
Irene Mokra, Wayne State University

The Political Economy of Singaporean Investments in China
Henry Wai-Chung Yeung, National University of Singapore

1.3.7 – Workshop

Managing R&D Across National Innovation Systems
Room: Edmunds  Time: 1:00 p.m. - 2:30 p.m.
Chair/Discussants:
Jose Santos, Catholic University at Porto and INSEAD
Kaz Asakawa, Keio University

The MNC As A Differentiated Network: Subsidiary Technology Embeddedness And Performance
Ulf Andersson, Uppsala University
Mats Forsgren, Stockholm School of Economics
Torben Pedersen, Copenhagen Business School

R&D Centers Of Excellence In Canada
Scott Ensign, University of Western Ontario
Julian Birkinshaw, London Business School
Tony Frost, University of Western Ontario
Can High-Technology Industries Prosper in Germany? Institutional Frameworks and the Evolution of the German Software and Biotechnology Industries
Steven Casper, Social Science Center Berlin
Mark Lehrer, University of Rhode Island
David Soskice, Social Science Center Berlin

Life and Death Under Reform: A Comparison of Transition Strategy and National Industry Competitiveness
Greg Linden, University of California
Steven White, Hong Kong University of Science and Technology
James Chenbo Zhong, Hong Kong University of Science and Technology

The Janus Face of Innovation: Technology Diffusion Management through Institutional Innovation in East Asia
John A. Mathews, Macquarie University

Determinants and Impacts of Global R&D: A Country Level Investigation of U.S. R&D Abroad
Gary K. Jones, George Washington University
Hildy J. Teegen, George Washington University

1.3.8  –  Symposium
Global Business and World Politics: The Rise and Development of International Telegraphy in the Far East Since the 1870s
Room: Ashley Cooper  Time: 1:00 p.m. - 2:30 p.m.
Chair: Steen Thomsen, Aarhus School of Business
Discussant: Cliff Wymbs, Baruch College, CUNY
The Telegraph in Nineteenth-Century China: Political and Cultural Issues of Technological Modernization
Erik Baark, Hong Kong University of Science and Technology
Submarine Cables and the Emerging Japanese Empire 1871-1914
Daqing Yang, The George Washington University
Telegraphs in China: Start of the Western Race for Concessions in Railways and Finance 1881-1886
Ole Lange, Copenhagen Business School
The Great Northern Telegraph Company: Neutrality and “the Political Imperative” in International Telecommunications
Kurt Jacobsen, Copenhagen Business School

Coffee Break  Time: 2:30 p.m. - 3:00 p.m.

1.4.1  –  Symposium
Regionalism, Globalization and MNE-State Relations: New Views From IB and IPE
Room: Jenkins King  Time: 3:00 p.m. - 4:30 p.m.
Chair: Duane Kujawa, University of Miami
Discussants:
Robert Grosse, Thunderbird-AGSIM
Jeffrey Hart, Indiana University

Multinational Enterprises and the End of Globalization,
Alan M. Rugman, Oxford University

Insiders, Outsiders and MNE-Host Country Bargains: A Case Study of the Automotive Industry in Canada
Lorraine Eden, Texas A&M University
Maureen Appel Molot, Carleton University
The 1997 East Asian Crises: Implications for IPE-IB Research
Aseem Prakash, George Washington University

1.4.2  –  Symposium
Coping with Globalization: Bridging Theory and Practice with Collaboration
Room: 2-L  Time: 3:00 p.m. - 4:30 p.m.
Chair: Orjan Solvell, Stockholm School of Economics
Discussants:
Udo Zander, Stockholm School of Economics
Hakan Ledin, Millicom International Cellular S.A.

Panelists:
Anisya S. Thomas, Stockholm School of Economics
Peter Hagstrom, Stockholm School of Economics
Martha Maznevski, University of Virginia
Julian Birkinshaw, London Business School

1.4.3  –  Competitive
The Two Faces of Marketing: Standardization vs. Adaptation
Room: Drayton  Time: 3:00 p.m. - 4:30 p.m.
Chair: Vern Terpstra, University of Michigan
Discussant: Bernard Simonin, Tufts University
Image of the Country of Origin and International Performance: A Contribution to the Debate Standardisation or Adaptation
Jacques Liouville, Université Robert Schuman
Global Standardization as a Success Formula for Marketing in Central Eastern Europe?
Arnold A. Schuh, Wirtschaftsuniversität Wien

Balancing Standardization and Adaptation of Global Products: An Empirical Examination from a Knowledge Integration Perspective
Mohan Subramaniam, University of Connecticut

International Venturing, Transactions Costs and the Market for Transactions
Peter W. Liesch, The University of Queensland
Gary A. Knight, Florida State University

1.4.4 – Competitive Session

International Corporate Finance I
Room: Colleton Time: 3:00 p.m. - 4:30 p.m.
Chair: Bernard Yeung, New York University
Discussant: Donald Lessard, Massachusetts Institute of Technology

Reid W. Click, George Washington University
Paul Harrison, Federal Reserve Board

The International Control Conundrum with Exchange Risk: An EVA Framework
Laurent L. Jacque, Tufts University
Paul Vaaler, Tufts University

International Focus Enhancing Strategies: The Evidence from Divestments of Foreign Assets by U.S. Firms
Kimberly C. Gleason, University of Akron
Ike Mathur, Southern Illinois University
Manohar Singh, University of New South Wales

Why Do U.S. Firms Choose Global Equity Offerings?
Congsheng Wu, University of Bridgeport
Chuck C.Y. Kwok, University of South Carolina

1.4.5 – Workshop

Alternative Transformations: The Many Faces of Global Strategy
Room: Edmunds Time: 3:00 p.m. - 4:30 p.m.
Chair/Discussant: Marc Ventresca, Northwestern University

Causes And Effects Of Resource Redeployment In Domestic And Cross-Border Acquisitions
Jaideep Anand, University of Michigan Business School
Laurence Capron, INSEAD
Will Mitchell, University of Michigan Business School

A Proposed Methodology For The Study Of International Diversification
Marisa Ramírez Alesón, Universidad de Zaragoza
Manuel Antonio Espitia Escuer, Universidad de Zaragoza

Context And Product Based Diversification Strategies of U.S. MNCS
Kimberly C. Gleason, University of Akron
Ike Mathur, Southern Illinois University
Manohar Singh, University of New South Wales

A Research on the Effects of Ownership Structure on Diversification Strategy: Empirical Analysis of Korean Firms
Ki-Sung Park, Seoul National University
Dong-Sung Cho, Seoul National University

International Market Diversity and Firm Performance: Evidence from the Food Industry
Ramdas Chandra, Concordia University
Naomi A. Gardberg, New York University

1.4.6 – Workshop

An Alliance is an Alliance is an Alliance (or is it?)
Room: Beauregard Time: 3:00 p.m. - 4:30 p.m.
Chair/Discussant: Akbar Zaheer, University of Minnesota

