Academy of International Business
2000 Annual Meeting

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

Tapatio Cliffs Pointe Hilton Resort
Phoenix, Arizona
November 17-20, 2000
The 42nd Annual Meeting
of the Academy of International Business

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

**Tapatio Cliffs Pointe Hilton Resort**
**Phoenix, Arizona**
**November 17-20, 2000**

© 2000 Academy of International Business

For information, please contact:
AIB Executive Secretariat
James R. Wills, Jr., AIB Executive Secretary or Laurel King, AIB Administrator
2404 Maile Way
University of Hawai‘i, CBA C-306
Honolulu, Hawai‘i 96822 USA
Tel: (808) 956-3665 • Fax: (808) 956-3261 • E-mail: aib@cba.hawaii.edu
www.aibworld.net
Program Chair

S. Tamer Cavusgil
Center for International Business Education & Research
The Eli Broad Graduate School of Management
Michigan State University

Hosted by

Thunderbird, The American Graduate School of International Management
# Table of Contents

Executive Board ................................................................. 6  
Program Chair’s Message ....................................................... 7  
Welcome from Thunderbird ................................................... 8  
Acknowledgments .............................................................. 9  
Program Committee .......................................................... 10-11  
Meeting Site Information .................................................... 12-13  
Program Overview ........................................................... 14-16  
Program ............................................................................. 17-45  
Advertisements ................................................................. 46-51  
Golf Tournament ............................................................... 52  
Institutional Members .......................................................... 52  
Application Forms .............................................................. 53-54  
Participant Index ............................................................... 55-58
Welcome to the first AIB conference of the millennium and to Phoenix, Arizona. As our first meeting in the new millennium, it is quite fitting that it takes place at a geographical crossroads where the ancient world of the Anasazi first encountered the European world five centuries ago.

Our Program Chair, Tamer Cavusgil, has outdone himself in the preparation for this program. A record number of papers and panel sessions were received and Tamer, together with his superb program committee and staff, have whittled it down to a remarkable set of offerings. I am certain that all of us will find it intellectually stimulating and fulfilling. The conference theme of Relevance is one that is also particularly timely. Global business is undergoing a dramatic transformation, driven by the twin forces of political change and technological revolution. You will find both of these influences present throughout the program. It is imperative that we, as scholars of international business, impress the sense of urgency and relevance that these forces imply upon all our work.

I want to express our deep gratitude to Bob Grosse and the able team at Thunderbird, who have worked tirelessly to make this meeting an enjoyable and culturally rich experience. I am sure you will agree with me that their efforts have been very much worthwhile and are deeply appreciated by all of us.

As you know, your Executive Board will be stepping down at the end of this year having completed our turn at the AIB’s rudder. On behalf of all of them, and our phenomenal Secretariat staff, let me thank all of you for making this meeting the success that it is, and for allowing us the privilege of serving our Academy. We wish you a fruitful, insightful and enjoyable meeting.

José de la Torre
President
Welcome to the 2000 Annual Meeting of the Academy of International Business! I believe the 2000 program has shaped up to be a forum for an exceptionally rich intellectual discourse. A diverse and large group of colleagues from around the world have contributed an array of most interesting papers, symposia, and panels. I am particularly pleased about the high number of first-time participants at this annual meeting. I hope that you all will come back because your association has the capacity to be an excellent forum for all of us in education, business practice, and public policy, where we are able to share diverse perspectives and engage in meaningful cross-disciplinary, cross-functional, and cross-cultural exchange. The AIB is vying to be a platform for you to disseminate the fruits of your research and experiences, and to provide ongoing professional growth and stimulation.

This year’s conference theme, “In Search of Relevance for International Business Research: Impact on Management and Public Policy,” has received an enthusiastic reception from the AIB members and beyond. A large number of proposals was received in response to our call for critically examining the relevance and impact of IB scholarship for business practice and public policy. Practically every slot in the three-day program offers an opportunity to examine IB research from the perspective of business, industry, and public policy. Many senior corporate executives and public policy makers volunteered their valuable time and expertise for the Phoenix conference; we sincerely appreciate their willingness to create this meaningful dialogue.

The response to this year’s Call for papers was indeed gratifying. We received a record number of submissions from both the AIB members and others. All in all, some 328 papers and 59 special session proposals were processed. The majority of the submissions came from the corporate strategy (41%) and marketing (18%) tracks. These were followed by HRM and OB (16%) and Economics and Finance (16%). Some 44 percent of the paper submissions came from outside of the United States, reflecting our growing non-U.S. constituency. Fortunately, we had introduced an innovation to this year’s paper reviewing process — a computer assisted system that allowed colleagues to submit their papers electronically, receive confirmation and other correspondence by email, for reviewers to receive their manuscript assignments electronically, and submit their reviews in the same manner. As it turned out, the AIB membership was ready for the electronic age as some 77 percent of the paper submissions were submitted electronically! Furthermore, some 70 percent of our reviewers, who had been contacted earlier about their willingness to receive manuscripts electronically, complied with our request to participate in the new reviewing system.

This computerized system substantially cut down the manuscript processing time, provided an efficient editorial system, and led to greater author and reviewer satisfaction. We are grateful to Mr. Tunga Kiyak, a doctoral candidate in international business at Michigan State University, for programming an original Microsoft Access application to handle the electronic submission process. We have already made this program available to program chairs of future AIB conferences.

