

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



U N I V E R S I T Y O F
SOUTH CAROLINA

The 41st Annual Meeting
of the Academy of International Business

The Janus Face of Globalization
November 20-23, 1999
Charleston, South Carolina

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Table of Contents

Executive Board	4
Program Chair's Message	5
Acknowledgments	6
Greetings from South Carolina	7-8
Program Committee	9-10
Meeting Site Information	11
Program Overview	12-13
Program	14-34
Caucus Session Info	34
Institutional Members	34
JIBS Call for Papers	35
AIB 2000 Call for Papers	36-38
Index	39-41

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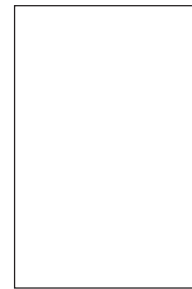
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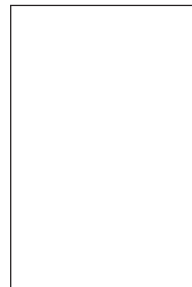
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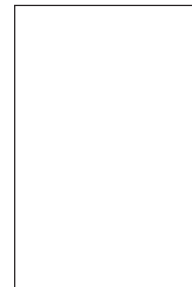
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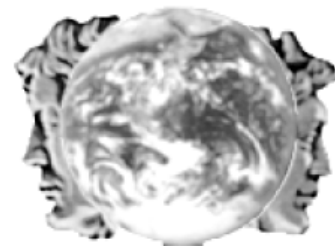
We welcome you to the 41st Annual Meeting of the Academy of International Business. This year, we enjoy the beautiful city of Charleston and the fabulous venue of the Charleston Place hotel. The 1999 Program Chair Stefanie Lenway, University of Minnesota, has worked closely with her dedicated staff, 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!

Message from the Program Staff...

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

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

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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
Bodo Schlegelmich, Vienna University
Business History Steen Thomsen, The Aarhus School of Business

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Raj Aggarwal, John Carroll University
Nakiye Boyacigiller, San Jose State University

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GOVERNOR

POST OFFICE BOX 11829
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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.

A handwritten signature in cursive script that reads "Jim Hodges".

Jim Hodges



City of Charleston

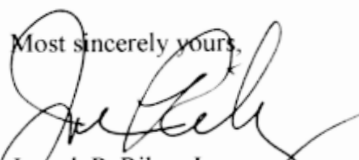
Joseph P. Riley, Jr.
Mayor

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



P.O. Box 632, Charleston, South Carolina 29402
803-577-6970 Fax 803-290-3827



U N I V E R S I T Y O F
SOUTH CAROLINA

HEY Y'ALL...

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	Frederick Choi New York University	Susan Forquer Gupta University of Wisconsin - Milwaukee	Michael Hitt Texas A & M University
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Janet Y. Murray Cleveland State University	Fernando Robles George Washington University	Asada Takayuki Osaka University	Udo Zander Stockholm School of Economics
	Stefan H. Robock Columbia University	Stephen Tallman Cranfield University	



MEETING SITE INFORMATION

CONFERENCE HOTEL

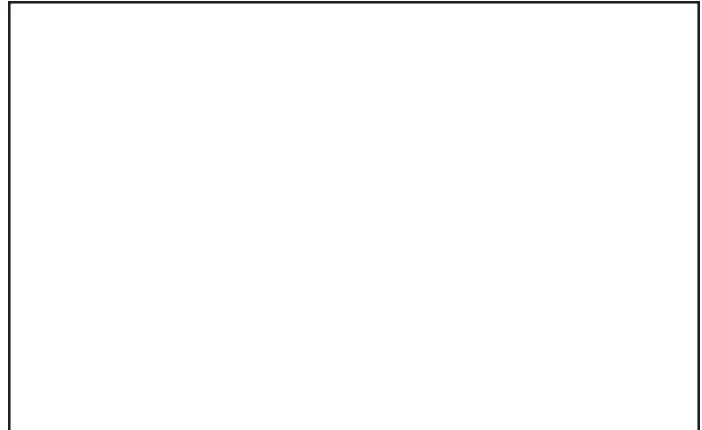
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Charleston, South Carolina 29401

