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
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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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
Acknowledgments

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

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

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

Placement Services
Coordinator David A. Ralston, University of Oklahoma

Junior Faculty Consortium
Chair Jan Hack Katz, Cornell University

Doctoral Consortium
Chair S. Tamer Cavusgil, Michigan State University

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

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GREETINGS

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

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

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

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

Jim Hodges
Dear Members of the Academy of International Business:

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

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

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

Most sincerely yours,

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

JPR, jr/cb

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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:

- Tailan Chi
- Champaign
- Joseph Cheng
- Shih-Fen Chen
- Roger Chen
- Min Chen
- Chun-Chung Chen
- Satya P. Chattopadhyay
- Fred Burton
- Mary Brooks
- Phil Bromily
- James Bodurtha
- Muzaffer Bodur
- Keio University
- Nicholas Athanassiou
- Northeastern University
- Preet S. Aulakh
- Michigan State University
- Catherine N. Axinn
- Ohio State University
- Paul W. Beamish
- University of Western Ontario
- Schon Beechler
- Columbia University
- Iris Berdrow
- Bentley College
- Aleta Best
- University of Massachusetts - Dartmouth
- J. Birkinshaw
- London Business School
- Jean Boddewyn
- Baruch College - CUNY
- Muzaffer Bodur
- Bogazici University
- James Bodurtha
- Georgetown University
- Thomas L. Brewer
- Copenhagen Business School
- Phil Bromily
- University of Minnesota
- Mary Brooks
- Dalhouse University
- Keith Brouthers
- University of East London
- Fred Burton
- University of Manchester
- Jose Campa
- New York University
- Mark C. Casson
- University of Reading
- Satya P. Chattopadhyay
- University of Scranton
- Chun-Chung Chen
- National Chi Nan University
- Min Chen
- Thunderbird - AGSIM
- Roger Chen
- University of San Francisco
- Shih-Fen Chen
- Kansas State University
- Joseph Cheng
- University of Illinois at Urbana-Champaign
- Tanlel Chi
- University of Wisconsin - Milwaukee

- Frederick Choi
- New York University
- James J. Chrisman
- University of Calgary
- Petra Christmann
- University of Virginia
- Susan Christoffersen
- Philadelphia University
- Wilbur Chung
- New York University
- Reid W. Click
- George Washington University
- Jean-Claude Cosset
- Universite Laval
- Larry Cunningham
- University of Colorado
- Michael R. Czinkota
- Georgetown University
- Andrew Delios
- Hong Kong University of Science and Technology
- Timothy Deviney
- University of New South Whales
- Vladimirov
- Center for International Competitiveness
- Les Dilay
- Lake Forest College
- Luis V. Dominguez
- Florida Atlantic University
- Susan P. Douglas
- New York University
- John Doukas
- Old Dominion University
- Yves L. Doz
- INSEAD
- Frank L. DuBois
- American University
- John H. Dunning
- Holly Dell
- Giana Eckhardt
- University of Minnesota
- Lorraine Eden
- Texas A&M University
- William Englethoff
- Fordham University
- Christine J. Erickson
- Howard University
- Seygin Eroglu
- Georgia State University
- Ronel Erwee
- University of Southern Queensland
- Cheol Eun
- University of Maryland
- Khosrow Fatemi
- San Diego State University
- David Faulkner
- Oxford University
- Susan Feinberg
- University of Maryland
- Don Ferron
- University of Minnesota
- Karin Fladmoe-Lindquist
- University of Utah
- Juan Florin
- University of Connecticut
- Edward B. Flowers
- St John's University
- Susan Forquer Gupta
- University of Wisconsin - Milwaukee
- Deborah H. Francis
- Auburn University at Montgomery
- Prem Gandhi
- Plattsburgh State University
- Tao Gao
- Hofstra University
- Carlos Garcia-Pont
- IESE
- Naomi A. Gardberg
- New York University
- Fariborz Ghadar
- The Pennsylvania State University
- Michel Ghertman
- Strategy & International Business
- Ammesh Ghoshal
- DePaul University
- Donald Gibson
- Macquarie University
- Kate Gillespie
- University of Texas at Austin
- Debbie Gilliard
- University of Akron
- Benjamin Gomes-Casseres
- Brandeis University
- James D. Goodnow
- Bradley University
- Edward M. Graham
- Institute for International Economics
- Cheryl Granrose
- Claremont Graduate University
- Brendan Gray
- University of Otago
- Andreas Grein
- Baruch College - CUNY
- David A. Griffith
- University of Oklahoma
- David Grigsby
- Clemson University
- Robert E. Grosse
- Thunderbird - AGSIM
- Olaf J. Groth
- AirTouch Satellite Services, Inc.
- Stephen E. Guisinger
- University of Texas at Dallas
- Anil Gupta
- University of Maryland
- Jim Hagen
- Cornell University
- John K. Harper
- U.S. General Accounting Office & Catholic University
- Robert G. Hawkins
- Georgia Institute of Technology
- Belmont F. Haydel
- Emeritus, Rider University
- Witold Jerzy Henisz
- University of Pennsylvania
- Kelly Hewett-Uscategui
- University of Connecticut
- Arnie Hilgert
- Northern Arizona University
- Michael Hilt
- Texas A & M University
- June Y. Hoang
- Seoul National University
- Hartmut H. Holzmüller
- University of Dortmund
- Sung-Jim Hong
- Korea University
- Veronica Horton
- University of Akron
- Yasuo Hoshino
- University of Tsukuba
- Mike Houston
- University of Minnesota
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- Thunderbird - AGSIM
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- National Taiwan University
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- Florida State University
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- Thunderbird - AGSIM
- Gary S. Insch
- Boston University
- Carol Jacobson
- Purdue University
- Laurent L. Jacque
- Tufts University
- Arvind K. Jain
- Concordia University
- Subhash C. Jain
- University of Connecticut
- Douglas Johnson
- University of Minnesota
- Herb Johnson
- Nova Southeastern University
- Constantine S. Katsiakas
- Cardiff University
- Jan H. Katz
- Cornell University
- Larry Katzenstein
- University of Minnesota
- Masoud Kavoossi
- Howard University
- Ben L. Kedia
- University of Memphis
- Warren J. Keegan
- Pace University
- Martin Kenney
- University of California - Davis
- Young-Chan Kim
- School of Management
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- University of Pennsylvania
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- University of Pittsburgh
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- University of South Carolina
- Robert Kudirle
- University of Minnesota
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- University of Miami
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University of South Carolina