I must acknowledge the assistance of so many people who made my job as the Conference Chair much easier and rewarding. First, the manuscript reviewers. Over 280 colleagues helped out with the timely and constructive manuscript reviews. Since each manuscript was sent out to at least two reviewers, the demand for their expertise was taxing. We are grateful for their valued judgments. Secondly, many colleagues and doctoral students at Michigan State University helped out with many chores relating to the conference programming. The expert assistance was received from Professor Attila Yapraz (Wayne State University), and Professor Stewart Miller was especially critical to the success of this conference. MSU doctoral candidates assisted in so many ways, and they include Rosanna Garcia, Som Hanvanich, Daekwan Kim, Tunga Kiyak, Tony Roath, Katrina Savitskie, Elif Sonmez, and Sam Zhao.

Coordinating the AIB 2000 Program Office at MSU was Ms. Tamie Phetteplace, Executive Assistant, who always provided cheerful and expert assistance at every stage in the program preparation. Her hard work, organization, and coordination have been invaluable to us. Ms. Beverly Riedinger, Assistant Director of MSU-CIBER, rounded up the AIB 2000 program team. She provided frequent liaison with the staff at Pointe Hilton at Tapatio Cliffs, as well as Thunderbird. We also appreciated the professional assistance of Mr. Randy Shain at Pointe Hilton. I believe the entire Pointe Hilton staff worked very hard to make our stay a memorable one at this beautiful southwestern resort. Finally, we must acknowledge the kind assistance of Ms. Laurel King of the AIB Executive Office at various stages of the conference planning and implementation.

Certainly, conferences of this type and magnitude require much coordination and planning from so many people, and this was not the exception. We hope that you will take advantage of the rich experience the AIB 2000 annual meeting affords, and make the most of it. Welcome to the AIB 2000 and enjoy the conference!

S. Tamer Cavusgil  
2000 AIB Program Chair
Welcome from President of Thunderbird

September 13, 2000

Dear Members of the Academy of International Business:

It is my pleasure to welcome you to Phoenix and to the annual meeting of the Academy, on behalf of Thunderbird, The American Graduate School of International Management. We are proud to be the local sponsors of the event this year, and I am sure that you will enjoy the gala dinner at the Heard Museum and other activities arranged by Thunderbird, in addition to the sessions and the other interaction with colleagues and friends.

Given our School’s mission in international business education, and the fact that almost two dozen of our faculty members are AIB members, we are particularly happy to be the local hosts for the meeting this year. We hope that as many of you as possible will make the 20-minute trip over to our campus during the AIB meetings, to see our facilities, faculty, and students.

As many of you know, we have about 1,300 full-time students from 80 countries studying for their Master’s of International Management (MIM) degrees, along with 120 faculty members in our three departments of World Business, International Studies, and Modern Languages. In addition, we receive about 4,000 executives each year in a variety of international executive business programs here on campus, as well as at our French Geneva and Tokyo Centers, and at other locations around the world.

Another program of note is our joint degree, MIM Latin America, offered with our Mexico partner, ITESM, and delivered via satellite to about 250 managers and executives at several locations in Latin America.

I hope you will be able to take advantage of your visit here, to see not only our campus, but also the spectacular State of Arizona, from the desert to the mountains.

Best regards,

Roy A. Herberger, Jr.
President
Acknowledgments

Program

Program Chair: S. Tamer Cavusgil, Michigan State University
Program Co-Chairs: Attila Yaprak, Wayne State University
Stewart Miller, Michigan State University
Program Coordinators: Tamie Phetteplace, Michigan State University
Beverly Riedinger, Michigan State University
Information Systems Manager: Tunga Kiyak, Michigan State University

Phoenix Arrangements

Host School: Thunderbird, The American Graduate School of International Management
Local Chairs: Rob Grosse, Thunderbird
Bert Valencia, Thunderbird
Organizing Committee: Dottie Kobik, Monarch Events
Jenny St. John, Thunderbird
Belinda Gleason, Thunderbird

Placement Services

Coordinator: Cynthia M. Pavett, University of San Diego

Junior Faculty Consortium

Chair: Tina Dacin, Texas A&M University

Doctoral Consortium

Chair: Ravi Ramamurti, Northeastern University

Farmer Dissertation Award Selection Committee

Chair: Jean-Francois Hennart, Tilburg University
Committee Members: Raj Aggarwal, John Carroll University
Nakiye Boyacigiller, San Jose State University
Kiyohiko Ito, University of Wisconsin
Bernard Simonin, Tufts University

Golf Tournament

Organizer: Glenn Omura, Michigan State University

Exhibitors

Addison Wesley Longman
Blackwell Publishers
Edward Elgar Publishing
Elsevier Science
Fuqua School of Business
Global Trade Informatin Services
Greenwood Publishing Group
Houghton Mifflin Company
Irwin/McGraw-Hill
Prentice Hall
R. Moxon Publishing
Routledge/Taylor & Francis
South-Western College Publishing
Yale University Press
Special thanks to the 2000 Program Committee