The Effects of the Degree of Industry Globalization on International Alliance Formation and Performance
Jong-Hun Park, City University of Hong Kong
Kwangsoo Kim, City University of Hong Kong

Mexican Firm Perspectives on Alliance Achievement: Issues of Governance and Trust
Hildy Teegen, The George Washington University

Strategic Alliances and Rival Firm Value
Jong-Hun Park, City University of Hong Kong
Anming Zhang, City University of Hong Kong
Namgyoo K. Park, New York University

Alliance Formation in the Biotechnology Industry: Impact of Base and Scope of Knowledge
Anupama Phene, The University of Texas at Dallas
Maria Hasenhutt, The University of Texas at Dallas

Shyam Kumar, University of Illinois at Urbana-Champaign
Soonkyoo Choe, Kookmin University
Tom Roehl, Western Washington University
Network Opportunities and Constraints in Japan’s Banking Industry: A Social Exchange Approach
William P. Wan, University of Oklahoma
Robert E. Hoskisson, University of Oklahoma

1.4.7  -  Workshop

Foreign Direct Investment: Entry, Location, Human Capital and Knowledge Flows
Room: Hampton  Time: 3:00 p.m. - 4:30 p.m.
Chair/Discussant: Jose Campa, New York University

Foreign Firm Entry in Portugal: An Application of Event Count Models
Natália Barbosa, Universidade do Minho
Paulo Guimarães, Universidade do Minho
Douglas Woodward, University of South Carolina

Location Advantages of Foreign Direct Investment in East Asia
Jung-Soo Seo, University of New South Wales
Chung-Sok Suh, University of New South Wales

The Role of Human Capital in Foreign Direct Investment
Juan Alcacer, University of Michigan

Knowledge Flows in International Constellations
Benjamin Gomes-Casseres, Brandeis University
John Hagedoorn, University of Maastricht
Adam Jaffe, Brandeis University

The Effect of Agency Problems on Foreign Entry Mode Choices, Relative Share Ownership, Shareholder Wealth, and Joint Venture Stability
H. Young Baek, University of South Carolina
Chuck C.Y. Kwok, University of South Carolina

1.4.8  –  Symposium

Human Resources and Organizational Change in Transition Economies: What Did We Learn from the Last 10 Years?
Room: Ashley Cooper  Time: 3:00 p.m. - 4:30 p.m.
Chair: Vladimir Pucik, IMD, Lausanne

Studying Organizational Culture and Effectiveness in Russia: Can Results from Foreign-Owned and Local Firms be Compared?
Daniel Denison, IMD, Lausanne
Carl F. Fey, Stockholm School of Economics

Ten Years Later: A Comparative Perspective on HRM Issues in Foreign-Affiliated Firms in Central and Eastern Europe
Sonia Ferencikova, University of Economics, Bratislava

Transforming Organizations in the CEE Region: Revisiting Hopes and Expectations
Vladimir Pucik, IMD, Lausanne

When Institutions Dissolve: The Challenge of Change During Crisis
Karen Newman, University of Richmond

Sunday  -  4:45 p.m. - 6:15 p.m.

1.5  –  Plenary Session

Celebrating Ray Vernon (1913 - 1999)
Room: Cypress  Time: 4:45 p.m. - 6:15 p.m.
Chair: José de la Torre, UCLA

Panelists:
Lorraine Eden, Texas A&M University
Subramanian Rangan, INSEAD
Ted Moran, Georgetown University
Louis Wells, Harvard University
Lynn K. Mytelka, Director, Division on Investment, Technology and Enterprise Development [DITE], UNCTAD and Carleton University
MONDAY, NOVEMBER 22

2.1 – Plenary Session

Reframing Globality
Room: Cypress Time: 8:30 a.m. - 10:00 a.m.
Chair and Commentator: C.K. Prahalad, University of Michigan
Speaker: Ron Mitsch, Vice Chairman and Executive Vice President, 3M (retired)

Coffee Break
Time: 10:00 a.m. - 10:30 a.m.

2.2.0 – Symposium

R&D Globalisation: MNCs Learning from Multiple Locations
Room: Edmunds Time: 10:30 a.m. - 12:00 p.m.
Chair: Yves Doz, INSEAD
Participants:
Kaz Asakawa, Keio University
Alexander Gerybadze, University of Hohenheim
Walter Kuehmerle, Harvard Business School
Jose Santos, Catholic University of Porto and INSEAD

2.2.1 – Competitive

History in the Future of International Business
Room: Jenkins King Time: 10:30 a.m. - 12:00 p.m.
Chair/Discussant and Distinguished Speaker: Geoffrey Jones, University of Reading

History in the Future of International Business
Geoffrey Jones, University of Reading

Anglo-American Contributions to Japanese and German Corporate Governance After World War II
Trevor Buck, De Montfort University

Back to the Future: The History of FDI in the U.S. Telecommunications Industry
Cliff Wymbs, Baruch College, CUNY

They That Live by the Sword Trade by the Sword: Multinational Trade and Enterprise in Republican Rome: 775-27 B.C.
Karl Moore, Oxford University

2.2.2 – Symposium

The Future of the Global Business Civilization
Room: 2-L Time: 10:30 a.m. - 12:00 p.m.
Chair: Lee Preston, University of Maryland
Discussant: Jean Boddewyn, Baruch College, CUNY

Whither Global Capitalism?: From Euphoria, to Globophobia, To … … ?
John Dunning, Rutgers University

Whither the MNC in the Emerging Global Civilization
Howard Perlmutter, University of Pennsylvania

2.2.3 – Competitive

Clusters and MNC Strategy
Room: 2-H Time: 10:30 a.m. - 12:00 p.m.
Chair: Avraham Meshulach, Hebrew University
Discussant: Carlos Garcia Pont, ISEE, Spain

How Firms Grow: Clustering as a Dynamic Model of Internationalization
Elizabeth T. Maitland, University of Melbourne
Stephen J. Nicholas, University of Melbourne
Elizabeth L. Rose, University of Auckland

Upgrading of Industry Clusters and Foreign Investment
Julian Birkinshaw, London Business School

Industrial Districts, Firm Specialization (and Performance): A Study of Taiwan’s Machine Tool Industry
Jonathan Brookfield, University of Pennsylvania

Neo-Marshallian Nodes in Global Networks: The Global and the Local in Competitiveness of Media Firms in Central London
Lilach Nachum, Cambridge University
David Keeble, Cambridge University

Robert D. Stephens, West Virginia University
2.2.4 – Competitive

Pressing Issues in International Organizational Behavior, Communication, Culture, and Change

Room: Colleton  Time: 10:30 a.m. - 12:00 p.m.