Michael Landeck
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Irene Lange
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G. Peter Lauter
The George Washington University

Diana Lawson
University of Maine

Mark Lehrer
University of Rhode Island

Richard Levin
New York University

Peter Ping Li
California State University - Stanislaus

Lianlian Lin
California State Polytechnic University Pomona

Greg Linden
Berkeley Roundtable on the International Economy

Jan B. Luytjes
Florida International University

Ian Maitland
University of Minnesota

Robert Markland
University of South Carolina

Xavier Martin
New York University

Ike Mathur
Southern Illinois University

Lyn Mathur
Southern Illinois University

Martha L. Maznevski
University of Virginia

Jim McCullough
Washington State University

Bruce McKern
Monash University

Mark Mendenhall
University of Tennessee at Chattanooga

Richard Menger
St. Mary’s University

Avinash Menghraj
Hebrew University of Jerusalem

Klaus Meyer
Copenhagen Business School

Martin Meznar
Arizona State University West

Carla Millar
City University

Stephen J. Miller
Oklahoma State University

Michael S. Minor
University of Texas - Pan American

Michael J. Mol
Erasmus University Rotterdam

Bruce Money
University of South Carolina

Richard Moxon
University of Washington

Ram Murdambi
University of Reading

Carolyn B Mueller
Ball State University

Ananda Mukherji
Texas A&M International University

Janet Y. Murray
Cleveland State University

L. Nachum
Cambridge University

Rajneesh Narula
University of Oslo

Robert Nason
Michigan State University

David Naumann
University of Minnesota

Chad Neher
Quinipiac College

Stanley D. Nollen
George Washington University

Hanne Norreklit
Aarhus School of Business

Alex Z. Nowak
University of Warsaw

Sharon O’Donnell
University of Delaware

Chibgo Ofong
Savannah State University

Daniel A. Ondrack
University of Toronto

Aysegil Ozsomer
KOC University

Yongsun Paik
Loyola Marymount University

Namgyou Park
New York University

Kurt Pedersen
Aarhus School of Business

Anur Pillutla
Washington State University

David Pollard
University of Abertay Dundee

Aseem Prakash
George Washington University

V. Kanti Prasad
University of Wisconsin - Milwaukee

Lee E. Preston
University of Maryland

Thomas A. Pugel
New York University

Betty Jane Punnett
University of the West Indies

Lee Radebaugh
Brigham Young University

Hugo K. Radice
University of Leeds

Ravi Ramamurti
MIT

Sabine Reddy
Wayne State University

Kira Kristal Reed
University of Connecticut

Douglas Reid
Queens University

Malika Richards
Drexel University

David Ricks
University of Missouri, St. Louis

Christine P. Ries
Georgia Institute of Technology

Mark Ritsin
University of Minnesota

Richard D. Robinson
Emeritus, M.I.T.

Fernando Robles
George Washington University

Stefan H. Robock
Columbia University

Thomas W. Roehr
University of Illinois

Bet Roffey
The Flinders University of South Australia

Ilkka A. Ronkainen
Georgetown University

Elizabeth Rose
University of Auckland

Kendall Roth
University of South Carolina

Alan M. Rugman
Oxford University

John A. Rushing
Nova SE University

John Saee
University of Western Sydney

Tagi Sagafi-nejad
Loyola College in Maryland

Marko Sakakibara
University of California - Los Angeles

Jane Salk
ESSEC

Gene Salorio
Baruch College - CUNY

Saeed Samiee
The University of Tulsa

Douglas M. Sanford
The George Washington University

Ravi Sarathy
Northeastern University

Leo Scewaoen
Applied Economics

Ronald L. Schill
Brigham Young University

Douglas Schuler
Rice University

William D. Schulte
The George Washington University

Bruce Seifert
Old Dominion University

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Texas A&M University

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University of Houston

Arthur Stonehill
University of Hawaii

Jesper Strandskov
Aarhus School of Business

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The University of Texas - Pan American