Yohannan T. Abraham, Southwest Missouri State University
Sanjeew Agarwal, Iowa State University
Raj Agarwal, John Carroll University
Yair Aharoni, The College of Management, Tel-Aviv
Lyn S. Amine, St. Louis University
Poul Andersen, Aarhus School of Business
Ulf Anderson, Upsala University
Syed Tariq Anwar, West Texas A&M University
Harvey Arbelaez, Monterey Institute of International Studies
Africa Arino, University of Navarra
Jeffrey Arpan, University of South Carolina
Nicholas Athanassiou, Northeastern University
Preet S. Aulakh, Temple University
Catherine N. Axinn, Ohio University
Kursat Aydogan, Michigan State University
Schon Beechler, Columbia University
Iris Berklew, Bentley College
J. Birkinshaw, London Business School
Ingmar Bjorkman, Swedish School of Economics
Jean Boddenwyl, Baruch College - CUNY
Muzaffer Bodur, Bogazici University
Geoffrey Booth, Michigan State University
Nakicky Boyagigiller, San Jose State University
Thomas L. Brewer, Georgetown University
Chris Brewster, Cranfield University
Keith Brouthers, University of East London
Trevor Buck, De Montfort University
Kirt Butler, Michigan State University
Roger Calantone, Michigan State University
Hugh Cannon, Wayne State University
John Cantwell, The University of Reading
Aydin Cecen, Central Michigan University
Claude Cellich, International University-Geneva
Eunmi Chang, Michigan State University
Georgia Chao, Michigan State University
Min Chen, Thunderbird
Roger Chen, University of San Francisco
Shih-Fen Chen, Brandeis University
Tialan Chi, University of Illinois
Frederick Choi, New York University
Sang-Rim Choi, University of Pennsylvania
James J. Chrisman, University of Calgary
Susan Christoffersen, Philadelphia University
Wilbur Chung, New York University
Irvine Clarke, III, Oklahoma City University
Reid W. Cllick, George Washington University
Don Conlon, Michigan State University
Farok Contractor, Rutgers University
Jean-Claude Cosset, Universite Laval
Nicole Coviello, University of Calgary
Larry Cunningham, University of Colorado-Denver
Michael R. Cznikota, Georgetown University
Tevfik Dalgic, University of Texas-Dallas
Shirley Daniel, University of Hawaii-Manoa
Zoltan Daroczi, Michigan State University
Pat Daugherty, University of Oklahoma
Andrew Delios, Hong Kong Univ. of Sci. and Technology
Timothy Devinney, University of New South Wales
Kathryn L. Dewenter, University of Washington
Les Diaby, Lake Forest College
Susan P. Douglas, New York University
John Doukas, Old Dominion University
Peter Dowling, University of Tasmania
Frank L. DuBois, American University
John H. Dunning, Holly Dell
Giana Eckhardt, University of Minnesota
Lorraine Eden, Texas A&M University
William Egelhoff, Fordham University
Deniz Erden, Bogazici University
Christine J. Erickson, Howard University
Seygin Erguloglu, Georgia State University
Ronel Erwee, University of Southern Queensland
Andre M. Everett, University of Otago
David Faulkner, Oxford University
Stanley Fawcett, Brigham Young University
Richard Fletcher, University of Technology
Susan Forquer Gupta, University of Wisconsin, Milwaukee
Prem Gandhi, Plattsburgh State University
Tao Gao, Hofstra University
Rosanna Garcia, Michigan State University
Guizh Ger, Bilken University
Animesh Ghoshal, DePaul University
Cristini Gibson, University of Southern California
Kate Gillespie, University of Texas at Austin
Steven Globberman, Western Washington University
James D. Goodnow, Bradley University
Sidney J. Gray, University of New South Wales
Andreas Grein, Baruch College - CUNY
Robert E. Grosse, Thunderbird
Stephen E. Guisinger, University of Texas at Dallas
Turgut Guvenli, University of Texas-Markham
Jim Hagen, Cornell University
Peter Hagstrom, Institute of International Business
Lars Hakanson, Johannes Kepler University of Linz
David P. Hanson, Duquesne University
Sangphet Hanvanich, Michigan State University
Robert G. Hawkins, Georgia Inst. of Technology
Wei He, Boston College
Witold Jerzy Henisz, University of Pennsylvania
Jean-Francois Hennart, Tilburg University
Kelly Hewett-Uscategui, University of Connecticut
Sung-Jim Hong, Korea University
Veronica Horton, University of Akron
Yasuo Hoshino, University of Tsukuba
Michael Houston, University of Minnesota
Llewellyn D. Howell, Thunderbird
Michael Hughes, University of Stirling
G. Tomas M. Hult, Florida State University
Andrew Inkipen, Thunderbird
Gary S. Insch, Boston University
Arvind K. Jain, Concordia University
Larry Jauch, Northeast Louisiana University
Insik Jeong, Keimyung University
Craig Julian, Griffith University
Constantine S. Katsikes, Cardiff University
Jan H. Katz, Cornell University
Masoud Kavoossi, Howard University
Warren J. Keegan, Pace University
Daekwan Kim, Michigan State University
Seung H. Kim, St. Louis University
Taeho Kim, Thunderbird
Tunga Kiyak, Michigan State University
Gary Knight, Florida State University
Noritake Kobayashi, Shukutoku University
Stephen J Kobrin, University of Pennsylvania
Tatiana Kostova, University of South Carolina
Mike Kotab, Temple University
Robert Kudrle, University of Minnesota
V. Kumar, University of Houston
Sumit K. Kundu, Saint Louis University
Chuck C. Y. Kwok, University of South Carolina
Irene Lange, California State University, Fullerton
Jacque Laurent, Tufts University
G. Peter Lauter, The George Washington University
Diana Lawson, University of Maine
Mark Lehrer, University of Rhode Island
Stefanie Ann Lenway, University of Minnesota
Tiger Li, Florida International University
Peter Liesch, The University of Queensland
Lianlian Lin, Calif. State Polytechnic University-Pomona
Greg Lindgren, University of California-Berkeley
Mustafa Luqmani, Western Michigan University