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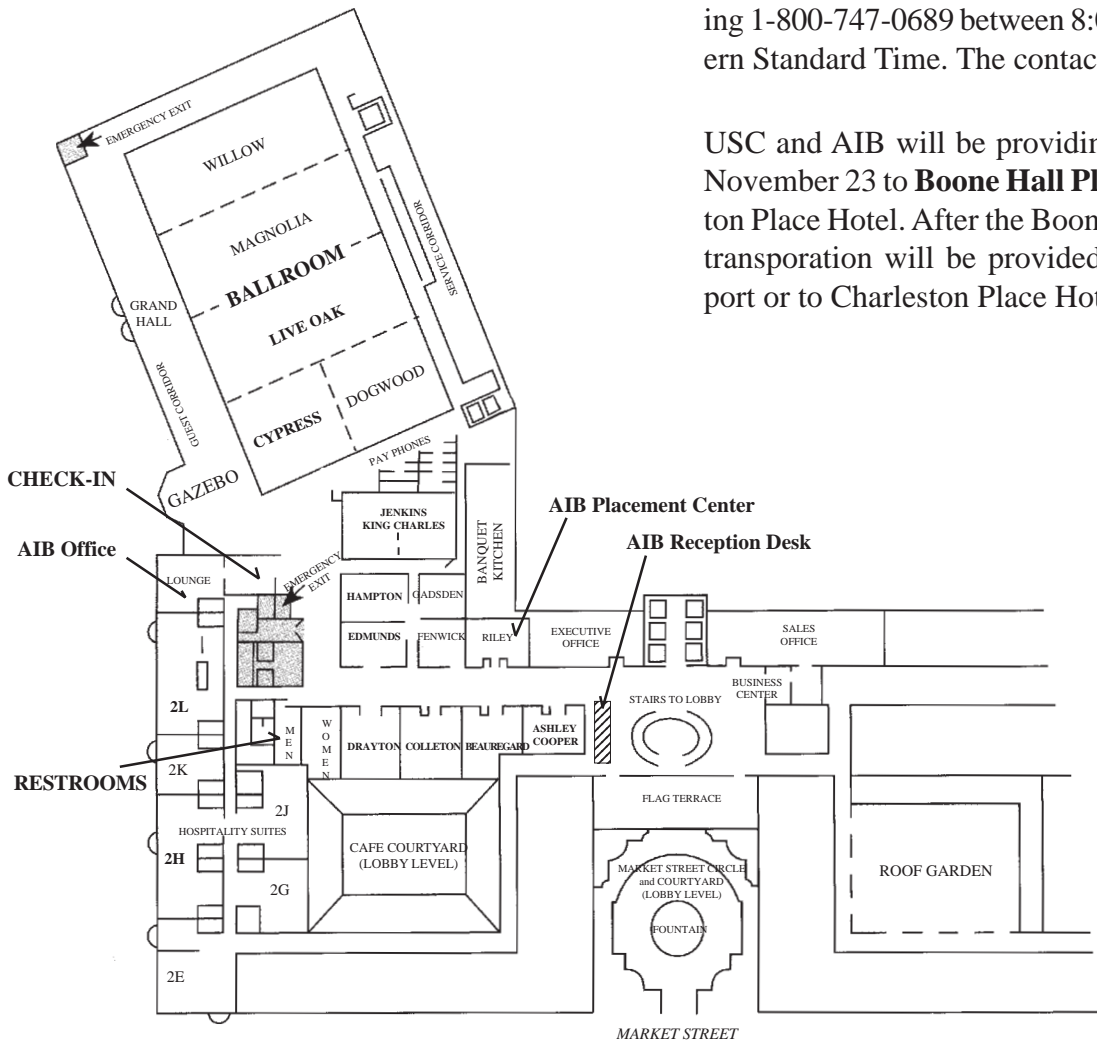
The historic Charleston Place is centrally located between King Street, with its boutiques, restaurants, and "antique row," and the famous City Market, a four-block market area selling crafts, art, and keepsakes. All 440 rooms, the Executive Floor and the Penthouse Suites feature the luxury, service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



AIRPORT / HOTEL TRANSPORTATION

"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.



MAP of CONFERENCE AREA

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: Beaugard 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: Beaugard 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: Contagation, 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.

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: 1:00 p.m. - 2:30 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 (or is it?)

Room: Beaugard 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.

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.

Posters with wine and cheese
Room: Live Oak **Time:** 6:30 p.m. - 7:45 p.m.
Emerging Issues in Global Strategic Management Research

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.

ACADEMY OF INTERNATIONAL BUSINESS
1999 ANNUAL MEETING PROGRAM

NOVEMBER 20-23, 1999 • CHARLESTON PLACE • CHARLESTON, SOUTH CAROLINA, USA

“THE JANUS FACE OF GLOBALIZATION”

SATURDAY, NOVEMBER 20

Saturday - 10:00 a.m. - 4:00 p.m.

