FRIDAY, 17 NOVEMBER

FRIDAY – 8:00 a.m. – 4:00 p.m.

Junior Faculty Consortium

Meeting will be held on Thunderbird Campus
Buses will depart at 8:00 a.m. and return at 3:00 p.m.
Meeting from 9:00 a.m. – 3:00 p.m.

Chair: Tina Dacin, Texas A&M University

Speakers:
Jay Anand, University of Michigan
Nicholas Athanassiou, Northeastern University
Harry Barkema, University of Tilburg
Karin Fladmoe-Lindquist, University of Utah
Andrew Inkpen, Thunderbird
Marjorie Lyles, Indiana University
Marc Ventresca, Northwestern University

(Enrolled participants only, lunch provided)

Doctoral Consortium

Meeting will be held on Thunderbird Campus.
Buses will depart at 8:00 a.m. and return at 3:00 p.m.
Meeting from 9:00 a.m. – 3:00 p.m.

Chair: Ravi Ramamurti, Northeastern University

Speakers:
Gary Knight, Florida State University
Stefanie Lenway, University of Minnesota
Subramanian Rangan, INSEAD

(Enrolled participants only, lunch provided)

FRIDAY – 12:00 p.m. – 2:00 p.m.

Board/Chapter Chairs Meeting

Room: Courtroom R  Time: 12:00 p.m. – 2:00 p.m.

FRIDAY – 4:00 p.m. – 5:00 p.m.

Track/Session Chairs Meeting

Room: Courtroom O  Time: 4:00 p.m. – 5:00 p.m.

FRIDAY – 6:30 p.m. – 8:00 p.m.

Presidential Reception

Opening Reception of the 2000 AIB Meeting

Place: Palm Terrace Pool at the Falls
Time: 6:30 p.m. – 8:00 p.m.
Saturday, 18 November

Saturday – 8:30 a.m. – 10:00 a.m.

1.1.1 - Opening Plenary
Recognition of Alfred D. Chandler, Jr.
Room: Salon I&J Time: 8:30 a.m. – 10:00 a.m.
Chair: Alan M. Rugman, Oxford University
Discussant:
   Alfred D. Chandler, Jr. (via video)
   Mira Wilkins, Florida International University
   John Dunning, Rutgers University
   Eleanor Westney, Sloan School, MIT

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

Saturday – 10:30 a.m. – 12:00 p.m.

1.2.1 - Symposium
Managing Global Customers
Room: Salon I Time: 10:30 a.m. – 12:00 p.m.
Chair: Julian Birkinshaw, London Business School

Challenges in Adapting to Global Customer Management
   David Arnold, Harvard Business School
   Julian Birkinshaw, London Business School
   Omar Toulan, McGill University

Global Customer Management and Innovation
   Jose Santos, INSEAD

Demand for and Use of Global Account Management
   George Yip, Cambridge University

Global Account Management: Managing the Implementation Process
   Julian Birkinshaw, London Business School
   Omar Toulan, McGill University
   David Arnold, Harvard Business School

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

Chairs:
   Jose de la Torre, University of California-Los Angeles
   Richard W. Moxon, University of Washington

Panelists:
   John Beck, Andersen Consulting
   Stephen Kobrin, University of Pennsylvania
   Bruce Kogut, University of Pennsylvania
   Anca Turcanu, University of Pennsylvania
   Suresh Kotha, University of Washington

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.

Chairs:
   Michael Czinkota, Georgetown University
   Lew Cramer, Former Director General of the U.S. & Foreign Commercial Service

Panelists:
   Paul Freedenberg, Alliance for Manufacturing Technology
   Cameron Munter, National Security Council
   Robert Kohn, National Defense University

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.

Chair: Gerald Graham, Vice President (Ret), Brunswick Corporation

Panelists:
   Robert Bohannon, President, CEO, Chairman of the Board, VIAD Corporation
   Fred Florjancic, Vice President, General Manager, Brunswick Corporation
   Jack Reichert, President (Ret), CEO, Chairman of the Board, Brunswick Corporation

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

Chair: Howard Perlmutter, University of Pennsylvania

Discussant: Xavier Martin, New York University

Valuing Corporate Knowledge and Intangible Assets: Some General Principles
   Farok J. Contractor, Rutgers University

Knowledge Management in Global Technology Markets: From Practice to Theory
   Peter J. Buckley, University of Leeds
   Martin J. Carter, University of Leeds

Managing Integration of Subsidiary Knowledge in the MNC: A Critical Note on Headquarters Role
   Ulf Andersson, Uppsala University
   Ulf Holm, Uppsala University
**1.2.6 - Competitive**

**Export Channel Dynamics**

**Room:** Courtroom Q  **Time:** 10:30 a.m. – 12:00 p.m.

**Chair:** Erdogan Kumcu, Ball State University

**Discussant:** Diana Lawson, University of Maine

*Market Orientation and the Channel in International Small and Medium Firms: An Empirical Study*

  Gary A. Knight, Florida State University

*What Determines Intermediary Performance in Export Trade? Transactions, Agents, and Resources*

  Mike W. Peng, The Ohio State University
  Anne Y. Ilinitch, University of North Carolina at Chapel Hill

*Export Channel Dynamics: An Empirical Analysis of Changes in the Organization of Foreign Distribution*

  Gabriel R.G. Benito, Norwegian School of Management
  BI
  Torben Pedersen, Copenhagen Business School
  Bent Petersen, Copenhagen Business School