Marjorie Lyles, Indiana University
Tage Madsen, Odense University
Arvind Mahajan, Texas A&M University
Scott Marshall, Portland State University
Ike Mathur, Southern Illinois University
Steve Matusz, Michigan State University
Jim McCullough, Washington State University
Sara McGaughey, University of New South Wales
Bruce McKern, Monash University
Gerry McNamara, Michigan State University
Raj Mehta, University of Cincinnati
Richard Menger, St. Mary’s University
Klaus Meyer, Copenhagen Business School
Martin Mezner, Arizona State University West
Carla Millar, City University
Edwin L. Miller, University of Michigan
Stewart Miller, Michigan State University
John Milton-Smith, Curtin University of Technology
Michael S. Minor, University of Texas, Pan American
Michael J. Mol, Erasmus University Rotterdam
David Montgomery, Stanford University
Hwy-Chang Moon, Seoul National University
Edward Morash, Michigan State University
Richard Moxon, University of Washington
Ram Mudambi, University of Reading
Ananda Mukherji, Texas A&M International University
Michael Muller, Universitat Innsbruck
Janet Y. Murray, Cleveland State University
Tracy Murray, University of Arkansas
Thomas P. Murtha, University of Minnesota
Matthew B. Myers, University of Oklahoma
L. Nachum, Cambridge University
CM Naidu, University of Wisconsin-Whitewater
Ram Narasimhan, Michigan State University
Rajneesh Narula, University of Oslo
Robert Nason, Michigan State University
Stanley D. Nollen, Georgetown University
Alex Z. Nowak, University of Warsaw
Sharon O'Donnell, University of Delaware
Glenn Omura, Michigan State University
Daniel A. Ondrack, University of Toronto
Aysegul Ozsomer, KOC University
Tom Page, Michigan State University
Yongsun Paik, Loyola Marymount University
Yoon S. Park, George Washington University
Avind Parkhe, Indiana University
Pieter Pauwels, Limburgs Universitair Centrum
Cynthia Pavett, University of San Diego
Kurt Pedersen, Aarhus School of Business
Lars Pernor, George Washington University
Arum Pillutla, St. Ambrose University
David Pollard, University of Abertay Dundee
Lee E. Preston, University of Maryland
Jairo Laser Prociocanoy, Escola do Administração
Thomas A. Pugel, New York University
Betty Jane Punnett, University of the West Indies
Lee Radebaugh, Brigham Young University
Murli Rajan, University of Scranton
Ravi Ramamurti, Northeastern University
Sabine Reddy, Wayne State University
Malika Richards, Drexel University
David Ricks, University of Missouri, St. Louis
Tony Roath, Michigan State University
Richard D. Robinson, M.I.T., Emeritus
Fernando Robles, George Washington University
Stefan H. Robock, Columbia University
Carl Rodrigues, Montclair State University
Thomas W. Roehl, Western Washington University
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, Barry University
Lloyd C.Russow, Philadelphia University
John K. Ryan, Kent State University
John Seae, University of Western Sydney
Jane Saik, ESSEC
Saeed Samiee, The University of Tulsa
Douglas M. Sanford, The George Washington University
Hakan Saraogl, Bryant College
John Sargent, University of Texas Pan American
Ronald L. Schill, Brigham Young University
Bodo B. Schlegelmilch, Vienna Univ. of Econ. & Bus. Admin.
Bruce Seaton, Florida International University
Bruce Seifert, Old Dominion University
S. Prakash Sethi, Baruch College - CUNY
Alan Shao, The University of N. Carolina at Charlotte
Tadashi Shima, Nihon University
Bernard Simonin, Tufts University
Rudolf Sinkovics, Vienna Univ. of Econ. & Bus. Admin.
Leo Evariste Steuwaegen, Catholic University of Louvain
X. Michael Song, Michigan State University
Elif Sonmez, Michigan State University
Jennifer Spencer, University of Houston
Richard Spreng, Michigan State University
Paullette Stenzel, Michigan State University
Arthur Stonehill, University of Hawaii at Manoa
Barbara Stottinger, Vienna Univ. of Econ. & Bus. Admin.
Robert Strange, King’s College London
Marjan Svetlicic, University of Ljubljana
Scott Swan, College of William & Mary
Stephen Tallman, University of Utah
Robert D. Tamiya, University of Quebec at Montreal
Hildy Teegen, George Washington University
Vern Terpstra, University of Michigan
David C. Thomas, Simon Fraser University
Steen Thomsen, Aarhus School of Business
Hans B. Thorelli, Indiana University
Laszlo Tihanyi, Indiana University
Brian Toyn, St. Mary’s University
Lisa Troy, Utah State University
Susan Trussler, University of Scranton
Adrian Tschoegl, University of Pennsylvania
Jorgen Ulf-Moller Nielsen, Aarhus Sch. of Business
Francis M. Ulgado, Georgia Institute of Technology
M. Reza Vaghefi, University of North Florida
Danny Van Den Bulcke, University of Antwerp
Cheryl Van Deusen, University of North Florida
Gyula Vastag, Stuttgart Inst. of Management and Technology
Heidi Vernon, Northeastern University
Mary Ann Von Glinow, Florida Int’l University
Ingo Walter, New York University
Peter Walters, The Hong Kong Polytechnic University
Robert Weiner, George Washington University
Louis T. Wells, Harvard University
Tom Wesson, York University
D. Steven White, University of Massachusetts, Dartmouth
Heather Wilson, The University of Auckland
Bernard M. Wolf, York University
Hann E. Worrekult, Aarhus School of Business
Dean Xu, York University
Jaiven Yang, George Washington University
Attila Yaprak, Wayne State University
Ugur Yavas, East Tennessee State University
George Yip, University of Cambridge
Murray Young, Bethel College
Srilata Zaheer, University of Minnesota
Mamood A. Zaidi, University of Minnesota
Udo Zander, Stockholm School of Economics
Sam Zhao, Michigan State University
Shaoming Zou, University of Missouri, Columbia
Leon Zurawicki, University of Massachusetts-Boston