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)

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

Doctoral Consortium

Room: Colleton **Time:** 12:00 p.m. - 4:00 p.m.

Chair: S. Tamer Cavusgil, Michigan State University

Speakers:

Gary A. Knight, Florida State University
Anoop Madhok, University of Utah
Subramanian Rangan, INSEAD
Srilata Zaheer, University of Minnesota

(enrolled participants only, light lunch provided)

Saturday - 1:00 p.m. - 2:30 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

Coffee Break

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

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.

Panelist: 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 Interna-
tional 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 Organi- zation 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 Corpo-
rate 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: Beaugregard **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

*Expatriate Women Managers: An Empirical Study of Job
Satisfaction*

Oya Culpan, WCUPA

1.2.3 – Competitive

Change Drivers: Institutional and Technological Innova- tion 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 Man-
agement in Multinational Firms*

Walter Kuemmerle, 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: Contagion, 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

Sunday - 12:00 p.m. - 1:30 p.m.

Posters with light lunch

New Frontiers in International Business Research

Room: Live Oak **Time:** 12:00 p.m. - 1:30 p.m.

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

Bruce Seifert, Old Dominion University

The Profession

The Ranking of International Business Journals

Frank DuBois, American University
David M. Reeb, American University

MBA Programmes and Perceptions of Effective Leadership: A Cross Cultural Study

Kamel Mellahi, Coventry University

Executive Perceptions of the Importance of International Skills and Related Courses Offered by Business Schools: Do They Match?

Eileen Kaplan, Montclair State University
Carl Rodrigues, Montclair State University

Technology and Environment

Technological Base, Globalization, and Diversification of Business Groups in Emerging Economies

Changhui Zhou, University of Western Ontario

Institutional Influences on Differences in Managerial Attitudes Toward Technology and Innovation across Countries

Pedro David Pérez, Rensselaer Polytechnic Institute
Lois S. Peters, Rensselaer Polytechnic Institute

Impact of National Culture on Transfer of Technology: Demand Side

Hoon Park, University of Central Florida

A Janus-Faced Evolution of International Business Transformation: An Ontological View of Czech Firms

James D. Goodnow, Bradley University

Factors Affecting Successful Transition: From Command to Market Economy

Ben L. Kedia, The University of Memphis
C. Clay Dibrell, The University of Memphis
Paula D. Harveston, The University of Memphis

Organizational or Firm Dynamics

International Influences in National Intercorporate Organization

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

Financial Aspects of the Multinational Firm: A Synthesis

Dara Khambata, American University
David M. Reeb, American University

An Empirical Analysis of Non-U.S. Annual General Meeting as a Disclosure Medium: A Price and Trading Volume Approach

Kingsley O. Olibe, Texas A&M University

Guanxi: A Comparison of Mainland and Overseas Chinese Perspectives

Lee Mei Yi, Hong Kong Polytechnic University
Paul Ellis, Hong Kong Polytechnic University

The Effect of Supply Chain Position on Drivers of Export Performance

Peter S. Davis, The University of Memphis
Paula D. Harveston, The University of Memphis

The Social and Economic Performance of Multinational Enterprises

Anthony Goerzen, The University of Western Ontario

Globalization and Management Attention

Cyril Bouquet, University of Western Ontario
Allen Morrison, The University of Western Ontario
John Beck, Andersen Consulting Institute for Strategic Change

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

Jorma Larimo, University of Vaasa

Information System Design for Multinationals: The Two-Headed Politics of Global vs. Local

Hans Lehmann, University of Auckland

A Two-Stage Internalization Framework for Multinational Firms

David H. Gobeli, Oregon State University
Chandra S. Mishra, Oregon State University
Harold F. Koenig, Oregon State University

Industry Specific Analyses

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

Otto Monsted's Early Success in the European Margarine Industry

Kurt Pedersen, Aarhus University

Market Behavior and Performance Patterns of Asia's General and Specialized Trading Companies: A Comparative Study

Syed Tariq Anwar, West Texas A&M University
Rajan Alex, West Texas A&M University

Regulation and International Organizations

Operational Characteristics and Performance Gains Associated with International Licensing Agreements

Kimberly C. Gleason, University of Akron

Ike Mathur, Southern Illinois University

Manohar Singh, University of New South Wales

The Janus Face of the Euro - Reflections on the Impact of the Single Currency on the Strategies of Non-Financial Companies

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

Suad Ghaddar, The University of Texas-Pan American

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

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

A Nine Culture Study of Work Stressors and Outcomes

David A. Ralston, University of Oklahoma
Ana Maria Rossi, Clinica De Stress E Biofeedback
Guenther Vollmer, Hochschule für öffentliche
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 Towards 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

Sunday - 1:00 p.m. - 2:30 p.m.