Jeremiah J. Sullivan
University of Washington

Marjan Svetlicic
University of Ljubljana

Asada Takayuki
Osaka University

Stephen Tallman
Cranfield University

Mary Teagarden
Thunderbird - AGSIM

Hildy Teegen
George Washington University

Vern Terpstra
University of Michigan

David C. Thomas
University of Auckland

Steen Thomsen
Aarhus School of Business

Hans B. Thorell
Indiana University

Brian Toyne
St. Mary’s University

Lisa Troy
Utah State University

Susan Trussler
University of Scranton

Adrian Tschoegl
University of Pennsylvania

Yoshi Tsunumi
Baruch College - CUNY

Jorgen Ullf
Aarhus School of Business

Paul Vaaler
Tufts University

Danny Van Den Bulcke
University of Antwerp

Cheryl Van Deusen
University of North Florida

Heidi Vernon
Northeastern University

Jens Vestergaard
Aarhus School of Business

Bindy J. Vyas
Rutgers University

Ingo Walter
New York University

Louis T. Wells
Harvard University

Tom Wesson
York University

Eleanor Westney
MIT

Jerry Wheal
Indiana University Southeast

D. Steven White
University of Massachusetts - Dartmouth

Steven White
Hong Kong University of Science and Technology

James R Willis
University of Hawai'i

Bernard M. Wolf
York University

Weidong Xia
University of Minnesota

Attila Yaprak
Wayne State University

George Yip
University of Cambridge

Murray Young
Bethel College

Srilata Zaheer
University of Minnesota

Shaker Zahr
Georgia State University

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

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

### SATURDAY, NOVEMBER 20

<table>
<thead>
<tr>
<th>Event</th>
<th>Room</th>
<th>Time</th>
</tr>
</thead>
<tbody>
<tr>
<td>Junior Faculty Consortium</td>
<td>Drayton</td>
<td>10:00 a.m. - 4:00 p.m.</td>
</tr>
<tr>
<td>Doctoral Consortium</td>
<td>Colleton</td>
<td>12:00 p.m. - 4:00 p.m.</td>
</tr>
<tr>
<td>Pre-conference teaching workshop</td>
<td>Jenkins King</td>
<td>1:00 p.m. - 2:30 p.m.</td>
</tr>
<tr>
<td>Pre-conference teaching workshop</td>
<td>Beauregard</td>
<td>3:00 p.m. - 4:30 p.m.</td>
</tr>
<tr>
<td>AIB Fellows Panel</td>
<td>Live Oak</td>
<td>5:00 p.m. - 6:00 p.m.</td>
</tr>
<tr>
<td>Presidential Reception</td>
<td>Ballroom</td>
<td>6:15 p.m. - 8:00 p.m.</td>
</tr>
</tbody>
</table>

### SUNDAY, NOVEMBER 21

<table>
<thead>
<tr>
<th>Event</th>
<th>Room</th>
<th>Time</th>
</tr>
</thead>
<tbody>
<tr>
<td>Chapter Chairs' Breakfast Meeting</td>
<td>2L</td>
<td>7:00 a.m. - 8:30 a.m.</td>
</tr>
<tr>
<td>1.1.1 – Opening Plenary</td>
<td>Cypress</td>
<td>8:30 a.m. - 10:00 a.m.</td>
</tr>
<tr>
<td>1.2.1 – Symposium</td>
<td>Jenkins King</td>
<td>10:30 a.m. - 12:00 p.m.</td>
</tr>
<tr>
<td>1.2.2 – Symposium</td>
<td>Beauregard</td>
<td>10:30 a.m. - 12:00 p.m.</td>
</tr>
<tr>
<td>1.2.3 – Competitive</td>
<td>2-H</td>
<td>10:30 a.m. - 12:00 p.m.</td>
</tr>
<tr>
<td>1.2.4 – Competitive</td>
<td>Colleton</td>
<td>10:30 a.m. - 12:00 p.m.</td>
</tr>
<tr>
<td>1.2.5 – Workshop</td>
<td>Drayton</td>
<td>10:30 a.m. - 12:00 p.m.</td>
</tr>
<tr>
<td>1.2.6 – Workshop</td>
<td>Edmunds</td>
<td>10:30 a.m. - 12:00 p.m.</td>
</tr>
<tr>
<td>1.2.7 – Workshop</td>
<td>Hampton</td>
<td>10:30 a.m. - 12:00 p.m.</td>
</tr>
<tr>
<td>1.2.8 – Symposium</td>
<td>Ashley Cooper</td>
<td>10:30 a.m. - 12:00 p.m.</td>
</tr>
<tr>
<td>Posters with light lunch</td>
<td>Live Oak</td>
<td>12:00 p.m. - 1:30 p.m.</td>
</tr>
<tr>
<td>1.3.1 – Symposium</td>
<td>Jenkins King</td>
<td>1:00 p.m. - 2:30 p.m.</td>
</tr>
<tr>
<td>1.3.2 – Competitive</td>
<td>Jenkins King</td>
<td>1:00 p.m. - 2:30 p.m.</td>
</tr>
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<td>1:00 p.m. - 2:30 p.m.</td>
</tr>
<tr>
<td>1.3.4 – Symposium</td>
<td>2-H</td>
<td>1:00 p.m. - 2:30 p.m.</td>
</tr>
<tr>
<td>1.3.5 – Competitive</td>
<td>2-L</td>
<td>1:00 p.m. - 2:30 p.m.</td>
</tr>
<tr>
<td>1.3.6 – Workshop</td>
<td>Hampton</td>
<td>1:00 p.m. - 2:30 p.m.</td>
</tr>
<tr>
<td>1.3.7 – Workshop</td>
<td>Edmunds</td>
<td>1:00 p.m. - 2:30 p.m.</td>
</tr>
<tr>
<td>1.3.8 – Symposium</td>
<td>Ashley Cooper</td>
<td>1:00 p.m. - 2:30 p.m.</td>
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<tr>
<td>1.4.1 – Symposium</td>
<td>Jenkins King</td>
<td>3:00 p.m. - 4:30 p.m.</td>
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<tr>
<td>1.4.2 – Symposium</td>
<td>Jenkins King</td>
<td>3:00 p.m. - 4:30 p.m.</td>
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<tr>
<td>1.4.3 – Competitive</td>
<td>2-L</td>
<td>3:00 p.m. - 4:30 p.m.</td>
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<tr>
<td>1.4.4 – Competitive</td>
<td>2-L</td>
<td>3:00 p.m. - 4:30 p.m.</td>
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<tr>
<td>1.4.5 – Workshop</td>
<td>Edmunds</td>
<td>3:00 p.m. - 4:30 p.m.</td>
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<tr>
<td>1.4.6 – Workshop</td>
<td>2-L</td>
<td>3:00 p.m. - 4:30 p.m.</td>
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<tr>
<td>1.4.7 – Workshop</td>
<td>Hampton</td>
<td>3:00 p.m. - 4:30 p.m.</td>
</tr>
<tr>
<td>1.4.8 – Symposium</td>
<td>Edmunds</td>
<td>3:00 p.m. - 4:30 p.m.</td>
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</tbody>
</table>