AIB Annual Meeting Program - November 17-20, 2000
MEETING SITE INFORMATION

Directions from Sky Harbor Airport

(Duration 12 Miles/20-25 Minutes)

Follow signs for 24th Street, stay in the left lane and do not exit on 24th St. North. Exit to State Route 51, Squaw Peak Parkway North.

Via Northern Avenue: Exit Route 51 at Northern Ave. heading west to 7th Street. Turn right (north) on 7th Street to 11111 North 7th Street. Turn right into the main entrance of the hotel.

Via Cactus Road: Exit Route 51 at Cactus Road heading west to 7th Street. Turn left (south) on 7th Street to 11111 North 7th Street. Turn left into the main entrance of the hotel. (Cactus Rd becomes Thunderbird Rd. at 7th St.)

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.

Airport Shuttles

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 per person one way. (May make one or two stops on the way to the hotel.)

Tapatio Cliffs Pointe Hilton Hotel Shuttle

From the airport, use the hotel phone board in baggage claim for the direct hotel shuttle that picks up every 30 minutes from 6:00 a.m. to 4:00 p.m. The shuttle departs from the hotel lobby every hour, call 7070 within the hotel for details.

Name Badges

For security, name badges are to be worn at all conference activities. Participants will not be admitted to conference events without a proper name tag or event ticket. We recommend that you put your business card in your bag to identify your bag.

Registration

Please check in with the AIB staff at the West Desk of the convention center entrance to pick up your name badge and conference materials. The registration desk is located on the right as you enter the conference area from the main lobby. It will be open during the following times:

- Friday, Nov. 17  8:00 a.m. - 7:00 p.m.
- Saturday, Nov. 18  7:00 a.m. - 5:00 p.m.
- Sunday, Nov. 19  8:00 a.m. - 5:00 p.m.
- Monday, Nov. 20  8:00 a.m. - 5:00 p.m.

Placement Center

Room: Salon P  Hours: 8:00 a.m. - 5:00 p.m. (Sat. - Mon.)

Exhibits

Room: Salon H  Hours: 3:00 p.m. - 6:00 p.m. (Fri.)
10:00 a.m. - 6:00 p.m. (Sat. - Mon.)

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 in November: Average low/high 51º/82º F (10.5º/28º C)
**CONFERENCE HOTEL**

**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, a three-and-a-half acre oasis of waterfalls called “The Falls”, outdoor function space, tennis courts, horseback riding, a fitness center, a selection of four restaurants, and meeting facilities with 65,000 square-feet of meeting space.

**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

**Resort Fee**

All guests will be charged a $7 resort service fee. This fee includes: free local and toll-free calls up to 60 minutes, in-suite coffee, newspaper Mon.-Sat., Fitness Centre admittance, tennis court time, Pointe Shuttle Service 5:30 p.m. to 12:30 a.m., domestic faxes, and complimentary admission to Different Pointe of View’s Terrace Lounge Fri.-Sat. evenings.

**Pointe Hilton Restaurants**

**Pointe in Tyme:**
Contemporary Grille & Tavern
- Breakfast – 6:30 a.m. - 11:00 a.m.
- Lunch – 11:00 a.m. - 3:00 p.m.
- Dinner – 5:00 p.m. - 10:00 p.m.
- Happy Hour (Selected Menu) – 5:00 p.m. - 7:00 p.m.

**La Cantina:**
Serving Baja-style tacos and burritos, poolside lounge service
- Lunch – 11:00 a.m. - 2:00 p.m.
- Bar Hours – 11:00 a.m. - 7:00 p.m.

**Different Pointe of View:**
Regional American cuisine with a world-renowned wine cellar
- Sunday Brunch – 10:30 a.m. - 1:00 p.m.
- Dinner – 6:00 p.m. - 9:30 p.m.
- Lounge w/ Hors d’oeuvres – 5:00 p.m. - 10:00 p.m.

**Watering Hole:**
Hearty Western fare
- Saturday-Sunday Brunch – 11:00 a.m. - 3:00 p.m.
- Lunch – 11:00 a.m. - 3:00 p.m.
- Dinner – 5:00 p.m. - 10:00 p.m.
  (call for resort shuttle service)

**Business Centre**

Copying, faxing, secretarial services, supplies, computer usage and rental is available on Level 3 just off the lobby.