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

*Structural Interdependence and Local Embeddedness
Influences on Integration-Responsiveness Perceptions in a
Multinational Corporation*

William Newburry, Rutgers University

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

*A Longitudinal Analysis Of Strategic Change And Country
Of Origin As Predictors Of Performance In Global
Industries*

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

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

Ji-Hwan Lee, London Business School
Jin-Young Sirh, Centerworld Corporation

Institutional Change And Ownership Choice In China

Shaomin Li, City University of Hong Kong
Dongsheng Zhou, City University of Hong Kong

*Resource Accumulation and Overseas Expansion by
Japanese Multinationals: An Empirical Analysis of the
Internalization Theory*

Heather Berry, University of California - Los Angeles
Mariko Sakakibara, University of California - Los
Angeles

1.3.3 – Competitive

The Role of Social Capital in MNC Management

Room: 2-H **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

Discussant:

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. Mezas, 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.

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

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. Adap-
tation**

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

Does Multinationality Matter? Cross-Sectional Evidence on the Risk and Returns of U.S. Equities

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 Hasenhuttl, The University of Texas at Dallas

Extending Beyond Domestic Relationships: The Influence of Domestic Networks, Joint Venture Strategies and Product Characteristics on Japanese Auto Parts Suppliers' Expansion in North America

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

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

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.

Monday - 10:30 a.m. - 12:00 p.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 Kuemmerle, 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

North American and European Response to the 1980s Fear of Japanese Domination in the Computer Hardware Sector: An Analysis of Strategic Blocks and Technology Sharing Alliances, 1980-1989

Robert D. Stephens, West Virginia 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

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

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

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 McDeowell Mudambi, John Carroll University

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, Berkeley
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.

SYMPOSIA FEST

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 Ahmadijan, Columbia University

Gregory Robbins, Columbia University

Post-Bubble Bloodbath? The Impact of Post-Bubble Economic Conditions on Japanese Divestments from the United States

Jean-Francois 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

2.3.3 - Symposium

Host Outcomes From FDI and Multinational Activity

Room: Beaugregard **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

The Contribution of Foreign Multinationals to the Host Country Spillover Pool: Evidence on the U.S. Case Using Patent Citations

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. Mezas, 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 Shima, 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 Klunge 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 Buysse, 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. Stoeber, Seton Hall University

Outward Foreign Direct Investment by Central European Firms and Restructuring: The Case of Slovenia

Marjan Svetličič, 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'Connell, 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

Differentiating Corporate Governance Structures for MNC's Foreign Subsidiaries as a Contingency Requirement for MNC Superior Performance

Bongjin Kim, University of Pittsburgh

John E. Prescott, University of Pittsburgh

International Government Affairs Structures and Bargaining Power: An Empirical Examination

Tim Blumentritt, Marquette University

Towards Heteronomy? The Role of ASEAN Affiliates of European Multinational Enterprises as Knowledge Multipliers

Ray Loveridge, Oxford University

The Timing of Foreign Direct Investment of Japanese Firms

Shige Makino, Chinese University of Hong Kong

Andrew Delios, Hong Kong University of Science and Technology

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. Brothers, University of East London

Gary Bamossy, University of Utah

Lance E. Brothers, 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*.

C a l l f o r P a p e r s
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 2000



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 consolidation of industries such as pharmaceuticals, autos, and telecoms
- International collaborative ventures, mergers and acquisitions
- Studies exploring corporate decisions, strategy, and performance in the global marketplace
- Benchmarking and corporate best practices in global operations

- 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
3:30pm - 5:00pm	Concurrent Sessions