**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: Edmunds
  - Time: 1:00 p.m. - 2:30 p.m.

**1.3.7 – Workshop**

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

**1.3.8 – Symposium**

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

**1.4.1 – Symposium**

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

**1.4.2 – Symposium**

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

**1.4.3 – Competitive**

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

**1.4.4 – Competitive Session**

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

**1.4.5 – Workshop**

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

**1.4.6 – Workshop**

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

**1.4.7 - Workshop**

- Foreign Direct Investment: Entry, Location, Human Capital and Knowledge Flows
  - Room: Hampton
  - Time: 3:00 p.m. - 4:30 p.m.
<table>
<thead>
<tr>
<th>Time</th>
<th>2.1 - Plenary Session</th>
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<tbody>
<tr>
<td></td>
<td>Reframing Globality</td>
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<tr>
<td></td>
<td>Room: Cypress</td>
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<td></td>
<td>Time: 8:30 a.m. - 10:00 a.m.</td>
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<tr>
<th>Time</th>
<th>2.2.0 - Symposium</th>
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<tbody>
<tr>
<td></td>
<td>R&amp;D Globalisation: MNCs Learning from Multiple Locations</td>
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<tr>
<td></td>
<td>Room: Edmunds</td>
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<td>Time: 10:30 a.m. - 12:00 p.m.</td>
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<thead>
<tr>
<th>Time</th>
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<tbody>
<tr>
<td></td>
<td>History in the Future of International Business</td>
</tr>
<tr>
<td></td>
<td>Room: Jenkins King</td>
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<td>Time: 10:30 a.m. - 12:00 p.m.</td>
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<thead>
<tr>
<th>Time</th>
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<tbody>
<tr>
<td></td>
<td>The Future of the Global Business Civilization</td>
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<td></td>
<td>Room: 2-L</td>
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<td>Time: 10:30 a.m. - 12:00 p.m.</td>
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<tr>
<th>Time</th>
<th>2.2.3 - Competitive</th>
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<tbody>
<tr>
<td></td>
<td>Clusters and MNC Strategy</td>
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<td></td>
<td>Room: 2-H</td>
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<td>Time: 10:30 a.m. - 12:00 p.m.</td>
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<tr>
<th>Time</th>
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<tbody>
<tr>
<td></td>
<td>Pressing Issues in International Organizational Behavior, Communication, Culture, and Change</td>
</tr>
<tr>
<td></td>
<td>Room: Colleton</td>
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<td></td>
<td>Time: 10:30 a.m. - 12:00 p.m.</td>
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<tr>
<th>Time</th>
<th>2.2.5 - Competitive</th>
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<tbody>
<tr>
<td></td>
<td>The Global Marketing Function</td>
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<tr>
<td></td>
<td>Room: Drayton</td>
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<td>Time: 10:30 a.m. - 12:00 p.m.</td>
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<thead>
<tr>
<th>Time</th>
<th>2.2.6 - Richard N. Farmer Dissertation Award Finalists' Presentations</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Room: Beauregard</td>
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<td>Time: 10:30 a.m. - 12:00 p.m.</td>
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<tr>
<th>Time</th>
<th>2.2.7 - Workshop</th>
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<tbody>
<tr>
<td></td>
<td>Transcending Time and Space through Global Knowledge Management</td>
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<tr>
<td></td>
<td>Room: Hampton</td>
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<td>Time: 10:30 a.m. - 12:00 p.m.</td>
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<thead>
<tr>
<th>Time</th>
<th>2.2.8 - Symposium</th>
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<tbody>
<tr>
<td></td>
<td>Many Faces of the Emerging Financial Crises</td>
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<tr>
<td></td>
<td>Room: Ashley Cooper</td>
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<td></td>
<td>Time: 10:30 a.m. - 12:00 p.m.</td>
