Conference Theme

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

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 other) 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.

S. Tamer Cavusgil
AIB Vice President and 2000 Program Chair from Michigan State University

Tapatio Cliffs Pointe Hilton Resort

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

A special conference rate of $135 (plus 10.67% tax and $8 resort fee) per single or double occupancy has been arranged with the Pointe Hilton Resorts. This special rate will extend from November 12-26, through the Thanksgiving holiday weekend for those participants who choose to stay after the conference. Please reserve your room by sending the completed form on page six directly to the hotel. (Please note that this is a hillside resort. An on-demand shuttle service is available to guests, but please specify if you require special access or need to be close to the meeting facilities.) Also, if you need to change your reservation, be sure to notify the hotel more than 72 hours in advance or you will be charged for the room.

Tapatio Cliffs Pointe Hilton Resort

11111 North Seventh Street
Phoenix, Arizona 85020 USA

Reservations: Tel: 800-876-4683 • Fax: 602-870-2783
Hotel Contact: Tel: 602-866-7500 • Fax: 602-993-0276
http://www.pointehilton.com
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. Professors Robert Grosse and Humberto “Bert” Valencia of Thunderbird serve as our principal liaisons.

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.

Heard Museum

Registrants will be treated to a gala evening hosted by Thunderbird at the Heard Museum on Sunday, November 19.

Imagine traveling through time - seeing the crafts and the culture of the Native Americans who inhabited this land hundreds of years ago. Listen as the museum guides explain the fascinating myths and facts surrounding the pottery, beadwork and textiles that await you in the many galleries of the Heard Museum. And be sure not to miss the Kachina Doll Collection - these dolls are from the collections of the late Senator Barry M. Goldwater and Business Man Fred Harvey.

Meanwhile, for those of you with an appetite, the wonderful flavors of Southwestern cuisine are yours to enjoy at various buffets - quesadillas, chili, corn muffins, shrimp tacos with tomatillo salsa, and so much more! Also listen for the sounds of the strolling flute players and other Native American musicians, and take time to be dazzled by Native American Hoop Dancers - an exhilarating performance - rich in costume and showmanship.

The internationally acclaimed Heard Museum is one of the best places to experience and to learn about the fascinating cultures and art of Native Americans of the Southwest. The museum is known for its extensive collection of artifacts and fine art from the Southwest.

A water fountain is a central feature of the Heard’s newly bricked Central Courtyard.

The exhibit *More Than Art* is an introduction to the art and cultures of the Southwest.

5-time World Champion Hoop Dancer Derrick “Swaima” Davis Hopi Chukchum: 1998
Friday, November 17, 2000
Pointe Golf Course on Lookout Mountain
Tapatío Cliffs Pointe Hilton Hotel and Resort

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

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

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

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

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

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

Name ________________________________
E-mail ________________________________
Fax ________________________________

Check all that apply:
- $132 - Yes, I want to play 18 holes including cart
- $35 for rental clubs, if you need them

Names of partners for pairing preferences (please print):
1. ___________________________________
2. ___________________________________
3. ___________________________________
- No preference

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

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Discount Airfare

Northwest Airlines is our preferred carrier for Phoenix 2000 and AIB registrants will receive 10-15% discounts off published fares on Northwest/KLM and NW code share flights operated in conjunction with a Northwest flight. Tickets may be purchased through any travel agency, Northwest/KLM office, or via the Web. Please visit the Northwest booking engine, [http://www.nwa.com/travel/reser/](http://www.nwa.com/travel/reser/) and follow the onscreen instructions to “book a flight.” When prompted, “Do You Have an Electronic Certificate?”, please enter the WorldFile Number found on the Association Dollars Off Certificate included with this brochure (NY733).

Airport Info

Phoenix Sky Harbor International Airport is served by 17 major airlines and three commuter airlines. Nonstop service is available from Phoenix to 98* cities in the U.S. and around the world (*As of June 1999). America West Airlines and Southwest Airlines have major hub operations in Phoenix providing convenient connections to virtually any city in the U.S.

Car Rental

Alamo Rental Car 1-800-327-9633 (602-244-0897 Phoenix)
Dollar Rental Car 1-800-800-4000 (602-224-2344 Phoenix)

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

Shuttle Tranportation

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

From the airport to Pointe Hilton at Tapatio Cliffs estimated cost is $12.00 per person one way.