Index

A

Abu-Rahma, Ali 18, 30
Adler, Nancy 15
Aggarwal, Raj 6, 26, 27
Aguilera, Ruth V. 18
Aharoni, Yair 15
Ahmadijan, Chris 28
Alcacer, Juan 24
Alesón, Marisa Ramírez 23
Alex, Rajan 18
Almeida, Paul 15, 34
Anand, Jaideep 23
Andersson, Ulf 21
Anwar, Syed Tariq 18
Ariño, África 16
Arpan, Jeffrey S. 4, 6, 29
Arregle, Jean-Luc 20
Asakawa, Kaz 15, 21, 25
Athanassiou, Nicholas 17
Au, Kevin 17, 26
Aulakh, Preet S. 21
Axinn, Catherine 30

B

Baark, Erik 22
Baek, H. Yung 24
Baik, Kibok 20
Bamossy, Gary 33
Barbosa, Natália 24
Bartholomew, Susan 34
Batstone, Stephen 29
Baughn, C. Christopher 19
Baukol, Ronald O. 5, 32
Beamish, Paul W. 16
Bean, Kelly Durkan 6
Bearden, William O. 26
Becerra, Manuel 26
Beck, John 18
Beechler, Schon 20
Beise, Marian 29
Berg, David M. 29
Berry, Heather 20
Birkinshaw, Julian
20, 21, 22, 25
Birkner, Udo 32
Björkman, Ingmar 17, 26
Blank, Stephen 29
Blumentritt, Tim 33
Boddewyn, Jean 25
Boubakri, Narjess 16

Bouquet, Cyril 18
Boyacigiller, Nakiye
5, 6, 14, 20, 26, 29
Brannen, Mary Yoko
5, 6, 29, 33
Brewer, Tom 28
Bridwell, Lawrence 29
Brock, David 27
Broderick, Amanda J. 17
Brookfield, Jonathan 25
Brouthers, Keith D.
19, 31, 33
Brouthers, Lance E. 31, 33
Bu, Nailin 33
Buchanan, Mark A. 19
Buck, Trevor 21, 25
Buysse, Kristel 31

C

Campa, Jose 24
Cannon, Hugh 21
Capron, Laurence 23
Carlson, Marilyn 5
Carpenter, Mason A. 31
Caves, Richard 5, 14
Cavusgil, S. Tamer 4, 6, 14
Chandra, Ramdas 23
Chaudhry, Shiv 29
Chelminski, Piotr 19
Chen, Shih-Fen S. 32
Chen, Wei-Ru 16
Child, John 15
Cho, Dong-Sung
4, 15, 23, 27
Cho, Du-Sop 30
Choe, Soonkyoo 20, 23
Choi, Chang B. 16
Choi, Jongmoo Jay 27
Christmann, Petra 19
Chung, Wilbur 28
Clark, Peter 28
Clarry, John W. 19
Click, Reid W. 16, 23
Cline, William F. 28
Coeck, Chris 31
Collin, Art 5, 32
Colton-Hebert, Deborah 19
Cosset, Jean-Claude 16
Crabtree, M. Jane 19
Craig, Timothy J. 33
Crick, Dave 29
Cuervo-Cazurra, Alvaro 30
Cui, Charles Chi 17
Culpan, Oya 15

D

Dacin, Tina 5, 6, 20
Dakhli, Mourad 16, 20
Dana, Leo Paul 29
Danis, Wade 33
David, Cindy 19
David Maybury-Lewis
5, 29
Davis, Peter S. 18, 20
DeKoning, Alice 30
de la Torre, José 4, 24
Dean, James W. 28
Delios, Andrew 16, 33
Denison, Daniel 24, 29
Deshpande, Satish 19
Devinney, Timothy M. 26
Diamantopoulos,
Adamantios 17, 30
Diboglu, Selahattin 16
Dibrell, C. Clay 18, 20, 21
Dinur, Adva 27
Dlabay, Les 14
Doh, Jonathan 21
Domoto, Hiroshi 32
Donaldson, Thomas 32
Doz, Yves 5, 15, 20, 25, 32
DuBois, Frank 18
Dufey, Gunter 21
Dunning, John 25
Durden, Geoffrey R. 30

E

Eden, Lorraine
5, 15, 22, 24
Ellis, Paul 18
Ensign, Prescott C. 27
Ensign, Scott 21
Ericksson, Kent 27
Escuer,
Manuel Antonio Espitia
23
Etemad, Hamid 29, 31

F

Feinberg, Susan 28
Ferencikova, Sonia 24
Ferrin, Donald 17
Fey, Carl F. 24, 26
Filatotchev, Igor 21
Fischlmayr, Iris 15
Fladmoe-Lindquist, Karin
31
Forsgren, Mats 21
Frayne, Colette A. 20
Frenkel, Michael 21