**Placement Center**

8:00 a.m. - 5:00 p.m. (Sat. - Mon.)

**Exhibits**

3:00 p.m. - 6:00 p.m. (Fri.)
10:00 a.m. - 6:00 p.m. (Sat. - Mon.)
2000 Program Overview

**FRIDAY, 17 NOVEMBER**

**Junior Faculty Consortium**
*Room:* Thunderbird-AGSIM  *Time:* 9:00 a.m. – 3:00 p.m.

**Doctoral Consortium**
*Room:* Thunderbird-AGSIM  *Time:* 9:00 a.m. – 3:00 p.m.

**Board/Chapter Chairs Meeting**
*Room:* Courtroom R  *Time:* 12:00 p.m. – 2:00 p.m.

**Track/Session Chairs Meeting**
*Room:* Courtroom O  *Time:* 4:00 p.m. – 5:00 p.m.

**Presidential Reception**
Opening Reception of the 2000 AIB Meeting
*Room:* Palm Terrace Pool at the Falls  *Time:* 6:30 p.m. – 8:00 p.m.

**SATURDAY, 18 NOVEMBER**

1.1.1 - Opening Plenary
Recognition of Alfred D. Chandler, Jr.
*Room:* Salon I&J  *Time:* 8:30 a.m. – 10:00 a.m.

**Coffee Break**
*Room:* West Courtyard  *Time:* 10:00 a.m. – 10:30 a.m.

1.2.1 - Symposium
Managing Global Customers
*Room:* Salon I  *Time:* 10:30 a.m. – 12:00 p.m.

1.2.2 - Panel
Electronic Commerce and Global Business
*Room:* Salon J  *Time:* 10:30 a.m. – 12:00 p.m.

1.2.3 - Panel
International Business Research and Public Policy: From Neglect to Influence
*Room:* Courtroom M  *Time:* 10:30 a.m. – 12:00 p.m.

1.2.4 - Panel
Strategic Issues in Internationalizing Companies: Insights from Senior Executives
*Room:* Courtroom O  *Time:* 10:30 a.m. – 12:00 p.m.

1.2.5 - Competitive
Knowledge Development and Management in the MNC
*Room:* Courtroom N  *Time:* 10:30 a.m. – 12:00 p.m.

1.2.6 - Competitive
Export Channel Dynamics
*Room:* Courtroom Q  *Time:* 10:30 a.m. – 12:00 p.m.

1.2.7 - Workshop
Political and International Strategies
*Room:* Courtroom R  *Time:* 10:30 a.m. – 12:00 p.m.

1.2.8 - Workshop
International Finance
*Room:* Courtroom K-L  *Time:* 10:30 p.m. – 12:00 p.m.

**Poster Sessions with Light Lunch**
*Room:* Salon G  *Time:* 12:00 p.m. – 1:30 p.m.

Included are sessions with select members of the AIB Fellows.

1.3.1 - Panel
Managing an Interdisciplinary International Business Career
*Room:* Salon I  *Time:* 1:30 p.m. – 3:00 p.m.

1.3.2 - Symposium
Internationalization and Competitive Space: Implications for Public and Private Strategies
*Room:* Salon J  *Time:* 1:30 p.m. – 3:00 p.m.

1.3.3 - Panel
Restructuring of Korean Chaebols: Transformation or Disintegration?
*Room:* Courtroom M  *Time:* 1:30 p.m. – 3:00 p.m.

1.3.4 - Competitive
Intellectual Property/Country Image
*Room:* Courtroom N  *Time:* 1:30 p.m. – 3:00 p.m.

1.3.5 - Competitive
Market Integration and Trade Issues
*Room:* Courtroom K-L  *Time:* 1:30 p.m. – 3:00 p.m.

1.3.6 - Workshop
Emerging Markets
*Room:* Courtroom O  *Time:* 1:30 p.m. – 3:00 p.m.

1.3.7 - Workshop
International Buyer Behavior Studies
*Room:* Courtroom Q  *Time:* 1:30 p.m. – 3:00 p.m.

**Coffee Break**
*Room:* West Courtyard  *Time:* 3:00 p.m. – 3:30 p.m.

1.4.1 - Panel
International Strategic Alliance Research: Relevance and Knowledge Management
*Room:* Salon I  *Time:* 3:30 p.m. – 5:30 p.m.

1.4.2 - Symposium
States and Firms in a Globalizing World
*Room:* Salon J  *Time:* 3:30 p.m. – 5:00 p.m.

1.4.3 – Panel
Transfer Pricing
*Room:* Courtroom M  *Time:* 3:30 p.m. – 5:00 p.m.

1.4.4 – Panel
The Emerging Market Contradictions: MNC Performance in an Unstable FDI Environment
*Room:* Courtroom N  *Time:* 3:30 p.m. – 5:00 p.m.

1.4.5 – Competitive
International Marketing Strategy
*Room:* Courtroom K-L  *Time:* 3:30 p.m. – 5:00 p.m.

1.4.6 - Competitive
Innovation and R&D in the Multinational Firm
*Room:* Courtroom O  *Time:* 3:30 p.m. – 5:00 p.m.