Optional Tours

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

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

Weather

Phoenix, Arizona for November:
Average high 82 degrees (28 deg. Celsius)
Average low 51 degrees (10.5 deg. Celsius)
Average precipitation 0.66 in (1.57 cm)
The Academy of International Business will offer a consortium for doctoral students on **Friday, November 17** at the 2000 AIB Annual Meeting in Phoenix, Arizona. Ravi Ramamurti of Northeastern University is organizing the consortium. A number of leading international business researchers will serve as speakers for the event.

These faculty will also present their interpretation of important and emerging research areas in international business and lead discussions on several topics. The emphasis will be placed on issue-oriented research, which may transcend traditional functional boundaries.

Selection of students should be made carefully by the nominating school. The candidates must be nominated by a faculty member who should write a letter stating the student’s interests and abilities.

Preference is given to doctoral candidates who have finished the equivalent of doctoral examinations but who have not yet completed the bulk of their dissertation work. Since the number of participants will be capped at 20, selection criteria will be focused on quality, as well as on achieving diversity in disciplinary and interdisciplinary orientations. The Academy of International Business will provide $500 travel stipends to those students that are unable to find funding elsewhere and apply for a stipend. Stipends will be determined on a case-by-case basis.

Please send two copies of the letter (including the contact person’s e-mail address) and supporting material (which includes a 300 word- maximum abstract of the student’s current research topic) by **June 25, 2000** to:

Dr. Ravi Ramamurti  
Chair, AIB 2000 Doctoral Consortium  
Hayden 309  
Northeastern University  
Boston, MA 02115  
USA  
E-mail: rramamurti@cba.neu.edu

Note: The consortium will be held at Thunderbird, The American Graduate School of International Management. Buses leave from the Pointe Hilton Resort at 9:15 a.m. and will return at 5:00 p.m.

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The Academy of International Business is organizing a Junior Faculty Consortium at its Annual Meeting in Phoenix, Arizona. The consortium will be held on **Friday, November 17**.

All faculty active in research and teaching in international business are invited to participate, although preference will be given to scholars who have been teaching international business for less than four years.

The consortium will be led by a group of senior and junior faculty members. We will engage in a discussion about scholarship and careers in international business. In addition, this venue will provide an excellent opportunity for participants to meet and interact with colleagues at similar stages in their careers.

To apply, please send a letter stating your interest in attending by **September 1, 2000** (please include an e-mail address in your correspondence). In addition to your letter, please include the following information on one page:

1) A one-paragraph biography to provide others with a description of your academic background.  
2) A one-paragraph description of your current international business research interests.

Send your application to:

Dr. Tina Dacin  
Chair, AIB 2000 Junior Faculty Consortium  
Dept. of Management  
College of Business  
Texas A & M University  
College Station, TX 77843-4221  
USA  
Fax: 409-845-9641  
E-mail: tdacin@tamu.edu

Note: The consortium will be held at Thunderbird, The American Graduate School of International Management. Buses leave from the Pointe Hilton Resort at 9:15 a.m. and will return at 5:00 p.m.
Placement service will again be provided at our annual meeting in Phoenix. Cynthia Pavett, University of San Diego will coordinate the service. Applicants are encouraged to e-mail a one-page resume based on the list below to Dr. Pavett for inclusion in the Placement Center Directory. Acknowledgement of e-mail receipt will be provided. Alternately, applicants may mail fifteen copies of their one-page resume to the address below. In either case, a resume should include the following information:

* Name and address (include your e-mail address)
* Areas of teaching
* Academic background
* Date of availability and visa status (if applicable)
* Dissertation topic and/or other scholarly research
* Indication of whether attending the AIB meeting

Schools wishing to announce positions are encouraged to submit by e-mail a one-page resume based on the list below to Dr. Pavett for inclusion in the Placement Center Directory. Acknowledgement of e-mail receipt will be provided. Alternatively, fifteen copies of a one-page position announcement may be mailed to the address below. In either case, a position announcement should include the following information:

* Name of institution
* Type of position available
* Position characteristics
* Starting date
* Salary range
* Name of individual to contact directly
* Name of individual to contact at the AIB meeting

All candidate resumes and position announcements must be sent in time to arrive no later than September 10, 2000 at:

Dr. Cynthia M. Pavett, AIB Placement Coordinator
Ahlers Center for International Business
School of Business Administration
University of San Diego
5998 Alcala Park
San Diego, CA 92110-2492 USA
Fax: 619-260-4891 E-mail: pavett@acusd.edu

The “Richard N. Farmer Award” for the best dissertation in international business is open to all Ph.D. and D.B.A. students who successfully defend their dissertations between June 1, 1999 and May 31, 2000. Any topic that contributes to basic or applied knowledge in international business broadly defined is eligible to compete for this award, even if the dissertation has been to other competitions. Finalists will be invited to present their papers at the 2000 AIB Annual Meeting in Phoenix, Arizona, November 17-20, 2000. In addition, the winner will receive a $1,000 cash award.