**1.2.7 - Workshop**

**Political and International Strategies**

**Room:** Courtroom R  **Time:** 10:30 a.m. – 12:00 p.m.

**Chair:** Stefanie Lenway, University of Minnesota

**Discussant:** Doug Schuler, Rice University

*Corporate Political Activities Around the World: A Review and a Challenge*

  Timothy P. Blumentritt, Marquette University
  Douglas Nigh, University of South Carolina

*Interaction Between Strategy and Institutions: An Exploratory Study of Corporate Political Strategy and Business Group Competitiveness in Emerging Economies*

  Dong Sung Cho, Seoul National University
  Chinmay Pattnaik, Seoul National University

*Political and International Strategies of Deregulated Telecom Monopolies: A Game Theoretic Approach*

  Jean-Philippe Bonardi, The University of Western Ontario

*Roles for State in Fostering International Inter-Organizational Collaborative Ventures*

  Peter Smith Ring, Loyola Marymount University

*The Effectiveness of Investment and Trade Promotion in American Cities*

  Timothy Wilkinson, University of Akron
  Lance Eliot Brouthers, University of Texas at San Antonio

**1.2.8 - Workshop**

**International Finance**

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

**Chair:** Adrian Tschoegi, University of Pennsylvania

**Discussant:** Taeho Kim, Thunderbird

*Disclosure Level and Compliance with IASs: A Comparison of Companies With and Without U.S. Listings and Filings*

  Donna L. Street, James Madison University
  Stephanie M. Bryant, James Madison University

*Canadian Manager Perceptions of U.S. Exchange Listings: Recent Evidence*

  Carol Olson Houston, San Diego State University
  Roberta A. Jones, Cal Poly State University

*The Impact of Political Risk on the Volatility of Stock Market Returns: The Case of Quebec*

  Marie-Claude Beaulieu, Universite Laval
  Jean-Claude Cosset, Universite Laval
  Naceur Essaddam, Universite Laval

*Talk Softly but Carry a Big Stick: The Impact of the U.S. Transfer Pricing Penalty on the Market Valuation of Japanese Multinationals in the United States*

  Lorraine Eden, Texas A&M University
  Luis Felipe Juarez Valdez, Universidad de las Americas-Puebla

*Do Speculators Herd in International Derivatives Markets? Evidence from Oil Futures*

  Robert Weiner, George Washington University

*International Entrepreneurial Finance: Foundations and Content of a New MBA Course*

  Walter Kuemmerle, Harvard University
Saturday – 12:00 p.m. – 1:30 p.m.

**Poster Sessions with Light Lunch**

*Included are sessions with select members of the AIB Fellows.*

**Room:** Salon G  **Time:** 12:00 p.m. – 1:30 p.m.

**Strategic Alliances**

*Multinational Strategic Alliances in the Pharmaceutical Industry*
  - Refik Culpan, Penn State University at Harrisburg

  - Namgyoo K. Park, New York University

*International Business Partnerships in Australia: Research and Applications*
  - Chris Styles, University of New South Wales
  - Paul Patterson, University of New South Wales
  - Farid Ahmed, University of New South Wales
  - Michel Phan, University of New South Wales
  - Tim Harcourt, Australian Trade Commission

**Developing Countries**

*Multinational Enterprise Strategy for Developing Countries*
  - Alan Rugman, University of Oxford

*What Determines the Scope of the Firm? Institutional Insights and Extensions from Emerging Economies*
  - Mike Peng, The Ohio State University
  - Seung Hyun Lee, The Ohio State University
  - Denis Wang, Chinese University of Hong Kong

*Host Country Goals and Comparative Behavior of Multinational and Local Enterprises in the Indian Telecommunications Industry*
  - Pradeep Kanta Ray, University of New South Wales

**Cross-Cultural Perspectives**

*A Cross-Cultural Perspective on Conflict as Threat to Self: A Process Approach to the Question of Conflict Functionality*
  - Sigrid Westphal Khorram, University of South Carolina

*Organizational Values and Personal Values in the International Context, a Crosscultural Analysis*
  - Rabi Bhagat, University of Memphis
  - Michael P. O'Driscoll, University of Waikato
  - Balaji Krishnan, University of Memphis
  - Zhenyu Huang, University of Memphis

*The Impact of Individual and Cross-Cultural Differences on the Usage of Social Capital/Guanxi*
  - Wei He, Boston College

**Theory Development in International Business**

*International Market Entry of Small Knowledge-Based Firms: Towards a Synthesis of Economic and Behavioral Approaches*
  - Fred I. Nilsen, University of Queensland
  - Peter W. Liesch, University of Queensland

*Geopolitics and its Impacts on International Business Decisions: A Framework for a Geopolitical Paradigm of International Business*
  - Sharif N. As-Saber, The University of Tasmania
  - Peter W. Liesch, The University of Queensland
  - Peter J. Dowling, The University of Tasmania

*Ecological View of Strategy: Organizational change and international market diversity*
  - Yangmin Kim, Texas A&M University
  - David Loree, Texas A&M University
  - Eui Jeong, Texas A&M University

**Topics in Human Resource Management**

*Power and Performance of the Human Resource Function in Mexican Firms*
  - Gary W. Florkowski, University of Pittsburgh
  - Miguel R. Olivas-Lujan, University of Pittsburgh and ITESM, Monterrey