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<thead>
<tr>
<th>Time</th>
<th>Awards Luncheon</th>
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<tbody>
<tr>
<td></td>
<td>Room: Ballroom</td>
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<td>Time: 12:00 p.m. - 2:00 p.m.</td>
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<thead>
<tr>
<th>Time</th>
<th>2.3.1 - Symposium</th>
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<tbody>
<tr>
<td></td>
<td>Foreign Direct Investment and the Challenge of Development: Findings of the UNCTAD World Investment Report 1999</td>
</tr>
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<td></td>
<td>Room: Jenkins King</td>
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<td>Time: 2:15 p.m. - 3:45 p.m.</td>
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<tr>
<th>Time</th>
<th>2.3.2 - Symposium</th>
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<tr>
<td></td>
<td>Japanese Business Relationships: Continuity and Change in the Post Bubble Globalized Economy</td>
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<td>Room: 2-L</td>
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<td>Time: 2:15 p.m. - 3:45 p.m.</td>
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<tr>
<th>Time</th>
<th>2.3.3 - Symposium</th>
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<tbody>
<tr>
<td></td>
<td>Host Outcomes From FDI and Multinational Activity</td>
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<tr>
<td></td>
<td>Room: Beauregard</td>
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<td></td>
<td>Time: 2:15 p.m. - 3:45 p.m.</td>
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<thead>
<tr>
<th>Time</th>
<th>2.3.4 - JIBS Decade Award Winner's Presentation</th>
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<tbody>
<tr>
<td></td>
<td>Room: Colleton</td>
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<td>Time: 2:15 p.m. - 3:45 p.m.</td>
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<thead>
<tr>
<th>Time</th>
<th>2.3.5 - Symposium</th>
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<tbody>
<tr>
<td></td>
<td>Reforming the International Financial Architecture</td>
</tr>
<tr>
<td></td>
<td>Room: Drayton</td>
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<td>Time: 2:15 p.m. - 3:45 p.m.</td>
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<thead>
<tr>
<th>Time</th>
<th>2.3.6 - Symposium</th>
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<tbody>
<tr>
<td></td>
<td>Advancing the Culture Concept: A Cross-Field Dialogue</td>
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<td>Room: 2-H</td>
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<td></td>
<td>Time: 2:15 p.m. - 3:45 p.m.</td>
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<thead>
<tr>
<th>Time</th>
<th>2.3.7 - Symposium</th>
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<tbody>
<tr>
<td></td>
<td>Research on International Entrepreneurship: Perspectives from Asia, Europe, and North America</td>
</tr>
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<td>Room: Hampton</td>
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<td>Time: 2:15 p.m. - 3:45 p.m.</td>
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<tr>
<th>Time</th>
<th>2.3.8 - Symposium</th>
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<tbody>
<tr>
<td></td>
<td>The PanAmerican Partnership for Business Education: Winners and Losers: Perspectives on NAFTA After Five Years</td>
</tr>
<tr>
<td></td>
<td>Room: Ashley Cooper</td>
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<td>Time: 2:15 p.m. - 3:45 p.m.</td>
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<tr>
<th>Time</th>
<th>2.4.1 - Plenary Session</th>
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<tbody>
<tr>
<td></td>
<td>The Dark Side of Globalization</td>
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<tr>
<td></td>
<td>Room: Cypress</td>
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<td>Time: 4:15 p.m. - 5:45 p.m.</td>
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<thead>
<tr>
<th>Time</th>
<th>Members' Meeting</th>
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<tbody>
<tr>
<td></td>
<td>Room: Cypress</td>
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<tr>
<td></td>
<td>Time: 6:00 p.m. - 6:45 p.m.</td>
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<thead>
<tr>
<th>Time</th>
<th>Posters with wine and cheese</th>
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<tbody>
<tr>
<td></td>
<td>Room: Live Oak</td>
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<tr>
<td></td>
<td>Time: 6:30 p.m. - 7:45 p.m.</td>
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</table>