1.4.7 - Workshop
Evolutionary Developments in International Business
*Room:* Courtroom Q  *Time:* 3:30 p.m. – 5:00 p.m.
### SUNDAY, 19 NOVEMBER

#### 2.1.1 - Symposium
Exploring Internal Dynamics in Cross-National Alliances
Room: Salon I  Time: 8:30 a.m. – 10:00 a.m.

#### 2.1.2 - Panel
Scholarly Research in International Business: Striving for Relevance and Rigor
Room: Salon J  Time: 8:30 a.m. – 10:00 a.m.

#### 2.1.3 - Competitive
Integration, Responsiveness, Diversification
Room: Courtroom M  Time: 8:30 a.m. – 10:00 a.m.

#### 2.1.4 - Competitive
Subsidiary Performance
Room: Courtroom N  Time: 8:30 a.m. – 10:00 a.m.

#### 2.1.5 - Workshop
International Diversification
Room: Courtroom O  Time: 8:30 a.m. – 10:00 a.m.

#### 2.1.6 - Workshop
National Competitiveness Development
Room: Courtroom Q  Time: 8:30 a.m. – 10:00 a.m.

#### 2.1.7 - Richard N. Farmer Dissertation Award Finalists
Room: Courtroom K-L  Time: 8:30 a.m.–10:00 a.m.

**Coffee Break**
Room: West Courtyard  Time: 10:00 a.m. – 10:30 a.m.

#### 2.2.1 - Panel
What Happens when MNEs meet Institutions in Cyberspace?
Room: Salon I  Time: 10:30 a.m. – 12:00 p.m.

#### 2.2.2 - Panel
Organizational Learning and Challenges in Global Enterprises
Room: Salon J  Time: 10:30 a.m. – 12:00 p.m.

#### 2.2.3 - Panel
Transformation of Japanese Companies in the Current Economic Environment in Japan
Room: Courtroom M  Time: 10:30 a.m. – 12:00 p.m.

#### 2.2.4 - Competitive
Entry Modes
Room: Courtroom N  Time: 10:30 a.m. – 12:00 p.m.

#### 2.2.5 - Competitive
International Capital Structure and Diversification
Room: Courtroom O  Time: 10:30 a.m. – 12:00 p.m.

#### 2.2.6 - Workshop
International Alliances and Alliance Dynamics
Room: Courtroom K-L  Time: 10:30 a.m.–12:00 p.m.

#### 2.2.7 - Workshop
Strategic International Human Resource Management
Room: Courtroom Q  Time: 10:30 a.m. – 12:00 p.m.

**Poster Sessions with Light Lunch**
Room: Salon G  Time: 12:00 p.m. – 1:30 p.m.

Included are sessions with select members of the AIB Fellows.

#### 2.3.1 - Symposium
Reconstituting and Redirecting Theories of International Interfirm Cooperation for Enhanced Practice
Room: Courtroom M  Time: 1:30 p.m. – 3:00 p.m.

#### 2.3.2 - Symposium
Researching Export Strategy-Performance Relationships: Theoretical Foundations and Methodological Issues
Room: Courtroom N  Time: 1:30 p.m. – 3:00 p.m.

#### 2.3.3 - Panel
National versus Regional versus Global Approaches to Multinational Strategy
Room: Courtroom K-L  Time: 1:30 p.m. – 3:00 p.m.

#### 2.3.4 - Competitive
National Competitiveness
Room: Courtroom O  Time: 1:30 p.m. – 3:00 p.m.

#### 2.3.5 - Competitive
International Production and Supply Chain Management
Room: Courtroom Q  Time: 1:30 p.m. – 3:00 p.m.

#### 2.3.6 - Workshop
Theory Development in International Business
Room: Salon I  Time: 1:30 p.m. – 3:00 p.m.

#### 2.3.7 - Workshop
Nationality, Culture, and Organizational Behavior
Room: Salon J  Time: 1:30 p.m. – 3:00 p.m.

**Coffee Break**
Room: West Courtyard  Time: 3:00 p.m. – 3:30 p.m.

#### 2.4.1 - Symposium
China in the Year of the Dragon – Opportunities and Challenges at the Dawn of the New Millennium
Room: Salon I  Time: 3:30 p.m. – 5:00 p.m.

#### 2.4.2 - Panel
Global Integration of Financial Markets
Room: Courtroom M  Time: 3:30 p.m. – 5:00 p.m.

#### 2.4.3 - Panel
Room: Courtroom N  Time: 3:30 p.m. – 5:00 p.m.

#### 2.4.4 - Panel
What is Global Business Strategy? Winners and Losers in Global Competition
Room: Courtroom K-L  Time: 3:30 p.m. – 5:00 p.m.