*An Empirical Examination of the Relationship Between Facets of Expatriate Adjustment and Multiple Measures of Expatriate Managerial Effectiveness*
  - Jeffrey P. Shay, University of Montana
  - J. Bruce Tracey, Cornell University

*From Dualistic Adjustment to Repatriate Turnover: A Mediating Model of Repatriate Adjustment and Psychological Contract Violation*
  - Riki Takeuchi, University of Maryland

  - Pol Herrmann, Iowa State University
  - Deepak K. Datta, University of Kansas

**Risk**

*The Role of Risk Perception and Risk Propensity in the Choice of Countertrade Form*
  - Jim McCullough, Washington State University
  - Erika Scholmer, Washington State University

*Modeling Political Risk: Making Theory Relevant*
  - Llewellyn D. Howell, Thunderbird

*Political Risk and Foreign Divestment: A Case of Daewoo Business Group*
  - Dongkee Rhee, Seoul National University
  - Jai-Beom Kim, Myongji University
Case Studies in International Business

**The Transfer of Best Practice in MNCs: A Comparative Case Study**  
Martyn Wright, University of Warwick

**Economic Liberalization and its Impact on Foreign Direct Investment: The Case of India**  
Anusuya Yogarajah, Nanyang Technological University  
Naresh Khatri, Nanyang Technological University  
Zafar Ahmed, Nanyang Technological University

**Restructuring in the Liner Shipping Industry: A Case Study in Evolution**  
Mary R. Brooks, Dalhousie University

**How Whisky Companies Adapt to Actual Sales**  
David P. Rutenberg, Queen's University

**Foreign Entry Mode**

**Country-Specific Strategy and Entry Mode Choice in Central and Eastern Europe**  
Keith D. Brouthers, University of East London  
Lance Eliot Brouthers, University of Texas at San Antonio  
George Nakos, Clayton College & State University

**Internationalization Strategies: Comparing the Governance Structures of Manufacturing and Service Firms**  
Cyril Daniel Bouquet, The University of Western Ontario  
Louis Hebert, The University of Western Ontario  
Andrew Delios, Hong Kong University of Science and Technology

**The Impact of Ownership Structure on Japanese Inventors’ Choice of Acquisitions versus Startups in the United States**  
Shih-Fen S. Chen, Brandeis University

**The Trauma of Developing Business Positions in China**  
David McHardy Reid, Curtin University of Technology  
John Walsh, Curtin University of Technology

**Entrepreneurship and SMEs**

**International Entrepreneurship: Empirical Evidence from the Indian Software Industry**  
Sumit K. Kundu, Saint Louis University  
Chin-Chun Hsu, Saint Louis University

**The Relationship Between Entrepreneurship, Market Orientation and Performance: A Test in Saudi Arabia**  
Mohsin Habib, University of Massachusetts - Boston  
Shahid N. Bhuian, Northern State University

**University Based Start-ups in Germany**  
Gabriele Beibst, University of Applied Sciences Jena  
Arndt Lautenschlaeger, University of Applied Sciences Jena

**The SME Structure of Central and Eastern Europe**  
Michael Hughes, University of Stirling  
Ewa Helinska-Hughes, University of Paisley

**Headquarter-Subsidiary Dynamics**

**Agency and Institutional Explanations of Compensation Strategy for the Foreign Subsidiary: A Research Proposal**  
Dean Xu, York University

**Making an Impact: The Perceived Importance of the Foreign Subsidiary for the Multinational Corporation**  
Patrick Furu, The Swedish School of Economics and Business Administration

**U.S. Multinationals’ Formal and Informal Control of Subsidiaries in Malaysia and Singapore**  
Malika Richards, Drexel University  
Michael Y. Hu, Kent State University

**In Search of the Corporate Effect: The Impact of Multinational Corporations on the Performance of Their Units Worldwide**  
Manuel Becerra, Instituto de Empresa

**Foreign Direct Investment**

**The Eclectic (OLI) Paradigm of International Production: Past, Present and Future**  
John Dunning, Rutgers University

**Multinational Enterprises from LDCs: Revisiting Ownership Advantages and FDI Preferences**  
Chiung-Hui Tseng, Washington State University  
Patriya Tansuhaj, Washington State University

**The Effects of Nationality and Firm-Specific Variables on the Importance of Manufacturing Location Attributes in the United States**  
Francis M. Ulgado, Georgia Institute of Technology  
A. Crystal Godsey, Georgia Institute of Technology

**The Relative Importance of Old and New Decision Specific Experience in Foreign Ownership Strategies**  
Kang Rae Cho, University of Colorado at Denver  
Prasad Padmanabhan, San Diego State University

**Sat. Poster**
1.3.1 - Panel
Managing an Interdisciplinary International Business Career

Room: Salon I  Time: 1:30 p.m. – 3:00 p.m.
Chair: Mary Yoko Brannen, University of Michigan
Panelists:
- Elizabeth Briody, General Motors Corp.
- Jean-Francois Hennart, Tilburg University
- Jill Klienberg, University of Kansas
- Michael Morris, Stanford University
- Michael P. Ryan, Georgetown University

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.
Chair: Rob van Tulder, Erasmus University
Panelists:
- Winfried Ruigrok, University of St. Gallen
- Ans Kolk, University of Amsterdam
- Rob van Tulder, Erasmus University

Commentators:
- John Dunning, Rutgers University
- Alan Rugman, Templeton College
- Louis Wells, Harvard University

1.3.3 - Panel
Restructuring of Korean Chaebols: Transformation or Disintegration?