Chair: Bruce McKern, Monash Mt. Eliza Business School

Discussants:
- Malika Richards, Drexel University
- Greg Hundley, Purdue University

National Cultural Values and the Evolution of Process and Outcome Discrepancies in International Strategic Alliances
- Rajesh Kumar, The Aarhus School of Business
- Kofi O. Nti, Pennsylvania State University

Cross-Cultural Communication in a Negotiation Situation: A Comparison of Low and High-Context Communication Styles
- Andre A. Pekerti, The University of Auckland
- David C. Thomas, Simon Fraser University

Responses to Declining Job Satisfaction: Variations Across Four National Cultures
- David C. Thomas, Simon Fraser University
- Kevin Au, The Chinese University of Hong Kong

The Effect of Human Resource Management Practices on Firm Performance in Russia
- Carl F. Fey, Stockholm School of Economics
- Ingmar Björkman, Swedish School of Economics
- Antonina Pavlovskaya, LETI, Lovanium International School of Management

Managing the Marketing Function Globally: An Examination of the Relationships Between Headquarters and Foreign Subsidiary Marketing Operations
- Kelly Hewett, University of Connecticut
- William O. Bearden, University of South Carolina

Diversification and Market Entry Choices in the Context of Foreign Direct Investment
- Ram Mudambi, Case Western Reserve University
- Susan McDeeowul Mudambi, John Carroll University

2.2.5 – Competitive

The Global Marketing Function

Room: Drayton  Time: 10:30 a.m. - 12:00 p.m.

Chair: Donald Gibson, Macquarie University

Discussant: James M. Hagen, Cornell University

An Extended Model of Global Marketing
- Sunil Venaik, University of Western Sydney
- David F. Midgley, INSEAD
- Timothy M. Devinney, University of New South Wales

Segmenting the Industrial Services Market in the U.S. and Japan: Effects of Organization Characteristics, Purchase Process, and Buying Situations on New Entrants’ Purchases
- Martin S. Roth, University of South Carolina
- R. Bruce Money, University of South Carolina
- Thomas J. Madden, University of South Carolina

2.2.6 – Competitive

Richard N. Farmer Dissertation Award Finalists

Room: Beauregard  Time: 10:30 a.m. - 12:00 p.m.

Chair: Kendall Roth, University of South Carolina

Selection Committee:
- Raj Aggarwal, John Carroll University
- Nakiye Boyacigiller, San Jose State University
- Jean-Francois Hennart, Tilburg University

Finalist: Manuel Becerra, Norwegian School of Management - BI

Nature, antecedents, and consequences of trust within organizations: A multilevel analysis within the multinational corporation
- Degree: The University of Maryland at College Park
- Advisor: Anil K. Gupta

Finalist: Witold Jerzy Henisz, University of Pennsylvania

The institutional environment for international investment: Safeguarding against state-sector opportunism and opportunistic use of the state.
- Degree: University of California, Berkely
- Advisor: Oliver E. Williamson

Finalist: David N. McArthur, University of Nevada - Las Vegas

A grounded theory of international technology transfer within MNEs.
- Degree: University of South Carolina
- Advisor: Kendall Roth

Finalist: Johann Peter Murmann, Northwestern University

Knowledge and competitive advantage in the synthetic dye industry, 1850-1914
- Degree: Columbia University
- Advisor: Richard R. Nelson
2.2.7 – Workshop

Transcending Time and Space through Global Knowledge Management

Room: Hampton  Time: 10:30 a.m. - 12:00 p.m.

Chair/Discussants:
Alain Verbeke, University of Brussels
David Brock, University of Auckland

Culture, Climate, Learning and Change at the World Intellectual Property Organization
Michael P. Ryan, Georgetown University

Novel Industrial Property Protection for Sustaining International Competitiveness
Sara L. McGaughey, University of New South Wales
Peter W. Liesch, The University of Queensland
Duncan Poulson, University of Tasmania

Impact of Knowledge Base on Knowledge Transaction: Similarities and Differences in the Characteristics of Source and Recipient
Prescott C. Ensign, University of Western Ontario

Knowledge Transfer in the Multinational Corporation
Adva Dinur, Temple University
Robert D. Hamilton, Temple University
Andrew C. Inkpen, The American Graduate School of International Management

Knowledge Creation in the MNE: International Teams as Facilitators of Innovation
James Nebus, University of South Carolina

Time in the Internationalization Process
Anders Majkgard, Uppsala University
Kent Ericksson, Uppsala University
Jan Johanson, Uppsala University
D. Deo Sharma, Copenhagen Business School

2.2.8 – Symposium

Many Faces of the Emerging Financial Crises
Room: Ashley Cooper  Time: 10:30 a.m. - 12:00 p.m.

Chair: Jongmoo Jay Choi, Temple University
Discussant: Tom Pugel, New York University

Financial System Reform for Regrowth in Asia
Raj Aggarwal, John Carroll University

Chaebols and Industrial Organization Aspects of the Korean Economic Crisis
Dong-Sung Cho, Seoul National University

Financial Crises in Latin America
Robert Grosse, Thunderbird

The Four Faces of the Asian Financial Crisis: How to Cope with the Japan Problem, the China Problem, the Korean Problem and the Southeast Asia Problem
Masaaki Kotabe, Temple University

Monday - 12:00 p.m. - 2:00 p.m.

Awards Luncheon

Presentation of the International Executive of the Year Award, Farmer Dissertation Award, Dean of the Year, and other special recognitions
Room: Ballroom  Time: 12:00 p.m. - 2:00 p.m.
2.3.1 - Symposium

Foreign Direct Investment and the Challenge of Development: Findings of the UNCTAD World Investment Report 1999
Room: Jenkins King Time: 2:15 p.m. - 3:45 p.m.
Chair: Karl P. Sauvant, Chief, International Investment, Transnationals and Technology Flows Branch, UNCTAD Division of Investment, Technology and Enterprise Development
Mergers and Acquisitions, Strategic Partnerships and Knowledge-based Networks
Lynn K. Mytelka, Director, Division of Investment, Technology and Enterprise Development, UNCTAD, Geneva
Financial Resources for Development
Zbigniew Zimny, UNCTAD, Geneva
FDI and Employment Issues
Gabriele Köhler, UNCTAD, Geneva

2.3.2 - Symposium

Japanese Business Relationships: Continuity and Change in the Post Bubble Globalized Economy
Room: 2-L Time: 2:15 p.m. - 3:45 p.m.
Chair: Mark Fruin, San Jose State University
Buyer-Supplier Relationships in the Japanese Automotive Industry: The More Things Change…
Chris Ahmadian, Columbia University
Gregory Robbins, Columbia University
Post-Bubble Bloodbath? The Impact of Post-Bubble Economic Conditions on Japanese Divestments from the United States
Jean-François Hennart, Tilberg University
Ming Zeng, INSEAD
Tom Roehl, Western Washington University
Historical Analysis of Corporate Genealogy and Recent Merger and Acquisitions in Japan
Elizabeth L. Rose, University of Auckland
Kiyohiko Ito, University of Wisconsin