#### 2.4.5 - Competitive
Conceptual Frameworks in International Business
Room: Courtroom O  Time: 3:30 p.m. – 5:00 p.m.

#### 2.4.6 - Competitive
Human Resource Management Issues in China
Room: Salon J  Time: 3:30 p.m. – 5:00 p.m.

#### 2.4.7 - Workshop
R&D and Other MNC Strategies
Room: Courtroom Q  Time: 3:30 p.m. – 5:00 p.m.

**Members’ Meeting with the AIB Executive Board**
Room: Salon J  Time: 5:15 p.m. – 6:00 p.m.

**The Heard Museum Gala Event**
Venue: Heard Museum  Time: 6:30 p.m. – 9:30 p.m.
## MONDAY, 20 NOVEMBER

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
</table>
| 8:30 a.m. – 10:00 a.m. | 3.1.1 - Symposium  
Technology Diffusion and the Globalization of Knowledge  
Room: Salon I

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
</table>
| 8:30 a.m. – 10:00 a.m. | 3.1.2 - Symposium  
Current International Business Research in Europe  
Room: Salon J

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
</table>
| 8:30 a.m. – 10:00 a.m. | 3.1.3 - Panel  
Intercultural Competency in International Marketing  
Room: Courtroom M

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
</table>
| 8:30 a.m. – 10:00 a.m. | 3.1.4 - Competitive  
FDI and Divestment  
Room: Courtroom N

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
</table>
| 8:30 a.m. – 10:00 a.m. | 3.1.5 - Competitive  
Evolutionary Developments/Theory  
Room: Courtroom O

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
</table>
| 8:30 a.m.–10:00 a.m. | 3.1.6 - Workshop  
International Competitiveness and E-Commerce  
Room: Courtroom K-L

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
</table>
| 10:00 a.m. – 10:30 a.m. | Coffee Break  
Room: West Courtyard

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
</table>
| 10:30 a.m. – 12:00 p.m. | 3.2.1 - Symposium  
Networks, Innovation Processes, and Multinational Strategy  
Room: Salon I

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
</table>
| 10:30 a.m. – 12:00 p.m. | 3.2.2 - Panel  
Establishing International Campuses/Major Offshore Programs by Business Schools  
Room: Courtroom M

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
</table>
| 10:30 a.m. – 12:00 p.m. | 3.2.3 - Panel  
Cross-Cultural Research Methods  
Room: Courtroom N

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
</table>
| 10:30 a.m. – 12:00 p.m. | 3.2.4 - Competitive  
Headquarters/Subsidiary Relationship/Interaction in the MNC  
Room: Courtroom O

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
</table>
| 10:30 a.m. – 12:00 p.m. | 3.2.5 - Competitive  
FDI in Regions and Industries  
Room: Courtroom Q

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
</table>
| 10:30 a.m.–12:00 p.m. | 3.2.6 - Workshop  
Internationalization and International Ventures  
Room: Courtroom K-L

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
</table>
| 10:30 a.m. – 12:00 p.m. | 3.2.7 - JIBS Decade Award  
Room: Salon J

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
</table>
| 12:00 p.m. – 1:40 p.m. | Awards Luncheon  
Room: Salon ABCDEF

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
</table>
| 2:00 p.m. – 3:30 p.m. | 3.3.1 - Symposium  
Creating the Capacity for Organizational Renewal: Exploitation and Exploration in the Multinational Firm  
Room: Salon I

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
</table>
| 2:00 p.m. – 3:30 p.m. | 3.3.2 - Symposium  
Multinationals from Small Open Economies (Coordinated by ANZIBA)  
Room: Salon J

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
</table>
| 2:00 p.m. – 3:30 p.m. | 3.3.3 - Panel  
What Can International Business Learn from E-Commerce: Three Industry Perspectives  
Room: Courtroom K-L

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
</table>
| 2:00 p.m. – 3:30 p.m. | 3.3.4 - Competitive  
Executive Compensation Issues/Intercultural Organizational Behavior  
Room: Courtroom M

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
</table>
| 2:00 p.m. – 3:30 p.m. | 3.3.5 - Workshop  
Culture and Organizational Behavior  
Room: Courtroom N

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
</table>
| 2:00 p.m. – 3:30 p.m. | 3.3.6 - Workshop  
Knowledge Management through IJVs  
Room: Courtroom Q

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
</table>
| 2:00 p.m. – 3:30 p.m. | 3.3.7 - Workshop  
Foreign Direct Investment  
Room: Courtroom Q

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
</table>
| 2:00 p.m. – 3:30 p.m. | 3.4.1 - Symposium  
Inward FDI, Outward FDI, and Reform of the State-Owned Enterprises in the People’s Republic of China  
Room: Salon I

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
</table>
| 4:00 p.m. – 5:30 p.m. | 3.4.2 - Panel  
Opportunities and Risks in Emerging Markets  
Room: Courtroom M

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
</table>
| 4:00 p.m. – 5:30 p.m. | 3.4.3 - Panel  
Internet Mediated Learning in International Business  
Room: Courtroom N

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
</table>
| 4:00 p.m. – 5:30 p.m. | 3.4.4 - Competitive  
Organizational Learning  
Room: Courtroom O

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
</table>
| 4:00 p.m. – 5:30 p.m. | 3.4.5 - Workshop  
FDI and Developing Countries  
Room: Courtroom Q

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
</table>
| 4:00 p.m. – 5:30 p.m. | 3.4.6 - Workshop  
Internationalization  
Room: Salon J

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
</table>
| 4:00 p.m. – 5:30 p.m. | 3.4.7 - Workshop  
International Joint Ventures and Networks  
Room: Courtroom K-L

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
</table>
| 5:30 p.m. – 7:00 p.m. | Poster Sessions with Wine and Cheese  
Included are sessions with select members of the AIB Fellows.  
Room: Salon E

Awards Luncheon  
Room: Salon ABCDEF  
Time: 12:00 p.m. – 1:40 p.m.