Room: Salon M  Time: 1:30 p.m. – 3:00 p.m.
Chair: Dong Sung Cho, Seoul National University
Panelists:
- In-Chul Chung, The Monitor Company
- Chong-Suk Lee, LG Executive Office
- Sang-Hoon Nam, University of Victoria
- Rosalie Tung, Simon Fraser University

1.3.4 - Competitive
Intellectual Property/Country Image

Room: Courtroom N  Time: 1:30 p.m. – 3:00 p.m.
Chair: Vern Terpstra, University of Michigan
Discussant: Aysegul Ozsomer, Koc University
Panelists:
- Michel Goyer, Massachusetts Institute of Technology
- Ruth V. Aguilera, University of Illinois at Urbana-Champaign
- Sara L. McGaughey, The University of New South Wales
- Gillian Maree Sullivan Mort, University of Queensland
- C. Min Han, Hanyang University

1.3.5 - Competitive
Market Integration and Trade Issues

Room: Courtroom K-L  Time: 1:30 p.m.–3:00 p.m.
Chair: Hans B. Thorelli, Indiana University
Discussant: Animesh Ghoshal, DePaul University
Panelists:
- Frances L. Edwards, Clemson University
- Christopher F. Thornberg, Clemson University
- Koen De Backer, Katholieke Universiteit Leuven
- Leo Sleuwaegen, Katholieke Universiteit Leuven
- Jorgen Ulff-Moller Nielsen, The Aarhus School of Business
- Lars Gottlieb Hansen, The Aarhus School of Business
- Robert Grosse, Thunderbird
### 1.3.6 - Workshop

**Emerging Markets**

**Room:** Courtroom O  **Time:** 1:30 p.m. – 3:00 p.m.

**Chair:** Stanley D. Nollen, Georgetown University

**Discussant:** Amal Karnaratna, University of Adelaide

**Institutions and Perceptions: MNEs and the Transitional Economies of India, Indonesia and Vietnam**
- Elizabeth Maitland, University of Melbourne
- Stephen Nicholas, University of Melbourne

**Multinational and Local Enterprises in the Indian Telecommunications Industry: An Analysis of State Intervention and Comparative Behavior**
- Pradeep Kanta Ray, University of New South Wales

**Lucent in Brazil: An International Technology Transfer Case**
- William A. Stoever, Seton Hall University
- Jon Olson, Lucent Technologies

**Home-Market International Diversification vs. Foreign-Market International Diversification: The Case of Latin American ADR and Non-ADR Firms**
- Roberto Curci, Butler University

**Africa’s Emerging and Frontier Markets**
- Robert A. Clark, Butler University

### 1.3.7 - Workshop

**International Buyer Behavior Studies**

**Room:** Courtroom Q  **Time:** 1:30 p.m. – 3:00 p.m.

**Chair:** Attila Yaprak, Wayne State University

**Discussant:** Jan H. Katz, Cornell University

**A Cross-Cultural Assessment of the Desires – Expectations Model of Satisfaction**
- Richard A. Spreng, Michigan State University
- Geon-Cheol Shin, Kyung Hee University

**The Effects of National Cultural Characteristics on the Consumers’ Propensity to Engage in Complaint Behavior**
- Piotr Chelminski, University of Connecticut

**Children’s Influence on Parental Purchase Decision: An Empirical Study in the Fiji Islands**
- Jayantha Wimalasiri, The University of the South Pacific

**Will the Real World Citizen Please Stand Up! The Many Faces of Cosmopolitan Consumer Behavior**
- Hugh M. Cannon, Wayne State University
- Attila Yaprak, Wayne State University

**The Effect of Firm and Network Capabilities on Innovation Strategy and Performance: The Case of Japanese and U.S. Users of Flat Panel Displays**
- Glenn Hoetker, University of Michigan

### 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. – 5:00 p.m.
Chair: Arvind Parkhe, Indiana University
Panelists:
- Paul W. Beamish, The University of Western Ontario
- Farok Contractor, Rutgers University
- John Hagedoorn, Universiteit Maastricht
- Michael A. Hitt, Texas A&M University
- Andrew Inkpen, Thunderbird
- Marjorie Lyles, Indiana University

1.4.2 - Symposium
States and Firms in a Globalizing World
Room: Salon J  Time: 3:30 p.m. – 5:00 p.m.
Chair: Pervez Ghauri, University of Groningen
Panelists:
- Peter Buckley, Leeds University
- John Dunning, Reading University
- Lars Oxelheim, Lund University
- Benjamin Prasad, Central Michigan University
- John Stopford, London Business School

1.4.3 - Panel
Transfer Pricing
Room: Courtroom M  Time: 3:30 p.m. – 5:00 p.m.
Chair: Lorraine Eden, Texas A&M University
Panelists:
- Bill Dodge, Deloitte & Touche
- Roger Tang, Western Michigan University
- Francois Vincent, Stikeman Elliott
- Gary Zed, Canadian Customs & Revenue Agency

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.
Chair: Deniz Erden, Bogazici University
Panelists:
- Muzaffer Bodur, Bogazici University
- Deniz Erden, Bogazici University
- Esra Genceturk, Koc University
- Aysegul Ozsomer, Koc University