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2.3.3 - Symposium

Host Outcomes From FDI and Multinational Activity
Room: Beauregard Time: 2:15 p.m. - 3:45 p.m.
Chair: Tom Pugel, New York University
Mode, Size, and Location of Foreign Direct Investments and Industry Markups
Wilbur Chung, New York University
Tony Frost, University of Western Ontario
Technology Spillovers from Foreign Direct Investment in the Indian Pharmaceutical Industry
Susan Feinberg, University of Maryland
Sumit K. Majumdar, Imperial College of Science, Technology and Medicine
Assessing Legal Liabilities of Foreign Acquisitions in the U.S.
John M. Mezias, University of Miami
J. Myles Shaver, New York University

2.3.4 - JIBS Decade Award

Honoring the most influential article from the 1989 volume of the Journal of International Business Studies
Room: Colleton Time: 2:15 p.m. - 3:45 p.m.
Chair: Tom Brewer, University of Copenhagen
Control and Performance of International Joint Ventures Vol.20, No. 2, pp. 235-254
Presentation by Authors:
J. Michael Geringer, California Polytechnic University
Louis Hébert, The University of Western Ontario

2.3.5 - Symposium

Reforming the International Financial Architecture
Room: Drayton Time: 2:15 p.m. - 3:45 p.m.
Chair: James W. Dean, Western Washington University
Panelists:
Peter Clark, IMF
Thomas D. Willett, Claremont McKenna and Claremont Graduate Schools
John Murray, Chief, International Department, Bank of Canada
William F. Cline, Institute for International Finance
2.3.6 – Symposium
Advancing the Culture Concept: A Cross-Field Dialogue
Room: 2-H  Time: 2:15 p.m. - 3:45 p.m.
Co-Chairs:
Mary Yoko Brannen, San Jose State University
Nakiye Boyacigiller, San Jose State University
Panelists:
Daniel Denison, IMD
Susan Schneider, Universite de Geneve
Mary Jo Hatch, Cranfield School of Management

2.3.7 - Symposium
Research on International Entrepreneurship: Perspectives from Asia, Europe, and North America
Room: Hampton  Time: 2:15 p.m. - 3:45 p.m.
Chair: Ben Oviatt, Georgia State University
The Asian Perspective
Leo Paul Dana, Nanyang Technological University
The European Perspective
Marian Jones, University of Strathclyde
Stephan Young, University of Strathclyde
The North American Perspective
Richard Wright, McGill University
The International Entrepreneurship Knowledge Network
Hamid Etemad, McGill University

2.3.8 - Symposium
The PanAmerican Partnership for Business Education: Winners and Losers: Perspectives on NAFTA After Five Years
Room: Ashley Cooper  Time: 2:15 p.m. - 3:45 p.m.
Chair: Stephen Blank, Pace University
Panelists:
Lawrence Bridwell, Pace University
Alejandro Ibarra Yunez, Instituto Tecnológico y de Estudios Superiores de Monterrey
Sara Keck, Pace University
Warren Keegan, Pace University
Peter Lawrence, Loughborough University
James McNiven, Dalhousie University
Guy Stanley, École des Hautes Études Commerciales

Coffee Break
Time: 3:45 p.m. - 4:15 p.m.

Monday - 4:15 p.m. - 5:45 p.m.
2.4.1 – Plenary Session
The Dark Side of Globalization
Room: Cypress  Time: 4:15 p.m. - 5:45 p.m.
Chair: Jeffrey S. Arpan, University of South Carolina
Panelists:
David C. Korten, President, People-Centered Development Forum, Seattle, Washington
David Maybury-Lewis, Professor of Anthropology, Harvard University
Moises Naim, Editor and Publisher, Foreign Policy

Monday - 6:00 p.m. - 6:45 p.m.
Members’ Meeting with the AIB Executive Board
Current status of the AIB, its future directions, and future meeting sites presented and discussed
Time: 6:00 p.m. - 6:45 p.m.

Monday - 6:30 p.m. - 7:45 p.m.
Posters with wine and cheese
Room: Live Oak  Time: 6:30 p.m. - 7:45 p.m.
Emerging Issues in Global Strategic Management Research
Chair: Lawrence Katzenstein, University of Minnesota
Industry Specific Analyses
Janus Regards the Machine Tool Industry: Contrasting National Experiences of Globalization
David M. Berg, The University of Texas at Dallas
An Investigation into the Overseas Expansion of Asia-Owned SMES in the U.K. Clothing Industry
Dave Crick, De Montfort University
Shiv Chaudhry, University of Central England
Stephen Batstone, University of Warwick
Expansion Strategy of Foreign Financial Institutions in the Japanese Market: A Preliminary Investigation
Toru Yoshikawa, Nihon University
Tadashi Shim, Nihon University
Lead Markets: A Source of Global Products
Marian Beise, University of Karlsruhe
Home-Country Environment as a Source of International Competitiveness: An Analysis of the Global Banking Industry
Stewart R. Miller, Indiana University
Arvind Parkhe, Indiana University
The Globalization of Korean Firms: A Case Study of Regional Networking Approach of Samsung Electronics Group
Yongwook Jun, Chung-Ang University
Du-Sop Cho, Nagoya University

Characteristics and Performance of Japanese Foreign Direct Investment in the Service Sector
Nicole Haggerty, University of Western Ontario
Anthony Goerzen, University of Western Ontario

The Relationship Between Strategic Behavior and National Culture: The Case of the Banking Industry in Jordan
Ali Abu-Rahma, United States International University
Robert C. Moussetis, North Central College
George Nakos, Clayton College and State University

Assessing Risk
Underlying Cognitive Influences in Managerial Risk-Related Decisions: A Cross-National Exploration
Mona V. Makhija, The Ohio State University
Alice C. Stewart, The Ohio State University

The Effect of Host-Country Institutional Environment on the Patterns and Performance of Japanese Foreign Direct Investment
Deyin Xu, York University

Regulation and International Organizations
Regional Organizations & the Global Network MNC
Alice De Koning, Stockholm School of Economics
Venkat Subramanian, Catholic University of Leuven
Paul Verdin, KULeuven

Corporate Governance of Family-Controlled Publicly-Traded Firms: The Case of Taiwanese Listed Firms
M. Monica Her, Texas A&M University
Arvind Mahajan, Texas A&M University

Organizational and Firm Dynamics
The Evolution of the Scope of the Firm
Alvaro Cuervo-Cazurra, University of Minnesota

Assessing Capital Structure of Japanese Multinationals: The Role of Strategy and Industrial Groups
J. Michael Geringer, California Polytechnic University
David M. Olsen, University of Utah

Efficiency vs. Equity: Theoretical Perspectives on Strategic Management of the Multinational Enterprise in a Developing Economy
Pradeep Ray, University of New South Wales

National Internationalization Processes: Danish and Austrian Businesses in the East
Klaus E. Meyer, Copenhagen Business School
Mår Klinge Jacobsen, Copenhagen Business School
Anne Tind, Copenhagen Business School

Strategic Orientation and Performance in a Global Economy: The Influence of National Culture
Anisya S. Thomas, Stockholm School of Economics
Stephen L. Mueller, Florida International University