Frost, Tony 21, 28
Fruin, Mark 28
Furu, Patrick 17

G

Gao, Tao 19, 31
García-Canal, Esteban 16
Gardberg, Naomi A. 23, 32
Geringer, J. Michael
20, 28, 30
Gerybadze, Alexander 25
Ghaddar, Suad 19
Gibson, Cristina B. 20
Gibson, Donald 26
Gillespie, Kate 21
Gittelman, Michelle 16
Gleason, Kimberly C.
16, 19, 23, 31, 32
Gluesing, Julia 33
Gobeli, David H. 18
Goerzen, Anthony 18, 30
Gomes-Casseres, Benjamin
24
Gomez, Carolina 17, 34
Goodnow, James D. 18
Granrose,
Cherlyn Skromme 33
Gray, Sidney 16
Grosse, Robert 22, 27
Guerrero-Cusumano, José-
Luis 19
Guimarães, Paulo 24
Guisinger, Stephen 14
Gupta, Anil K. 26

H

Hagedoorn, John 24
Hagen, James M. 26
Haggerty, Nicole 30
Hagstrom, Peter 22
Hamilton, Robert D. 27
Hansen, Kathy 33
Harrison, Paul 23
Hart, Jeffrey 22
Harveston, Paula D. 18, 21
Harvey, Michael 16
Hasenhuttl, Maria 23
Hatch, Mary Jo 29
Hatem, Tarek A. 33
Hébert, Louis 16, 28, 31
Henisz, Witold Jerzy
26, 33
Hennart, Jean-François
6, 16, 26, 28, 32
Her, M. Monica 30
Hewett, Kelly 26

Hinck, Wolfgang 19
Hoetker, Glenn 30
Holzmuller, HartmutH. 30
Hoskisson, RobertE.
24, 32
Houston, Mike 5, 6
Huang, Qiang 33
Hundley, Greg 26
Hunter, RichardJ. 21

I

Ilsev, Arzu 16
Inkpen, AndrewC. 27
Ito, Kiyohiko 28

J

Jackson, Terence 19
Jacobsen, Kurt 22
Jacobsen, Mår Klinge 30
Jacobson, Carol 21
Jacque, LaurentL. 21, 23
Jaffe, Adam 24
Johanson, Jan 27
Johnson, JamesP. 17
Jones, GaryK. 22
Jones, Geoffrey 25
Jones, Janice 19
Jones, Marian 29
Jones, Melanie 19
Jones, Victoria 19
Joseph, Jacob 19
Jun, Yongwook 30

K

Kachra, Ariff 31
KamaleddinShei 31
Kao, Charng 16
Kaplan, Eileen 18
Katz, JanHack 6, 14, 33
Katzenstein, Lawrence
5, 6, 17, 29
Keck, Sara 29
Kedia, BenL. 18, 21
Keeble, David 25
Keegan, Warren 29
Khambata, Dara 18
Khanna, Tarun 33
Khavul, Susanna 31
Kidd, Dusty 32
Kim, Bongjin 33
Kim, Jai-Beom 31
Kim, Kwangsoo 23
Knight, GaryA. 14, 23
Kobrin, Steven 5, 15
Koenig, HaroldF. 18

Köhler, Gabriele 28
Korten, DavidC. 5, 29
Kostova, Tatiana 16, 20
Kotabe, Masaaki 27, 32
Koza, MitchellP. 30
Kudrle, RobertT. 14
Kuemmerle, Walter 15, 25
Kujawa, Duane 22
Kumar, Rajesh 26
Kumar, Shyam 23
Kundu, SumitK. 16
Kwok, ChuckC.Y. 23, 24

L

Lange, Ole 22
Lantz, Amy 6
Larimo, Jorma 18
Lau, K.F. 19
Lawrence, Peter 29
Ledin, Hakan 22
Lee, Ji-Hwan 20
Lehmann, Hans 18
Lehrer, Mark 22
Leiblein, MichaelJ. 32
Leigh, Karen 5, 6
Lenway, Stefanie
4, 5, 6, 15
Lessard, Donald 21, 23
Lévy, Brigitte 19
Lewin, ArieY. 33
Li, Shaomin 20
Liesch, PeterW. 23, 27
Linden, Greg 22
Linowes, RichardG. 19
Liouville, Jacques 22
Loveridge, Ray 33
Lü, Jane W 31
Luo, Yadong 16