1.4.5 - Competitive
International Marketing Strategy
Room: Courtroom K-L  Time: 3:30 p.m. – 5:00 p.m.
Chair: Susan Douglas, New York University
Discussant: Lloyd C. Russow, Philadelphia University
Archetypes of E-Commerce Users in International Business: A Taxonomy of Organizational Characteristics
- Gary A. Knight, Florida State University
- S. Tamer Cavusgil, Michigan State University
Public Policy, Supply Chain Capabilities, and Performance in the Global Arena
- Edward A. Morash, Michigan State University
An Empirical Examination of the Value of Pricing Integration in Overseas Markets
- Matthew B. Myers, University of Oklahoma
- Michael Harvey, University of Oklahoma
1.4.6 - Competitive

Innovation and R&D in the Multinational Firm

Room: Courtroom O   Time: 3:30 p.m. – 5:00 p.m.

Chair: Tomas Hult, Florida State University

Discussant: Paul Almeida, Georgetown University

Internationalization of R&D as Differentiated Process of Social Capital Formation: Some Evidence from the Japanese Firms
   Kazuhiro Asakawa, Keio University

Radical Innovation and Management of Technology in the Multinational Firm
   Lois S. Peters, Rensselaer Polytechnic Institute

The Impact of R&D and Marketing Activities on Multinational Expansion: A Time Series Cross-Sectional Analysis
   Masaaki Kotabe, Temple University
   Srini S. Srinivasan, Drexel University
   Preet S. Aulakh, Temple University

1.4.7 - Workshop

Evolutionary Developments in International Business

Room: Courtroom Q   Time: 3:30 p.m. – 5:00 p.m.

Chair: Stefan Robock, Columbia University

Discussant: Glenn Omura, Michigan State University

Firm Internationalization as a Process of Framing in International Markets: An Extension of the Uppsala Model
   John T. Steen, The University of Tasmania
   Peter W. Liesch, The University of Queensland
   Peter J. Dowling, The University of Tasmania

Internationalization Process: Theory and Evidence from Bank Histories
   Benjamin Prasad, Central Michigan University
   Pervez N. Ghauri, University of Groningen
   R.M. Prasad, Central Michigan University

Modern Russian Corporate Governance: Americanization or Product of History?
   Trevor Buck, De Montfort University
   Konstantin Saakov, De Montfort University

Context Sensitivity of Post-Acquisition Restructuring: An Evolutionary Perspective
   Enese E. Lieb-Doczy, N.E.R.A.
   Klaus E. Meyer, Copenhagen Business School

The Evolution of Family Conglomerates in Emerging Markets
   Destan Kandemir, Michigan State University
   Daekwan Kim, Michigan State University
Sunday, 19 November

Sunday – 8:30 a.m. – 10:00 a.m.

2.1.1 - Symposium

Exploring Internal Dynamics in Cross-National Alliances

Room: Salon I  Time: 8:30 a.m. – 10:00 a.m.

Chair: Jane E. Salk, Groupe Essec, France

Internal Development in the Multinational Peacekeeping Forces: Faultlines Turning into Seamlines?
- Efrat Elron, The Hebrew University
- Boas Shamir, The Hebrew University
- Eyal Ben-Ari, The Hebrew University

The Development of Organizational Identification at the Center of a Binational Joint Venture
- Anne Capron, Groupe Essec, France
- Jane Salk, Groupe Essec, France

- Peter J. Lane, Arizona State University

Alliances as Social Artifacts
- Mark De Rond, Oxford University

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.

Chair: P. Rajan Varadarajan, Texas A&M University

Panelists:
- Masaaki Kotabe, Temple University
- David Montgomery, Stanford University
- Bodo Schlegelmilch, Wirtschaftsuniversitat Wien

2.1.3 - Competitive

Integration, Responsiveness, Diversification

Room: Courtroom M  Time: 8:30 a.m. – 10:00 a.m.

Chair: Srilata Zaheer, University of Minnesota

Discussant: Elizabeth Rose, Auckland University

Specialization and Diversification: The Diffusion of International Investments in the Power Generation Industry
- Guy Holburn, University of California

The Impact of Global Integration on MNE Performance: Evidence from Global Industries
- Alfredo J. Mauri, Baruch College
- Rakesh B. Sambharya, Rutgers University

An Empirical Examination of the Dimensionality of the Integration-Responsiveness Framework
- Sunil Venaik, University of New South Wales
- David F. Midgley, INSEAD
- Timothy M. Devinney, University of New South Wales

2.1.4 - Competitive

Subsidiary Performance

Room: Courtroom N  Time: 8:30 a.m. – 10:00 a.m.