**TUESDAY, NOVEMBER 23**

<table>
<thead>
<tr>
<th>Time</th>
<th>3.1.1 - Plenary Session</th>
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<tbody>
<tr>
<td></td>
<td>The Janus-Faced Nature of Globalization: A Practioners' Perspective</td>
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<td></td>
<td>Room: Cypress</td>
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<td>Time: 8:30 a.m. - 10:00 a.m.</td>
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<thead>
<tr>
<th>Time</th>
<th>3.2.1 - Symposium</th>
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<tbody>
<tr>
<td></td>
<td>Corporate Social Responsibility and Sweatshops: On the Road to Opportunity or to Ruin</td>
</tr>
<tr>
<td></td>
<td>Room: Jenkins King</td>
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<td>Time: 10:30 a.m. - 12:00 p.m.</td>
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<thead>
<tr>
<th>Time</th>
<th>3.2.2 - Symposium</th>
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<tbody>
<tr>
<td></td>
<td>Global Knowledge Management as a Strategic Resource</td>
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<td></td>
<td>Room: 2-L</td>
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<td>Time: 10:30 a.m. - 12:00 p.m.</td>
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<tr>
<th>Time</th>
<th>3.2.3 - Competitive</th>
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<tbody>
<tr>
<td></td>
<td>Global Alliance Dynamics</td>
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<td></td>
<td>Room: 2-H</td>
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<td>Time: 10:30 a.m. - 12:00 p.m.</td>
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<tr>
<th>Time</th>
<th>3.2.4 - Competitive</th>
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<tbody>
<tr>
<td></td>
<td>International Finance II</td>
</tr>
<tr>
<td></td>
<td>Room: Colleton</td>
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<td>Time: 10:30 a.m. - 12:00 p.m.</td>
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<tr>
<th>Time</th>
<th>3.2.5 - Competitive</th>
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<tbody>
<tr>
<td></td>
<td>Pressing Issues in International Organizational Behavior II: Leaders, Followers and Teams</td>
</tr>
<tr>
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<td>Room: Drayton</td>
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<td></td>
<td>Time: 10:30 a.m. - 12:00 p.m.</td>
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<thead>
<tr>
<th>Time</th>
<th>3.2.6 - Workshop</th>
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<tbody>
<tr>
<td></td>
<td>MNC Affiliates' Global Leadership Roles</td>
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<tr>
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<td>Room: Beauregard</td>
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<td>Time: 10:30 a.m. - 12:00 p.m.</td>
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<tr>
<th>Time</th>
<th>3.2.7 - Workshop</th>
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<tbody>
<tr>
<td></td>
<td>Economic Liberalization in Emerging Markets: The Good News and the Bad News</td>
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<td>Room: Hampton</td>
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<tr>
<th>Time</th>
<th>3.2.8 - Symposium</th>
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<tbody>
<tr>
<td></td>
<td>Understanding National and Global Institutional Contexts for Innovation</td>
</tr>
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<td>Room: Ashley Cooper</td>
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<td>Time: 10:30 a.m. - 12:00 p.m.</td>
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Boone Hall Plantation Gala Event
Tour of the Plantation, Lowcountry-Style Luncheon, live traditional music, and much more fun!
(Buses leave from Charleston Place between 11:45 a.m.- 12:30 p.m.)
Venue: Boone Hall Plantation Time: 12:00 p.m. - 4:00 p.m.
### SATURDAY, NOVEMBER 20

#### Junior Faculty Consortium

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

#### 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)

#### Pre-conference teaching workshop

**Internet Based Teaching Opportunities:**  
**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.

#### Pre-conference teaching workshop

**Internet Based Teaching Opportunities:**  
**Room:** Beauregard  
**Time:** 3:00 p.m. - 4:30 p.m.  
**Panelist:** Les Dlabay, Lake Forrest College

#### AIB Fellows Panel

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

#### 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.

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

1.2.2 – Symposium
Women, International Careers and Global Leadership:
Recent Research Evidence from Across the World
Room: Beauregard  Time: 10:30 a.m. - 12:00 p.m.
Chair: Sully Taylor, Portland State University
Discussant: Nancy K. Napier, Boise State University
  Nancy Adler, McGill University
All Equal? The Importance of Context-Empirical Evidence about Male and Female Expatriates from the German Clothing Industry
  Wolfgang Mayrhofer, Wirtschaftsuniversität Wien, Austria
  Hugh Scullion, University of Nottingham Business School
Experiences of Women Professional Abroad: Comparisons Across Japan, China and Turkey
  Sully Taylor, Portland State University
Female Expatriates in International Management
  Iris Fischlmayr, Johannes Kepler University, Linz
  Oya Culpan, WCUPA
Expatriate Women Managers: An Empirical Study of Job Satisfaction
  Yair Aharoni, Rector, College of Management, Tel Aviv, Israel

1.2.3 – Competitive
Change Drivers: Institutional and Technological Innovation in the MNC
Room: 2-H  Time: 10:30 a.m. - 12:00 p.m.
Chair: Yair Aharoni, Rector, College of Management, Tel Aviv, Israel
Discussant: Udo Zander, Stockholm School of Economics
Cooperative R&D in Japan and Korea: A Comparison of Industrial Policy
  Mariko Sakakibara, University of California, Los Angeles
  Dong-Sung Cho, Seoul National University
How do Firms Evolve? The Changing Scale, Scope and Technological Influences of Semiconductor Subsidiaries
  Paul Almeida, Georgetown University
  Anupama Phene, The University of Texas at Dallas
Functional versus Capability-oriented Innovation Management in Multinational Firms
  Walter 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: Contagation, Openness, IPO, and Accounting Standards
Room: Colleton Time: 10:30 a.m. - 12:00 p.m.
Chair: Stefan Robock, Columbia University
Discussant: Reid W. Click, George Washington University
Contagion Effects From The 1994 Mexican Peso Crisis: Evidence from Chilean ADRS
Ike Mathur, Southern Illinois University
Kimberly C. Gleason, University of Akron
Selahattin Diboglu, Southern Illinois University
Manohar Singh, University of New South Wales