Product Diversification, Ownership Structure and Foreign Subsidiary Performances: An Integrated Analysis in the Context of a Developing Economy
Hongxin Zhao, Saint Louis University

Firm Characteristics and Managerial Perceptions of NAFTA: An Assessment of Export Implications from NAFTA for Small- and Medium-Sized U.S. Firms
Timothy L. Pett, Wichita State University
James A. Wolff, Wichita State University

Asymmetric Information and Joint Venture Performance
Jeffrey J. Reuer, INSEAD
Mitchell P. Koza, INSEAD

Subsidiary Innovative Performance: Knowledge Tacitness as a Determinant of Parent-Local Knowledge Input Trade-off and Industry-perceived Innovative Output
Harsh Mishra, Temple University

Earmarking the Plant to Shutdown in a Multinational Network
David Rutenberg, Queen’s University

Mapping Export Information Use: A Five Nation Study
Adamantios Diamantopoulos, Oughborough University

Anne L. Souchon, Aston University
Geoffrey R. Durden, Victoria University of Wellington
Catherine Axinn, Ohio University
Hartmut H. Holzmuller, University of Dortmund
Heike Simmet-Blombert, Hochschule Bremerhaven

Acquisition of Resources from the External Environment: An Exploratory Study of the Effectiveness of R&D and non-R&D Facilities in the Acquisition of Innovative Knowledge from a Foreign Country
Glenn Hoetker, University of Michigan

The Effect of Institutional Distance on the Patterns and Performance of Japanese Foreign Direct Investment
Deyin Xu, York University
**Technology and Environmental Factors**

*Internationalization, Globalization, and Capability-Based Strategy*
  Stephen Tallman, University of Utah  
  Karin Fladmoe-Lindquist, University of Utah

*The Greening of Multinational Enterprises*
  Kristel Buyssse, University of Antwerp  
  Alain Verbeke, Free University Brussels  
  Chris Coeck, University of Antwerp

*International High Technology Start-Ups and the Institutional Environment of Seed Capital*
  Susanna Khavul, Boston University

*Technology Transfer Capacity: A Missing Link in the Theory of the Multinational Corporation*
  Xavier Martin, New York University  
  Robert Salomon, New York University

**Marketing**

*Evidence on the Complementary Nature of Product and International Diversification*
  Manohar Singh, University of New South Wales  
  Ike Mathur, Southern Illinois University  
  Kimberly C. Gleason, University of Akron

**Foreign Entry Mode and Foreign Direct Investment**

*Behavioral and Environmental Uncertainties, Transaction Costs and International Entry Mode Choice*
  Keith D. Brouthers, University of East London  
  Lance E. Brouthers, The University of Texas at San Antonio  
  George Nakos, Clayton College and State University

*Foreign Direct Investment in the Mineral Sector of Developing Countries: Survey of Evidences*
  Hamid Etemad, McGill University  
  Kamaleddin Shei, Kholeslami Salmasi

*International Entry Mode Choice: Real Option Perspective*
  Hyung-Deok Shin, The Ohio State University

*Entry Mode Strategy of Japanese Firms: Transactional and Institutional Influences*
  Jane W. Lü, University of Western Ontario

*Nationality and FDI Decisions: Psychic Distance Approach*
  Jai-Beom Kim, Myongji University  
  Dongkee Rhee, Seoul National University

*An Exploratory Study of Foreign Direct Investment by Small- and Medium-Sized Japanese Companies*
  Sushil Vachani, Boston University

*The Janus Face of FDI: Korea’s Attraction-Aversion Dilemma Toward Foreign Investment*
  William A. Stoever, Seton Hall University

*Outward Foreign Direct Investment by Central European Firms and Restructuring: The Case of Slovenia*
  Marjan Svetlièiè, University of Ljubljana  
  Matija Rojec, University of Ljubljana

*The Contingency Framework of Foreign Entry Mode Decisions: A Review and Critique*
  Tao Gao, Hofstra University

**Human Resources**

*Expatriates vs. Local Managers: Implications for Affiliate Performance*
  Malika Richards, Drexel University

*Managerial Behavior, IJV Structure and Venture Performance*
  Ariff Kachra, University of Western Ontario  
  Louis Hébert, University of Western Ontario

*Managerial Resources, Mode of Entry, and the International Expansion of Firms*
  Danchi Tan, University of Illinois at Urbana-Champaign

*Top Management Team Compensation in Multinational Firms: An Information Processing Framework*
  Mason A. Carpenter, University of Wisconsin-Madison  
  William Gerard Sanders, Brigham Young University
TUESDAY, NOVEMBER 23

Tuesday - 8:30 a.m. - 10:00 a.m.

3.1.1 – Plenary Session

The Janus-Faced Nature of Globalization: A Practitioners’ Perspective

Room: Cypress Time: 8:30 a.m. - 10:00 a.m.

Chair: Mahmood A. Zaidi, University of Minnesota

Panelists:
Ernest S. Micek, Chairman, Cargill Inc.
Ronald O. Baukol, Executive Vice President, International Operations, 3M
Marilyn Carlson Nelson, Chairman & CEO, Carlson Companies
Art Collin, President and COO, Medtronic Inc.

Coffee Break

Time: 10:00 a.m. - 10:30 a.m.

Tuesday - 10:30 a.m. - 12:00 p.m.

3.2.1 – Symposium

Corporate Social Responsibility and Sweatshops: On the Road to Opportunity or to Ruin

Room: Jenkins King Time: 10:30 a.m. - 12:00 p.m.

Chair: Ian Maitland, University of Minnesota

Panelists:
Dusty Kidd, Director, Labor Practices, NIKE, Inc.
Joseph A. Massey, Dartmouth University
Thomas Donaldson, University of Pennsylvania
S. Prakash Sethi, Baruch College, CUNY

3.2.2 – Symposium

Global Knowledge Management as a Strategic Resource

Room: 2-L Time: 10:30 a.m. - 12:00 p.m.

Co-Chairs:
Yves Doz, INSEAD
Bodo B. Schlegelmilch, Wirtschaftsuniversität Wien

Panelists:
Global Knowledge Management as a Strategic Resource
Yves Doz, INSEAD
Dominique Turcq, McKinsey, France
Organizational Learning and Knowledge Management in the Americas-2005
Corinne Young, University of Tampa
Ann O’Connor, Price Waterhouse Coopers, USA

Designing a Global Knowledge Management Strategy: Striking the Balance Between Technology and People
Bodo B. Schlegelmilch, Wirtschaftsuniversität Wien
Udo Birkner, Andersen Consulting

3.2.3 – Competitive

Global Alliance Dynamics

Room: 2-H Time: 10:30 a.m. - 12:00 p.m.