Chair: Brian Toyne, St. Mary’s University

Discussant: Klaus Meyer, Copenhagen Business School

Types of Market Learning at the Subsidiary Level: The Antecedents and Consequences of Exploration and Exploitation
- Ayseugul Ozsomer, Koc University
- Esra Genceturk, Koc University

Competence Development and Subsidiary Performance in the Multinational Corporation: The Impact of External Network Embeddedness
- Ulf Andersson, Uppsala University
- Mats Forsgren, Uppsala University
- Ulf Holm, Stockholm School of Economics

Control and Performance of IJVs in Developing Countries: A Contingency Approach
- Louis Hebert, The University of Western Ontario
- Jane Lu, The University of Western Ontario
2.1.5 - Workshop  
**International Diversification**

**Room:** Courtroom O  **Time:** 8:30 a.m.–10:00 a.m.  
**Chair:** J. Michael Geringer, California Polytechnic State University  
**Discussant:** Tulin Sener, State University of New York at New Paltz

- *International Management and Value Creation*
  - Reid W. Click, The George Washington University

- *Domestic Airline Mergers and the Neglected International Business Perspective*
  - Joseph A. Clougherty, Tilburg University

- *Comparing the Resource-Based and Market-Based Views of the Firm: Empirical Evidence from Czech Privatization*
  - Mona Makhija, The Ohio State University

- *Fungibility of Firm Capabilities and the Build-or-Buy Decision*
  - Jaideep Anand, University of Michigan

- *Unilever’s Latin American Strategy in Yellow Fats, Ice Cream and Teas*
  - Fernando Robles, George Washington University

- *Renatto Cotta de Mello, Universidad Federal de Rio de Janeiro*

2.1.6 - Workshop  
**National Competitiveness Development**

**Room:** Courtroom Q  **Time:** 8:30 a.m.–10:00 a.m.  
**Chair:** Bernie Wolf, York University  
**Discussant:** Michael A. Witt, Harvard University

- *National Competitiveness Reports: Critical Comparison of Their Theoretical and Methodological Soundness*
  - Hwy-Chang Moon, Seoul National University
  - Dong-Sung Cho, Seoul National University

- *Supranationalism and Strategic Direction: How the WTO Affects Firms*
  - Thomas C. Lawton, Royal Holloway University of London
  - Steven M. McGuire, University of Bath

- *Entrepreneurship Development in Hungary and Ukraine: Comparing the Influence of Historical and Contextual Factors*
  - Wade Danis, Marquette University
  - Andrew V. Shipilov, IMC Graduate School of Business

- *Knowledge Transfer versus Knowledge “Incubation”: Heterogeneous Knowledge Management Challenges of American and Japanese MNCs in Europe*
  - Mark Lehrer, University of Rhode Island
  - Kazuhiro Asakawa, Keio University

2.1.7 - Richard N. Farmer Dissertation Award Finalists

**Room:** Courtroom K-L  **Time:** 8:30 a.m.–10:00 a.m.  
**Chair:** Jean-Francois Hennart, Tilburg University  
**Selection Committee:**  
- Raj Aggarwal, Kent State University
- Nakiye Boyacigiller, San Jose State University
- Bernard Simonin, Tufts University
- Kiyohiko Ito, University of Wisconsin-Madison

**Finalists:**  
- Donald L. Ferrin, State U of NY at Buffalo
  - *Do as the Romans? Intercultural Influence Processes in Intercultural Work Relationships* (University of Minnesota)
  - Paula D. Harvinston, Berry College
  - *Synoptic versus incremental internationalization: an examination of “born global” and “gradual globalizing” firms.* (University of Memphis)
  - Joan P. Mileski, Houston Baptist University
  - *Strategic Group of Countries: An Empirical Study of Government Policies Toward Foreign Direct Investment and their convergence over time* (University of Texas at Dallas)
  - Rachelle Sampson, New York University
  - *International R&D alliances: the role of governance in realizing innovative potential* (University of Michigan)

2.1 Coffee Break  
**Room:** West Courtyard  **Time:** 10:00 a.m.–10:30 a.m.
Sunday – 10:30 a.m. – 12:00 p.m.

2.2.1 - Panel
The Future Research Agenda for E-Commerce in International Business
Room: Salon I  Time: 10:30 a.m. – 12:00 p.m.
Chair: Jean Boddewyn, City University of New York
Panelists:
Jean Boddewyn, City University of New York
Cliff Wymbs, City University of New York
Allen Morrison, The University of Western Ontario

2.2.2 - Panel
Organizational Learning and Challenges in Global Enterprises
Room: Salon J  Time: 10:30 a.m. – 12:00 p.m.
Chair: Marjorie A. Lyles, Indiana University
Panelists:
Nancy Snyder, Whirlpool Corporation
Mark Easterby-Smith, Lancaster University
Alex Bennet, Enterprise Integration

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.
Chair: Masaaki Kotabe, Temple University
Panelists:
John Bermingham, Smith Corona
Hiroshi Hirai, Kao Corporation and Toyo Gakuen University
Emily Thornton, Business Week
Eleanor Westney, Massachusetts Institute of Technology

2.2.4 - Competitive
Entry Modes
Room: Salon N  Time: 10:30 a.m. – 12:00 p.m.
Chair: Carl Arthur Solberg, Norwegian School of Management
Discussant: Tunga Kiyak, Michigan State University
Entrainment: Cycles and Rhythms in International Entry Modes and Strategies
Liliana M. Perez, The University of Memphis
Ben L. Kedia, The University of Memphis
Richard Nordvedt, The University of Memphis
Firm and Exchange Rate Determinants of Domestic and Export Sales
Robert Salomon, New York University
J. Myles Shaver, New York University
Internationalization of Services: Order of Entry Advantages in Perspective
Tinne Lommelen, Limburgs Universitair Centrum
Paul Matthyssens, Limburgs Universitair Centrum