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

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

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

1.2.5 – Workshop

The Causes and Consequences of Effective Joint Ventures
Chair/Discussant: Jean-Francois Hennart, Tilberg University
Room: Drayton Time: 10:30 a.m. - 12:00 p.m.
International JVs Cooperation, Competition And The Longevity Of Stakes In Joint Ventures: A Value Creation Approach
África Ariño, Universidad de Navarra
Esteban García-Canal, Universidad de Oviedo
Ana Valdés, Universidad de Oviedo

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

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

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

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

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

1.2.6 – Workshop

Current Issues in International OB/HRM
Room: Edmunds Time: 10:30 a.m. - 12:00 p.m.
Chair: Kamlesh Mehta, St. Mary’s University
Discussant: Tatiana Kostova, University of South Carolina
Reducing Global Organizational Ignorance: A Staffing Solution
Michael Harvey, University of Oklahoma
Milorad M. Novicevic, University of Oklahoma

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

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

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

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

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

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

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

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

Assessing Risk
Isomorphic Experts? An Institutional Perspective on Foreign Investment Risk Assessment
Omar R. Malik, Eli Broad Graduate School of Management, Michigan State University
Gerry McNamara, Eli Broad Graduate School of Management, Michigan State University
Paul Vaaler, Tufts University
The Survival of International New Ventures
Ram Mudambi, Case Western Reserve University
Motivations and Risks in International Licensing: A Review and a Research Agenda
Sandra Mottner, Old Dominion University
James P. Johnson, Old Dominion University
Herd But Not Seen? Speculator Behavior and Financial Turmoil
Robert J. Weiner, George Washington University
Dividend Policies - A Comparison Between Market-Based Systems and Relationship-Oriented Systems
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

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

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

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

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

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

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

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, Hochshule fur öffentiche 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

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

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
Soonyoo 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. Mezias, University of Miami

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

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

1.3.6 – Workshop
Firm Transformation in Emerging Markets
Room: Hampton  Time: 1:00 p.m. - 2:30 p.m.
Chair/Discussant: Alojzy Z. Novak, Warsaw University
Competitive Strategies Of Firms From Developing Countries: A Conceptual Framework
Omar R. Malik, Michigan State University
Preet S. Aulakh, Temple University

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

Insiders, Outsiders and MNE-Host Country Bargains: A Case Study of the Automotive Industry in Canada
Lorraine Eden, Texas A&M University
Maureen Appel Molot, Carleton University

The 1997 East Asian Crises: Implications for IPE-IB Research
Aseem Prakash, George Washington University

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

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

1.4.3 – Competitive
The Two Faces of Marketing: Standardization vs. Adaptation
Room: Drayton Time: 3:00 p.m. - 4:30 p.m.
Chair: Vern Terpstra, University of Michigan
Discussant: Bernard Simonin, Tufts University

Image of the Country of Origin and International Performance: A Contribution to the Debate Standardisation or Adaptation
Jacques Liouville, Université Robert Schuman
Global Standardization as a Success Formula for Marketing in Central Eastern Europe?
Arnold A. Schuh, Wirtschaftsuniversität Wien

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

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

1.4.4 – Competitive Session

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

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

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

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

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

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

1.4.5 – Workshop

Alternative Transformations: The Many Faces of Global Strategy
Room: Edmond 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

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 Kuemmerele, 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

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 Bodewyn, 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, Berkely
Advisor: Oliver E. Williamson

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

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

Finalist: Johann Peter Murmann, Northwestern University

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

Transcending Time and Space through Global Knowledge Management

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

**Chair/Discussants:**
- Alain Verbeke, University of Brussels
- David Brock, University of Auckland
- Culture, Climate, Learning and Change at the World Intellectual Property Organization
  - Michael P. Ryan, Georgetown University
- Novel Industrial Property Protection for Sustaining International Competitiveness
  - Sara L. McGaughey, University of New South Wales
  - Peter W. Liesch, The University of Queensland
  - Duncan Poulson, University of Tasmania
- Impact of Knowledge Base on Knowledge Transaction: Similarities and Differences in the Characteristics of Source and Recipient
  - Prescott C. Ensign, University of Western Ontario
- Knowledge Transfer in the Multinational Corporation
  - Adva Dinur, Temple University
  - Robert D. Hamilton, Temple University
  - Andrew C. Inkpen, The American Graduate School of International Management
- Knowledge Creation in the MNE: International Teams as Facilitators of Innovation
  - James Nebus, University of South Carolina
- Time in the Internationalization Process
  - Anders Majkgard, Uppsala University
  - Kent Ericksson, Uppsala University
  - Jan Johanson, Uppsala University
  - D. Deo Sharma, Copenhagen Business School