M

Madden, ThomasJ. 26
Madhok, Anoop 14
Mahajan, Arvind 30
Maignan, Isabelle 20
Maitland, ElizabethT. 25
Maitland, Ian 32
Majkgard, Anders 27
Majumdar, SumitK. 28
Makhija, MonaV. 30
Makino, Shige 33
Malik, OmarR. 17, 21
Martin, Xavier 31, 32
Massey, JosephA. 32
Mathews, JohnA. 22
Mathur, Ike
16, 19, 23, 31, 32

Matsuno, Ken 19
Matthews, Linda 16
Mayrhofer, Wolfgang 15
Maznevski, Martha 17, 22
McAleenan, Andrea 32
McArthur, DavidN. 26
McGaughey, SaraL. 27
McKern, Bruce 26
McNamara, Gerry 17
McNiven, James 29
Mehta, Kamlesh 16
Mehta, Raj 19
Melewar, T.C. 17
Mellahi, Kamel 18
Meshulach, Avraham 25
Meyer, KlausE. 30
Mezias, JohnM. 21, 28
Micek, ErnestS. 5, 32
Midgley, DavidF. 26
Miller, StewartR. 29
Mishra, ChandraS. 18
Mishra, Harsh 30
Mitchell, Will 23
Mitsch, Ron 5, 25
Mokra, Irene 21
Molot, MaureenAppel 22
Money, R.Br uce 26
Moon, Hwy-Chang 33
Moore, Karl 25
Moran, Ted 24
Morrison, Allen 18
Mottner, Sandra 17
Moussetis, RobertC.
18, 19, 30
Mroczkowski, Tomasz 19
Mudambi, Ram 17, 26
Mudambi,
SusanMcDeowell 26
Mueller, ReneD. 17
Mueller, StephenL. 30
Murrman, JohannPeter 26
Murray, JanetY. 17
Murray, John 28
Murtha, Thomas 20
Myers, MatthewB. 19
Mytelka, LynnK. 24, 28

N

Nachum, Lilach 25
Naim, Moises 5, 29
Nakano, Chiaki 19
Nakos, George
18, 19, 30, 31, 33
Napier, NancyK. 15
Nebus, James 27
Nelson, MarilynCarlson
32

Nelson, RichardR. 26
Neupert, KentE. 17
Newburry, William 20
Newman, Karen 24
Nicholas, StephenJ. 17, 25
Nichols, Nancy 16
Novak, Alajzy 19
Novicevic, MiloradM. 16
Nti, KofiO. 26
Nyaw, Mee-kau 16

O

O'Brien, Matthew 19
O'Connel, Ann 32
Olibe, KingsleyO. 18
Olsen, DavidM. 30
Oviatt, Ben 29

P

Park, Hoon 18
Park, Hun-Joon 19
Park, Jong-Hun 23
Park, Ki-Sung 23
Park, NamgyooK. 23, 32
Parker, Barbara 21
Parkhe, Arvind 29
Pavlovskaya, Antonina 26
Pedersen, Kurt 18
Pedersen, Torben 21
Pekerti, AndreA. 26
Peng, Tai-Kuang 33
Pérez, PedroDavid 18, 20
Perlmutter, Howard 25
Perrewé, PamelaL. 20
Peters, LoisS. 18
Peterson, Richard 17
Pett, TimothyL. 20, 30
Pfefferman, Guy 14
Phene, Anupama 15, 23
Piorunowska-Kokoszko,
Joanna 19
Poindexter, Tina 6
Pont, CarlosGar cia 25
Poulson, Duncan 27
Pralhad, C.K. 5, 25
Prakash, Aseem 22
Prescott, JohnE. 33
Preston, Lee 25
Pucik, Vladimir 24
Pugel, Tom 27, 28
Purcell, William 17

R

Radnor, Michael 14
Ralston, DavidA. 6, 20

Ramamurti, Ravi 14, 21
 Rangan, Subramanian 14, 24
 Ray, Pradeep 30
 Rechner, Paula 17
 Reeb, DavidM. 18, 33
 Reed, TimothyS. 33
 Reuer, JeffreyJ. 30, 32
 Rhee, Dongkee 31
 Richards, Malika 26, 31
 Richey, Brenda 17
 Riddle, Liesl 21
 Ring, PeterSmith 5, 6, 32
 Robbins, Gregory 28
 Robles, Fernando 21
 Robock, Stefan 16
 Rodrigues, Carl 18
 Roehl, Tom 23, 28
 Rojec, Matija 31
 Ronkainen, IlkkaA. 19
 Rose, ElizabethL. 25, 28
 Rossi, AnaMaria 20
 Roth, Kendall 6, 20, 26
 Roth, MartinS. 26
 Rugman, AlanM. 14, 22, 33
 Rutenberg, David 30
 Ryan, LeoV. 21
 Ryan, MichaelP. 27, 34