2.2.5 - Competitive
International Capital Structure and Diversification
Room: Courtroom O  Time: 10:30 a.m. – 12:00 p.m.
Chair: J. Jay Choi, Temple University
Discussant: James W. Dean, Simon Fraser University
The Determination of Capital Structure: Is National Culture a Missing Piece to the Puzzle?
Alison E. Lloyd, Hong Kong Polytechnic University
Andy Chui, Hong Kong Polytechnic University
Chuck C.Y. Kwok, University of South Carolina
Comparison of Cross-Border Acquisitions and Joint Ventures by U.S. Banks
Kimberly C. Gleason, Bentley College
Ike Mathur, Southern Illinois University
Roy A. Wiggins, Ill, Southern Illinois University
International Diversification and Earnings Forecast Characteristics
Augustine Duru, American University
David M. Reeb, American University
2.2.6 - Workshop

International Alliances and Alliance Dynamics

Room: Courtroom K-L  Time: 10:30 a.m.–12:00 p.m.
Chair: Carlos García-Pont, IESE
Discussant: Ananda Mukherji, Texas A&M International University

Transaction Characteristics, Institutional Environment, and Contractual Attributes in International Joint Ventures
Yadong Luo, University of Hawaii

Ownership Structure and Organizational Learning in Domestic and International Joint Ventures
   Sangphet Hanvanich, Michigan State University
   Stewart R. Miller, Michigan State University
   S. Tamer Cavusgil, Michigan State University

Choosing Between Alliance Modes: The Link Between Compensation Structure, Knowledge Flows and the Character of the Interorganizational Relationship
Farok J. Contractor, Rutgers University

An Examination of the Antecedents of Equity and Non-Equity Investments in U.S. Biotechnology Firms by Foreign and Domestic Corporate Partners
   Joseph E. Coombs, James Madison University
   David L. Deeds, Case Western Reserve University
   Ram Mudambi, Temple University and University of Reading

From Learning Race to Cooperative Specialization: Toward a New Framework for Alliance Management
   Ming Zeng, INSEAD
   Jean-François Hennart, Tilburg University

2.2.7 - Workshop

Strategic International Human Resource Management

Room: Courtroom Q  Time: 10:30 a.m.–12:00 p.m.
Chair: John M. Mezias, University of Miami
Discussant: Schon Beechler, Columbia University

   Helen De Cieri, Monash University
   Peter J. Dowling, University of Tasmania

Pluralistic Orientation in Strategic International Human Resource Management
   Milorad M. Novicevic, University of Wisconsin at La Crosse
   Michael Harvey, University of Oklahoma

Mediation in the Cross-Cultural Context: An Extension of the Conflict Resolution Framework
   Sigrid Westphal Khorram, University of South Carolina

Strategy Making by Multicultural Groups
   Christine Vallaster, University of Innsbruck

Dimensionality of Expatriate Adjustment: Psychometric Considerations
   Ugur Yavas, East Tennessee State University

Towards a Better “Value-Added” Research Approach in the New Century
   Richard B. Peterson, University of Washington
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.

Business Networks

Symbiotic International Business Networks: Collaboration Between Small and Large Firms
- Hamid Etemad, McGill University
- Richard Wright, McGill University
- Leo-Paul Dana, Nanyung Business School

To Thrive or to Survive: Rent Appropriation, Firm Performance and Survival in Keiretsu Networks
- William P. Wan, Thunderbird
- Daphne Yiu, University of Oklahoma
- Robert E. Hoskisson, University of Oklahoma

The Evolving Influences on Multinational Subsidiary Innovation: A Network Approach
- Anupama Phene, University of Utah
- Paul Almeida, Georgetown University

The Relationship Between Network Characteristics and Firm Performance of Multinational Enterprises
- Anthony Goerzen, The University of Western Ontario

Country Perspectives

Restoring Order - From Overmanning to Rational Employment in Polish Companies
- Tomasz Mroczkowski, American University
- Mark Wermus, Old Dominion University

The Impact of the East Asian Crisis on Asia’s General and Specialized Trading Companies: An Exploratory Study
- Syed Tariq Anwar, West Texas A&M University
- Rajan Alex, West Texas A&M University
- Frank Landram, West Texas A&M University

Topics in Negotiation

Trust Levels and Conflict Resolution: Searching for an Optimal Outcome in Cross-Cultural Negotiation
- Yongsun Paik, Loyola Marymount University
- Steven C. Combs, Loyola Marymount University

Pre-Contractual Negotiation in a Cross-Cultural Marketing Channel
- Amal Karunaratna, University of Adelaide
- Catherine Jones, Department of Foreign Affairs and Trade, Canberra, Australia
- Pascale G. Quester, University of Adelaide

HRM Practices in Asia

Implications of Workforce Diversity for Human Resource Management in Japan
- Tomasz Mroczkowski, American University
- Mark Wermus, Old Dominion University

Impact of Asian Economic Crisis on Selected Human Resource Management Strategies: A Study of Singapore-Based Companies
- Aahad M. Osman-Gani, Nanyang Technological University

Creating a Modern Human Resource Development Paradigm with Chinese Characteristics
- Bruce W. Stening, Australian National University
- Ma Chunguang, University of International Business and Economics, Beijing
- Melinda Muir, Australian National University, Canberra

Regionalism and Trading Blocs

The Re-Emergence of Lebanon as a Regional Trading Center: Fact or Fiction?
- Edward Vitale, University of Wisconsin-Whitewater
- Abdallah Dah, Lebanese American University