2.2.8 – Symposium

Many Faces of the Emerging Financial Crises

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

**Chair:** Jongmoo Jay Choi, Temple University

**Discussant:** Tom Pugel, New York University

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

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

**Financial Crises in Latin America**
- Robert Grosse, Thunderbird

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

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

**Awards Luncheon**

Presentation of the International Executive of the Year Award, Farmer Dissertation Award, Dean of the Year, and other special recognitions

**Room:** Ballroom  **Time:** 12:00 p.m. - 2:00 p.m.
2.3.1 - Symposium

Foreign Direct Investment and the Challenge of Development: Findings of the UNCTAD World Investment Report 1999

Room: Jenkins King  Time: 2:15 p.m. - 3:45 p.m.
Chair: Karl P. Sauvant, Chief, International Investment, Transnationals and Technology Flows Branch, UNCTAD Division of Investment, Technology and Enterprise Development

Mergers and Acquisitions, Strategic Partnerships and Knowledge-based Networks
Lynn K. Mytelka, Director, Division of Investment, Technology and Enterprise Development, UNCTAD, Geneva

Financial Resources for Development
Zbigniew Zimny, UNCTAD, Geneva

FDI and Employment Issues
Gabriele Köhler, UNCTAD, Geneva

2.3.2 - Symposium

Japanese Business Relationships: Continuity and Change in the Post Bubble Globalized Economy

Room: 2-L  Time: 2:15 p.m. - 3:45 p.m.
Chair: Mark Fruin, San Jose State University

Buyer-Supplier Relationships in the Japanese Automotive Industry: The More Things Change…
Chris 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-François Hennart, Tilberg University
Ming Zeng, INSEAD
Tom Roehl, Western Washington University

Historical Analysis of Corporate Genealogy and Recent Merger and Acquisitions in Japan
Elizabeth L. Rose, University of Auckland
Kiyohiko Ito, University of Wisconsin

2.3.3 - Symposium

Host Outcomes From FDI and Multinational Activity

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

2.3.4 - JIBS Decade Award

Honoring the most influential article from the 1989 volume of the Journal of International Business Studies

Room: Colleton  Time: 2:15 p.m. - 3:45 p.m.
Chair: Tom Brewer, University of Copenhagen
Control and Performance of International Joint Ventures
Vol.20, No. 2, pp. 235-254

Presentation by Authors:
J. Michael Geringer, California Polytechnic University
Louis Hébert, The University of Western Ontario

2.3.5 - Symposium

Reforming the International Financial Architecture

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

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

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

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

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
  Mär Klinge Jacobsen, Copenhagen Business School
  Anne Tind, Copenhagen Business School

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

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

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

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

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

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

Mapping Export Information Use: A Five Nation Study
  Adamantios Diamantopoulos, Oughborough University
  Anne L. Souchon, Aston University
  Geoffrey R. Durden, Victoria University of Wellington
  Catherine Axinn, Ohio University
  Hartmut H. Holzmuller, Hochschule Bremerhaven

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

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

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

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

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

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

Marketing

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

Foreign Entry Mode and Foreign Direct Investment

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

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

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

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

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

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

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

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

Human Resources

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

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

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

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

An Exploratory Study of Foreign Direct Investment by Small- and Medium-Sized Japanese Companies
  Sushil Vachani, Boston 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:
- Yves Doz, INSEAD
- Dominique Turcq, McKinsey, France
- Corinne Young, University of Tampa
- Ann O’Connel, 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
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. Brouthers, University of East London
Gary Bamossy, University of Utah
Lance E. Brouthers, The University of Texas at San Antonio
George Nakos, Clayton College and State University
Integration of Managerial Values, Practices, and Systems in International Cooperative Business Ventures: The Case of Hungary
Wade Danis, Indiana University

3.2.8 – Symposium
Understanding National and Global Institutional Contexts for Innovation
Room: Ashley Cooper    Time: 10:30 a.m. - 12:00 p.m.
Chair and Discussant: Srilata Zaheer, University of Minnesota
Knowledge Diffusion Networks in Global and National Innovation Systems
Jennifer W. Spencer, University of Houston
Institutional Context and the Diffusion of Knowledge: A Comparison of Inter-Organizational Transfer of Biotechnology Innovations in the U.S. and U.K.
Paul Almeida, Georgetown University
Susan Bartholomew, Cambridge University

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

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

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

Boone Hall Plantation Gala Event

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

Hosted by the University of South Carolina
Venue: Boone Hall Plantation  Time: 12:00 p.m. - 4:00 p.m.
Buses leave from the Charleston Place hotel between 11:45 a.m. and 12:30 p.m. Participants may choose to return to the hotel or be taken directly to the airport after the event. Further details and bus vouchers will be available at conference check-in.

Caucus Meetings in Charleston

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

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

See you in Charleston!
**Call for Papers**

**JOURNAL OF INTERNATIONAL BUSINESS STUDIES**

**SYMPOSIUM ON**

**MULTINATIONALS: THE JANUS FACE OF GLOBALIZATION**

(In memory of Raymond Vernon)

**DEADLINE FOR SUBMISSION: June 1, 2000**

**Guest Editors**

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

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**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
AIB ANNUAL MEETING PROGRAM/ NOVEMBER 20-23, 1999

Call for Papers

Conference Theme

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

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

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

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

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

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

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

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

Conference Tracks

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

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

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

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

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

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

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

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