Chair: Robert E. Hoskisson, University of Oklahoma

Discussant: Peter Smith Ring, Loyola Marymount University

How Relation-Specific Assets Matter: Sourcing-Related Practices and Supplier Performance Improvements in the U.S. and Japanese Automotive Industries
Masaaki Kotabe, Temple University
Xavier Martin, New York University
Hiroshi Domoto, Global Wrap Consulting Group

Downside Risk Implications of Multinationality and International Joint Ventures
Jeffrey J. Reuer, INSEAD
Michael J. Leiblein, Ohio State University

Can Corporate Reputation Shed Additional Light on Alliance Dynamics?
Namgyoo K. Park, New York University
Naomi A. Gardberg, New York University

A Tale of Two Ventures: An Empirical Comparison of Acquisition versus Greenfield Joint Ventures
Shih-Fen S. Chen, Brandeis University
Jean-Francois Hennart, Tilburg University

3.2.4 – Competitive

International Finance II

Room: Colleton Time: 10:30 a.m. - 12:00 p.m.

Chair: Andrea McAleenan, Peter F. Drucker School of Management

Discussant: Rachelle Sampson, New York University

The Influence of Information Asymmetry and Relative Bargaining Power on Bidder Returns: The Evidence From U.S. Acquisitions in South America and the Caribbean
Kimberly C. Gleason, University of Akron
Ike Mathur, Southern Illinois University
Manohar Singh, University of New South Wales

Corporate Governance, International Business Activity and Economic Performance
Steen Thomsen, Aarhus School of Business
Agency Costs, Bonding Cash Flows, and Internationalization: Some International Evidence
David M. Reeb, American University

Tax-Related Geographical Income Shifting: Governmental Regulations, Political Costs, and Home country Bias
Kathy Hansen, California State University
David M. Reeb, American University

### 3.2.5 – Competitive

Pressing Issues in International Organizational Behavior II: Leaders, Followers and Teams

**Room:** Drayton  
**Time:** 10:30 a.m. - 12:00 p.m.

**Chair:** Arie Y. Lewin, Duke University  
**Discussants:** Jan Hack Katz, Cornell University

*Evaluating Leaders in a Cross-Cultural Context: An Empirical Investigation of Perceptions of Leadership Effectiveness*
Timothy S. Reed, University of Colorado at Boulder
Tarek A. Hatem, The American University in Cairo

*Acceptance of Supervisory Authority in Typical Workplace Contexts: A Comparison of U.S., Taiwanese and PRC Employees*
Nailin Bu, Queen’s University
Timothy J. Craig, University of Victoria
Tai-Kuang Peng, I-Shou University

*Chinese Leadership in Transition*
Cherlyn Skromme Granrose, Claremont Graduate University
Qiang Huang, Oklahoma State University

*Transferring Knowledge, Technology and Processes Across Cultures by Global Product Development Teams*
Mary Yoko Brannen, San José State University
Julia Gluesing, Wayne State University

### 3.2.6 – Workshop

MNC Affiliates’ Global Leadership Roles

**Room:** Beauregard  
**Time:** 10:30 a.m. - 12:00 p.m.

**Chair/Discussant:** Witold Jerzy Henisz, University of Pennsylvania

*Conventional vs. Unconventional Foreign Direct Investment: Do We Need a New Theory?*
Hwy-Chang Moon, Seoul National University

*Subsidiary Specific Advantages in Multinational Enterprises*
Alan M. Rugman, Oxford University
Alain Verbeke, University of Brussels

### 3.2.7 – Workshop

Economic Liberalization in Emerging Markets: The Good News and the Bad News

**Room:** Hampton  
**Time:** 10:30 a.m. - 12:00 p.m.

**Chair/Discussant:** Tarun Khanna, Harvard University

*A Resource Perspective on Internationalization Responses to Market Liberalization*
Omar N. Toulan, McGill University

*A Longitudinal Study of IJV Performance in Eastern Europe*
Keith D. Brouthers, University of East London
Gary Bamossy, University of Utah
Lance E. Brouthers, The University of Texas at San Antonio
George Nakos, Clayton College and State University

*Integration of Managerial Values, Practices, and Systems in International Cooperative Business Ventures: The Case of Hungary*
Wade Danis, Indiana University

### 3.2.8 – Symposium

Understanding National and Global Institutional Contexts for Innovation

**Room:** Ashley Cooper  
**Time:** 10:30 a.m. - 12:00 p.m.

**Chair and Discussant:** Srilata Zaheer, University of Minnesota

*Knowledge Diffusion Networks in Global and National Innovation Systems*
Jennifer W. Spencer, University of Houston
Institutional Context and the Diffusion of Knowledge: A Comparison of Inter-Organizational Transfer of Biotechnology Innovations in the U.S. and U.K.
Paul Almeida, Georgetown University
Susan Bartholomew, Cambridge University

Patent Office Design and Organizational Change in the Public Administration of Innovation
Michael P. Ryan, Georgetown University

Institutional Profiles for Entrepreneurship: A Multi-Country Study
Jennifer W. Spencer, University of Houston
Carolina Gomez, Towson University

Tuesday - 12:00 p.m. - 4:00 p.m.

Boone Hall Plantation Gala Event
Tour of the Plantation, Lowcountry-Style Luncheon, live traditional music, and much more fun!

Hosted by the University of South Carolina
Venue: Boone Hall Plantation Time: 12:00 p.m. - 4:00 p.m.

Buses leave from the Charleston Place hotel between 11:45 a.m. and 12:30 p.m. Participants may choose to return to the hotel or be taken directly to the airport after the event. Further details and bus vouchers will be available at conference check-in.

Caucus Meetings in Charleston

Don’t miss the after-hour caucuses in Charleston this year. Three or four meeting rooms will be reserved for an hour or so in the evening after the regular Sunday and Monday sessions are finished. The participants will select various discussion topics and allocate a different topic to each room. Interested participants will enjoy a lively unstructured discussion centered on topics that interest them.

If you would like to suggest topics for these informal meetings, please send them to Laurel King at the AIB Secretariat by e-mail aib@cba.hawaii.edu or by fax 808-956-3261. Once the meeting commences, please give your written suggestions for discussion topics to Tina Poindexter or Kelly Durkan Bean at the AIB reception desk or office.

See you in Charleston!

Institutional Members of the AIB

Chapman University
Cranfield School of Management
DePaul University
Echelon Institute of Mgmt. Development
Georgia State University
Pepperdine University
The George Washington University
Truman State University
University of Maryland
University of New South Wales
University of San Francisco
University of Scranton
University of South Carolina
York University

Become an institutional member: Your school can join the prestigious schools above by becoming an institutional member of the AIB. Forms are available in the back of each newsletter and on our Web site (http://www.hawaii.edu/aib). 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.
Call for Papers

JOURNAL OF INTERNATIONAL BUSINESS STUDIES

SYMPOSIUM ON
MULTINATIONALS: THE JANUS FACE OF GLOBALIZATION
(In memory of Raymond Vernon)

DEADLINE FOR SUBMISSION: June 1, 2000

Guest Editors
Lorraine Eden (Texas A&M University) and Stefanie Lenway (University of Minnesota)

Focus of the Symposium

Globalization presents both opportunities and threats: opportunities in the sense of economic abundance, freedom of political expression and cultural diversity; threats in the form of economic insecurity, political instability and cultural decay. The key agent of globalization is the multinational enterprise (MNE). Spanning the globe, its affiliates and strategic partnerships linking countries, multinationals are the embodiment and principal agent of globalization. Thus, the MNE is Janus, the two-faced symbol of globalization.