The deadline for nominations is May 31, 2000. The nomination packet should include: (1) a letter of nomination from the student’s supervising professor and (2) five copies of an abstract, not exceeding 3,750 words (approximately 15 pages at 250 words per page), of the successfully defended dissertation. The abstract should describe the dissertation’s objective, theoretical foundation, relation to previous research, methodology, findings, limitations, and contributions to the field of international business.

The Farmer Award Committee consists of Raj Aggarwal (John Carroll University), Nakiye Boyacigiller (San Jose State University), Bernard Simonin (Tufts University), Kiyohiko Ito (University of Wisconsin-Madison) and is chaired by Jean-Francois Hennart (Tilburg University).

The committee will select the finalists, who then will be asked to submit their complete dissertations for review and will be expected to make presentations at the AIB annual meeting November 17-20, 2000 in Phoenix, Arizona. (Visit http://www.hawaii.edu/aib for the most up-to-date information on the meeting.)

Letters of nomination and the 15-page abstract should be sent before May 31, 2000 to:

Professor Jean-Francois Hennart
Chair, Farmer Award Selection Committee
Dept. of Strategy and Organization
Tilburg University PO Box 90153
Tilburg 5000 LE NETHERLANDS
Fax: 31-13-466-2875 E-mail: j.f.hennart@kub.nl
AIB 2000 MEETING INFORMATION

Embassy Suites, Phoenix North
2577 W. Greenway Road
Phoenix, AZ 85023-4222
Tel: (602) 375-1777, 800-EMBASSY • Fax: (602) 993-5963
Internet: www.embassy-suites.com
AIB Price: $89/single or double plus 10.57% tax

Conveniently located just off I-17 North (Black Canyon Highway) in beautiful Phoenix, Embassy Suites has one of the largest pools in Phoenix, a fitness center, whirlpool, volleyball and tennis courts. This spaciously designed hotel provides the ultimate in comfort. Each suite includes a private bedroom and separate living area with the convenience of two televisions, two telephone lines with a dataport, a wet bar, refrigerator, coffeemaker, microwave, and iron/boards. The hotel also offers a complimentary, full cooked-to-order breakfast served each morning plus an evening reception with your favorite beverage in the Lobby Lounge. Other services include free parking, a National Car Rental Desk, complimentary newspaper, room service, guest valet, and laundry facilities.

Hawthorn Suites, Phoenix North
2990 West Thunderbird Road
Phoenix, AZ 85053-5835
Tel: (602) 564-8000, (877)-SUITES • Fax: (602) 564-6749
E-mail: HSPHXI17@AOL.COM
AIB Price: $69/single or double plus 10.57% tax

The Hawthorn Suites, also located off I-17, is surrounded by two beautifully landscaped courtyards. Its location offers many attractions and entertainment options: shopping, restaurants and a wide variety of championship golf courses just minutes away. All suites have a separate living room with sofa sleeper, and a fully appointed kitchen which includes a microwave, refrigerator, coffeemaker, hairdryers, irons & ironing boards, and telephone lines with data ports. For your recreational needs, there are two swimming pools, tennis courts, fitness center, and sports area. The Hawthorne Suites offers a complimentary hot breakfast buffet each day as well as an evening reception on Mondays-Thursdays. Other services include limited free shuttle bus service available on request within 5 miles, complimentary USA Today, and laundry facilities. Please confirm reservation within 2 weeks prior to arrival.
Registration for AIB’s 2000 Annual Meeting
Renewal of current AIB Membership
Application for New Membership in the AIB
Updating address or other info (Current Member)

PLEASE MARK THE APPROPRIATE BOX(ES)
PRINT OR TYPE ALL INFORMATION CLEARLY

- Registration for AIB’s 2000 Annual Meeting
- Renewal of current AIB Membership
- Application for New Membership in the AIB
- Updating address or other info (Current Member)

Make cheques payable to the Academy of International Business. Foreign checks must have micro-encoded banking information, a US bank address, and the US dollar amount imprinted on them.

REFUND POLICY for cancellation:
100% prior to October 1, 2000
50% prior to November 12, 2000.

Return this form (or a copy) with your payment to ensure proper recording of your payment.