S

S., Richard Rosenbloom 15
 Sagafi-negad, Tagi 20
 Sakakibara, Mariko 15, 20
 Salk, Jane 17
 Salomon, Robert 31
 Sampson, Rachele 32
 Sanders, WilliamGerard 31
 Santos, Jose 21, 25
 Sargent, John 16
 Saunders, John 17
 Sauvart, KarlP. 28
 Sayre, Edward 21
 Schlegelmilch, BodoB. 5, 32
 Schneider, Susan 29
 Schuh, ArnoldA. 23
 Scullion, Hugh 15
 Seifert, Bruce 17
 Seo, Jung-Soo 24
 Sethi, S.Prakash 32
 Sharma, D.Deo 27
 Shaver, J.Myles 28
 Shenkar, Oded 16
 Shima, Tadashi 29

Shin, Hyung-Deok 31
 Simmet-Blombert, Heike 30
 Simonin, Bernard 22
 Singh, Manohar 16, 19, 23, 31, 32
 Sirh, Jin-Young 20
 Solvell, Orjan 22
 Song, Jaeyong 15
 Soskice, David 22
 Souchon, AnneL. 30
 Spencer, JenniferW. 33, 34
 Stanley, Guy 29
 Stephens, RobertD. 25
 Stewart, AliceC. 30
 Stoever, WilliamA. 31
 Stopford, John 5, 15
 Street, Donna 16
 Sturges, David 21
 Subramaniam, Mohan 23
 Subramanian, Venkat 30
 Suh, Chung-Sok 24
 Svetliè, Marjan 31

T

Taka, Iwao 19
 Tallman, Stephen 31
 Tan, Danchi 31
 Tang, Ming-Je 16
 Tang, Moureen 20
 Tansky, JudithA. 20
 Taylor, Glen 19
 Taylor, Sully 15, 20
 Teegen, HildyJ. 14, 22, 23
 Terpstra, Vern 22
 Thomas, AnisyaS. 22, 30
 Thomas, DavidC. 26
 Thomsen, Steen 5, 6, 22, 32
 Tind, Anne 30
 Toulan, OmarN. 33
 Turcq, Dominique 32
 Tyler, Catherine 17

V

Vaaler, Paul 17, 23
 Vachani, Sushil 31
 Valdés, Ana 16
 VanDeusen, Cheryl 20
 VanHeck, Nick 19
 Venaik, Sunil 26
 Ventresca, Marc 23
 Verbeke, Alain 27, 31, 33
 Verdin, Paul 19, 30
 Vernon, Ray 5
 Vollmer, Guenther 20

Vora, Davina 17

W

Wallace, Alan 20
 Wan, Paulina 20
 Wan, WilliamP. 24
 Weiner, RobertJ. 17
 Wells, Louis 24
 Westman, Mina 20
 Westney, Eleanor 15
 White, MarionM. 20
 White, Steven 22
 Willett, ThomasD. 28
 Williamson, OliverE. 26
 Wills, JamesR. 4
 Wolff, JamesA. 30
 Woodward, Douglas 24
 Wright, Mike 21
 Wright, Richard 29
 Wu, Congsheng 23
 Wymbs, Cliff 22, 25

X

Xu, Deyin 30

Y

Yang, Daqing 22
 Yaprak, Attila 21
 Yeung, Bernard 5, 6, 23
 Yeung, HenryW ai-Chung 21
 Yi, LeeMei 18
 Yip, George 15
 Yoshikawa, Toru 29
 Yoshiwara, Hideki 19
 Young, Corinne 32
 Young, Stephan 29
 Yunez, AlejandroIbarra 29

Z

Zaheer, Akbar 23
 Zaheer, Srilata 14, 33
 Zaidi, MahmoodA. 5, 32
 Zander, Lena 17
 Zander, Udo 15, 22
 Zellmer-Bruhn, MaryE. 20
 Zeng, Ming 28
 Zhang, Anming 23
 Zhang, Manli 16
 Zhong, JamesChenbo 22
 Zhou, Changhui 18
 Zhou, Dongsheng 20
 Zhukov, Vladimir 21
 Zimny, Zbigniew 28