The JIBS Symposium on Multinationals: The Janus Face of Globalization will focus on the changing nature of MNE-government relations in a globalizing world economy. The following, while not exhaustive, are potential topics for the Symposium:

- How are multinationals and governments attempting to reconcile the opportunities of globalization with the need for social and economic adjustments to facilitate the abilities of individuals and countries to enjoy these opportunities?
- How are MNE-government relations changing as we move into the 21st century? How do these differ from past relations and across different countries and regions of the world? Are relations becoming more cooperative or conflictual? What roles do institutions and the political, social and cultural environment play?
- Is the obsolescing bargain model an appropriate theoretical model for analyzing MNE-state relations in a global economy? What new theoretical lenses can IB and IPE scholars use to understand MNEs as the Janus face of globalization?
- How must the international strategies of MNEs change in order to increase opportunities for citizens of developed and developing countries who are not prepared for the rigors of globalization?
- How is regulation of MNEs changing, at the national and international levels, to address issues raised by the darker side of globalization?

We are interested in both conceptual papers and rigorous empirical work. Case studies may be appropriate if they have a strong theoretical foundation or contribute to theory development. Interdisciplinary studies (e.g., linking international political economy and international business perspectives) and cross-country comparative studies are particularly welcome.

Submission Guidelines

The deadline for submission for the Symposium is June 1, 2000. Please follow the JIBS Submission Guidelines and Style Guide for Authors in the back of the Journal’s most recent issue or on the JIBS website at http://www.jibs.net; however, please submit four rather than two hard copies of your manuscript. Cover letters should request that papers be specifically considered for this Symposium. All submissions will be double-blind reviewed in accord with JIBS’s normal review process and criteria. Submissions should be directed to:

The Managing Editor, Journal of International Business Studies, 3240 Prospect Street, NW, Washington, DC 20007 USA. Tel: (202) 944-3755. Fax: (202) 944-3762. E-mail: jibs@msb.edu

For more information on this Call for Papers please contact:

Lorraine Eden, Associate Professor, Department of Management, Texas A&M University, 423B Wehner, College Station, Texas 77843-4221 USA. Tel: (409) 862-4053. Fax: (409) 845-9641. E-mail: leden@tamu.edu

Stefanie Lenway, Professor of Strategic Management, Carlson School of Management, 321 19th Ave. South, University of Minnesota, Minneapolis, MN, 55455 USA. Tel: (612) 624-1343. Fax: (612) 626-1316. Email: slenway@csom.umn.edu
Call for Papers

AIB ANNUAL MEETING PROGRAM / NOVEMBER 20-23, 1999

Annual Meeting • November 17-20, 2000
Pointe Hilton Resort at Tapatio Cliffs • Phoenix, Arizona

In Search Of Relevance For International Business Research: Impact On Management And Public Policy

Conference Theme

“In Search of Relevance for International Business Research: Impact on Management and Public Policy” is the overall theme for the 2000 Annual Meeting of the Academy of International Business. Scholarship in any discipline is ultimately judged by its impact on practice as well as public policy. While advancing the theoretical and conceptual foundations of the international business discipline, scholars must also be concerned about: (a) the relevance of their research for management action; (b) applicability of their research frameworks and objectives to business situations; and (c) usefulness of their research findings for enhancing business practice and public policy making.

The 2000 meeting of the Academy of International Business will provide an opportunity for critically examining the relevance and impact of international business scholarship for business practice and public policy. In addition, the meeting will aim at: (a) showcasing the best international business research with managerial and public policy implications; and (b) sharing industry, corporate, and public sector-sponsored research with participants. It is hoped that the meeting provides an occasion for meaningful, intellectual exchange with thoughtful members of the business (banking, consulting, and others) and public policy (international agencies, government agencies, etc.) communities. The meeting will also serve as a forum for various stakeholder groups in international business research to discuss present and future collaboration.

The annual meeting is scheduled for November 17-20, 2000, at the Pointe Hilton Resort at Tapatio Cliffs in Phoenix, Arizona. S. Tamer Cavusgil, the Program Chair, invites your participation in the program. He will work with an international program committee in developing the final agenda.

The deadline for receipt of competitive papers and proposals for other sessions is March 6, 2000. We invite proposals that address the conference theme. The following topics are illustrative:

- Global competitiveness of firms, industries, and nations
- Global competitive intelligence
- Global coordination and standardization strategy
- Global account management and global branding

Research based on both primary as well as secondary data analysis is of interest.

In addition to scholars of international business research, submissions are invited from a wide variety of groups including:

- Benchmarking and other consortia
- Corporate research departments
- Consulting firms, think tanks, foundations, banks
- International agencies (World Bank, United Nations, World Trade Organization, International Trade Center, etc.)
- Governmental agencies (United States Trade Representative, U.S. Department of Commerce, state agencies, etc.)

Conference Tracks

In addition to papers and proposals related to the conference theme, we invite submissions addressing a variety of international business issues. The conference will feature a variety of formats including plenary sessions, competitive paper sessions, workshops, panels, and poster sessions. Submissions will be categorized into six tracks. In each track, preference will be given to presentations that incorporate the conference theme. All submissions will be evaluated on a broader set of criteria.

For purposes of reviewing, submissions will be categorized into 5 tracks:

**Track 1:** Corporate strategy
**Track 2:** Marketing and supply chain management
**Track 3:** Economics, finance, accounting
**Track 4:** Institutional sociology and political science
**Track 5:** Organizational behavior and human resources management
**Track 6:** Business history
General Submission Requirements

There are five types of meeting formats: plenary sessions, competitive paper sessions, workshops, panels, and poster sessions. We place a priority on submissions that address the conference theme and those that seek to address interdisciplinary issues of academic and practical importance.

All proposals will be subjected to a double-blind review process. Competitive papers should be less than 30 pages, inclusive of references, figures, and tables. Papers submitted for these sessions must be essentially in final form. Poster papers should be less than 20 pages, inclusive of all. Panel proposals must be submitted by the proponent and chair of the panel and include a statement of what the main issues are and how each panel member plans to tackle these issues (discussants need only be listed). Signed letters (faxes and e-mail are allowed) from each presenter, showing evidence that they will participate, are required.