MAIL: Academy of International Business
James R. Wills Jr., Executive Secretary
UH College of Business Administration
2404 Maile Way
Honolulu, Hawai’i  96822-2223  USA

FAX: (808) 956-3261

REGISTRATION FEES

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

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

AIB MEETING REGISTRATION FEE $______
- REGULAR AIB MEMBER REGISTRATION - US$350.00
  (with one year of membership - US$418.00)
- STUDENT AIB MEMBER REGISTRATION - US$175.00
  (with one year of membership - US$220.00)
  (need valid university ID - include photo copy)
- LOW INCOME AIB MEMBER REGISTRATION - US$175.00
  (with one year of membership - US$220.00)
  (gross annual income less than US$25,000)

EARLY DISCOUNT
- For payments received BEFORE August 1, 2000
  Subtract US$25.00 from the above registration fee  ($______)

LATE REGISTRATION FEE
- For payments received AFTER November 1, 2000
  Add US$50.00 to the above registration fee  $______

SPOUSE/GUEST PACKAGE - US$100.00
- (includes Reception & Heard Museum Gala)  $______

SPouse/GUEST’S NAME (for name tag if purchasing the Spouse/Guest Package)

GOLF TOURNAMENT (attach form on p. 3)  $______

DONATIONS
- ADOPT-A-LIBRARY - US$35.00 per subscription.  $______
- AIB FOUNDATION - any amount appreciated  $______

TOTAL  $______

METHOD OF PAYMENT

- CHEQUE or MONEY ORDER (Enclose with form)
  Cheque No.  /  Cheque Date  /  

- CREDIT CARD (Check one)
  □ MasterCard  □ VISA  □ AMEX  □ Discover  □ Diners

  CREDIT CARD NUMBER
  Expiration Date  /  (Month/Year)
  Total Amount  $______

SIGNATURE (if Credit Card payment)
**PRELIMINARY CONFERENCE SCHEDULE**

**FRIDAY, NOVEMBER 17, 2000**
- 8:00am - 5:00pm  AIB Board Meeting
- 8:00am - 6:30pm  Registration
- 9:15am - 4:00pm  Doctoral Consortium
- 9:15am - 4:00pm  Junior Faculty Consortium
- 12:00pm - 2:00pm  Board/Chapter Chairs Meeting (includes lunch)
- 3:00pm - 6:00pm  Exhibits Open
- 4:00pm - 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
- 10:00am - 6:00pm  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

**SUNDAY, NOVEMBER 19, 2000**
- 8:00am - 5:00pm  Placement Center
- 8:30am - 10:00am  Concurrent Sessions
- 10:00am - 6:00pm  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
- 5:15pm - 6:15pm  Members’ Meeting
- 6:30pm - 9:30pm  Gala event at Heard Museum hosted by Thunderbird, The American Graduate School of International Management

**MONDAY, NOVEMBER 20, 2000**
- 8:00am - 5:00pm  Placement Center
- 8:30am - 10:00am  Concurrent Sessions
- 10:30am - 12:00pm  Concurrent Sessions
- 12:00pm - 1:40pm  Awards and Recognition Banquet (JIBS Decade Award, Farmer Dissertation Award, Executive of the Year, Dean of the Year)
- 2:00pm - 3:30pm  Concurrent Sessions
- 4:00pm - 5:30pm  Concurrent Sessions
- 5:30pm - 7:00pm  Poster Sessions (with wine and cheese)

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**Contact Information**

For the most up-to-date information on the meeting, visit our Web site at [http://www.hawaii.edu/aib/](http://www.hawaii.edu/aib/)

**2000 Registration Information**

Academy of International Business
University of Hawai‘i
College of Business Administration C-306
2404 Maile Way
Honolulu, Hawai‘i 96822-2223 USA

FAX: 808-956-3261
E-mail: aib@cba.hawaii.edu

**2000 Program Information**

Ms. Tamie Phetteplace, Executive Assistant
Center for International Business Education & Research
The Eli Broad Graduate School of Management
Michigan State University
N356 North Business Complex
East Lansing, MI 48824-1121 USA

Tel: 517-432-4320 • Fax: 517-432-4322
E-mail: AIB2000@pilot.msu.edu

**Host School Information**

Rob Grosse or Bert Valencia
World Business Department
Thunderbird, The American Graduate School of International Management
15249 North 59th Avenue
Glendale, AZ 85306 USA

Fax: 602-978-7729
E-mail: grosser@t-bird.edu
valencib@t-bird.edu

**Information on Local Tours**

Tours can be arranged through the hotel concierge at: 602-588-7962

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