All submissions must be received at the address shown below by March 6, 2000 and must comply with the following requirements:

• Clearly label for which type of session and track the papers/proposals are being submitted on the upper right-hand corner of the title page.
• The cover page must include the name, address, telephone and fax numbers, and e-mail addresses of the authors. Please identify the contact author for correspondence.
• Please include three key words at the end of the abstract.
• The second page must include the title of the paper and the abstract, but not the author’s identity.
• Include a postage-paid self-addressed postcard for acknowledging receipt of paper/proposal submission. For international submissions, postage can be waived.
• Include two 5 x 8 index cards with the title of your paper, contact author’s name, address, phone, fax, and e-mail address centered on the card.
• Papers/Proposals must be double-spaced with margins of one inch (2.5 cm) and printed in a font size of 11 points or larger. Paper length requirements are explained above. Other standards regarding citations, endnotes, abstract, etc., must follow JIBS requirements.
• Submit four (4) copies. Electronic submissions are not acceptable.

Ms. Tamie Phetteplace
Executive Assistant to Professor S. Tamer Cavusgil
Center for International Business Education & Research
The Eli Broad Graduate School of Management
Michigan State University
N356 North Business Complex
East Lansing, MI 48824-1121 U.S.A.
Tel: 517-432-4320 • Fax: 517-432-4322
E-mail: phettepl@pilot.msu.edu

Please label envelope “AIB Submission”

The Venue and Dates

2000 Annual Meeting of the Academy of International Business travels to Phoenix, Arizona. The conference will be held 17-20 November 2000, at the Pointe Hilton Resort at Tapatio Cliffs. The American Graduate School of International Management (Thunderbird - AGSIM) will be our host school.

Prospective attendees should note that the conference will take place prior to one of the year’s busiest air travel periods (the weekend before Thanksgiving), and at one of the most popular tourist destinations in the United States. Reserve your flights ahead of time for your preferred dates of travel.

Registration

Conference registration information will be available from the AIB Executive Secretariat in early 2000. For information or registration forms contact:

Academy of International Business
2404 Maile Way, CBA C-306
University of Hawai‘i
Honolulu, Hawai‘i 96822 U.S.A.
Tel: (808) 956-3665
Fax: (808) 956-3261
E-mail: aib@busadm.cba.hawaii.edu
http://www.hawaii.edu/aib/

Hotel

A special conference rate of $135 (plus tax) per single or double occupancy has been arranged with the Pointe Hilton Resorts. This special rate will extend through the Thanksgiving holiday weekend for those participants who choose to stay after the conference.

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

Hotel Contact Information:

The Pointe Hilton at Tapatio Cliffs
11111 North Seventh Street
Phoenix, Arizona 85020 U.S.A.
Tel: 1-800-572-7222 or 1-800-876-4683
Fax: 602-993-0276
http://www.hilton.com/hotels/PHXTCPR/
Phoenix

Visitors to Phoenix, the nation’s premiere desert city, are faced with the difficult choice of fitting in many alternative activities into their schedule. These include a Grand Canyon Tour, golf, tennis, hot air balloon rides, desert jeep rides, and visits to Native American reservations. Get ready for fiery sunsets, challenging sports, and a distinctive southwestern heritage that preserves the rich diversity of Native American, Hispanic, Anglo, African American, and Asian American cultures.

The Southwest’s wonderful weather and inviting sunshine make Arizona the perfect place to vacation or to live. Winter temperatures in the Phoenix area are mild, with cool mornings warming to pleasant afternoons. Summers are hot and dry. The Sonoran desert is the perfect backdrop for the Phoenix area’s championship golf courses and first-class resorts. Northern Arizona’s cooler climate, pine forests, ski resorts, and the spectacular Grand Canyon are three to four hours away by car. A half-day drive to the south passes through desert vegetation to the city of Tucson and the Mexican border, gateway to Latin America.

The Phoenix metropolitan area is the seventh largest city in America, attracting major corporations such as Motorola, Allied Signal, Honeywell, and the Dial Corp. Arizona is also the home to professional hockey, football, basketball, and baseball teams. As you would expect from a city of this size, it is culturally rich, offering venues for operas, plays, symphonies, concerts, and numerous art galleries and museums. Arizona’s diversity makes it a popular choice for business and pleasure alike.

Host School

Thunderbird, The American Graduate School of International Management, is the world’s oldest and largest graduate school of international management. Thunderbird today enrolls almost 1,500 graduate students, who represent about 80 nations. Professor Robert Grosse of Thunderbird serves as our principal liaison.

Thunderbird’s unique approach to international business education is based on a three-part curriculum, which includes instruction in global business, international politics, and modern languages. The faculty is composed of 110 scholars representing the departments World Business, International Studies, and Modern Languages.

Thunderbird operates extensive executive education programs for working managers, which each year draw participation from more than 3,500 business leaders from around the world. In addition to its main campus in Glendale, the school has educational facilities in France, Japan, Russia, and China, as well as a distance learning degree program that serves Mexico, Peru, and Ecuador. Thunderbird’s 31,000 alumni live and work in every state in the U.S. and in more than 133 nations.

PRELIMINARY 2000 CONFERENCE SCHEDULE

FRIDAY, NOVEMBER 17, 2000
8:00am - 12:00pm AIB Board Meeting
9:00am - 5:00pm Registration
9:00am - 4:00pm Doctoral Consortium
9:00am - 4:00pm Junior Faculty Consortium
12:00pm - 5:00pm Board/Chapter Chairs Meeting
2:00pm - 5:00pm Presentation Skills Workshop
3:00pm - 5:00pm Track and Session Chairs Meeting
6:30pm - 8:00pm Presidential Reception

SATURDAY, NOVEMBER 18, 2000
7:00am - 5:00pm Registration
8:00am - 5:00pm Placement Center
8:30am - 10:00am AIB Fellows Plenary
10:30am - 12:00pm Concurrent Sessions
10:00am - 5:00pm Exhibits Open
12:00pm - 1:30pm Poster Sessions (with a light lunch)
1:30pm - 3:00pm Concurrent Sessions
3:30pm - 5:00pm Concurrent Sessions
6:30pm - 9:30pm Awards and Recognition Banquet
(JIBS Decade Award, Farmer Dissertation Award, Executive of the Year, Dean of the Year)

SUNDAY, NOVEMBER 19, 2000
8:00am - 5:00pm Placement Center
8:30am - 10:00am Concurrent Sessions
10:00am - 5:00pm Exhibits Open
10:30am - 12:00pm Concurrent Sessions
12:00pm - 1:30pm Poster Sessions (with a light lunch)
1:30pm - 3:00pm Concurrent Sessions
3:30pm - 5:00pm Concurrent Sessions
5:00pm - 6:00pm Member Meeting
6:30pm - 9:30pm Gala event hosted by American Graduate School of International Management

MONDAY, NOVEMBER 20, 2000
8:00am - 5:00pm Placement Center
8:30am - 10:00am Concurrent Sessions
10:00am - 5:00pm Exhibits Open
10:30am - 12:00pm Concurrent Sessions
12:00pm - 1:30pm Poster Sessions (with a light lunch)
1:30pm - 3:00pm Concurrent Sessions
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