A Comparison of the Developing Eight Economic Cooperation Group (D-8) with the Different Regions of the World and its Future Prospects
- Massoud Farahbakhsh, Salem State College
- Joseph Aiyeku, Salem State College
- Syrous Koors, Nicholas State University

Trading Blocs and Multinational Enterprises: A Model of Strategic Decision-Making
- Ana Teresa Tavares, University of Reading

Reflections on the Discipline

The Complex Evolution of International Business Research
- Harvey Arbelaez, Monterey Institute of International Studies

Teaching International Business Negotiation via Simulation: Reflections on Two Decades of Experience
- Stephen E. Weiss, York University

Forming and Managing Effective Collaborative Teams for International Business Research
- J. Michael Geringer, California Polytechnic University
- Colette A. Frayne, California Polytechnic University

Guidelines for Cross-National Research in Finance: Drawing from Cross-Cultural Methodology
- Suad Ghaddar, The University of Texas-Pan American
Social and Legal Perspectives

How to Evaluate the International Businesses’ Social Response
  Maria de la Cruz Deniz-Deniz, University of Las Palmas
  Juan Manuel Garcia Falcon, University of Las Palmas

Perspectives in Internationalization

Internationalization of German Medium-sized enterprises: Results of an empirical study
  Michael Behnam, European Business School
  Dirk Ulrich Gilbert, European Business School

Internationalization of R&D and Research Output
  Tony Frost, The University of Western Ontario
  Jane W. Lu, The University of Western Ontario

Explaining the International Venture Selection Process via a Portfolio Theory Approach
  Peter W. Liesch, The University of Queensland
  Gary A. Knight, The University of Florida

Internationalization Reconsidered: New Imperatives for Successful Growth
  Philip Rosenzweig, International Institute for Management Development
  Janet L. Shaner, International Institute for Management Development

Entering the Last Frontier: Expansion by U.S. Multinationals to Africa
  Ike Mathur, Southern Illinois University
  Vincent Owhoso, Bentley College
  Kimberly C. Gleason, Bentley College

Internet and International Business

E-Commerce and Country-of-Origin Effects
  Francis M. Ulgado, Georgia Institute of Technology
  John R. McIntyre, Georgia Institute of Technology

Developing International Customer Loyalty to an Internet Shopping Mall
  Moonkyu Lee, Yonsei University
  Francis M. Ulgado, Georgia Institute of Technology

Latin America. Com
  Raul Gouvea, University of New Mexico

Corporate and Competitive Strategies

Balancing Autonomy and Integration in Diversified Firms: Do Academic Suggestions Work in Different Contexts?
  Jin-Young Sirh, Centerworld Corporation
  Ji-Hwan Lee, London Business School

Global Strategy, Attention Management, and Company Performance
  Cyril Bouquet, The University of Western Ontario
  Allen Morrison, The University of Western Ontario
  John Beck, University of California-Los Angeles

Principles of Global Niche Marketing Strategies: An Early Conceptual Framework
  Tevfik Dalgic, University of Texas-Dallas
  Gary Knight, University of Florida

Foreign Direct Investment

Determinants of Service versus Manufacturing Investments in Host Countries
  B. Elango, Illinois State University
  Ivan Abel, St. John’s University

Culture and the Timing of FDI: The Case of Poland, the Czech Republic and Hungary
  Susan D. Peters, University of Maryland University

Sequence of Foreign Direct Investment: Is It a Matter of Contingencies?
  Sung-Jin Hong, Korea University

International Business in a World of Increasing Returns
  Lilach Nachum, Cambridge University

Corporate Governance

Effectiveness of Outside Directors in Korean Companies: Institution Theory Perspective
  Jootae Kim, Seoul National University
  Dong Sung Cho, Seoul National University

Development of Governance Practices Worldwide
  Alvaro Cuervo-Cazurra, University of Minnesota
  Ruth V. Aguilera, University of Illinois-Urbana-Champaign
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.
Chair:  Sabine Reddy, Wayne State University
Learning Races, Cooperative Specialization, and Structural Conditions: A Reconceptualization of Alliances and Joint Ventures
  Ming Zeng, INSEAD
  Jean-Francois Hennart, Tilburg University
Inter-Firm R&D Collaboration and Shared Property Rights
  John Hagedoorn, Universiteit Maastricht
Emergent Leadership and Performance in Different Types of International Cooperations
  Richard Osborn, Wayne State University
Information Technology and Coordination in International Alliances
  Sabine Reddy, Wayne State University

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.
Chair:  Bodo Schlegelmilch, Wirtschaftsuniversitat Wien
Sources of Competitive Advantage in Exporting
  Neil A. Morgan, University of North Carolina-Chapel Hill
  Costas Katsikeas, Cardiff University
  Anna Kaleka, University of Wales
An Examination of Chinese Firms’ Export Behaviors
  Shaoming Zou, University of Missouri
  John Zhao, St. Louis University
  Shuming Zhao, Nanjing University
Intended and Realized Competitive Export Strategies – Empirical Evidence
  Bodo Schlegelmilch, Wirtschaftsuniversitat Wien
  Barbara Stottinger, Wirtschaftsuniversitat Wien
Export Performance Measurement – Where we Are and Where We are Going
  Adamantios Diamantopoulos, Loughborough University

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.
Chair:  George S. Yip, Cambridge University
Panelists:
  Tony Frost, The University of Western Ontario
  Alan Rugman, Oxford University
  Alain Verbeke, University of Brussels
Commentator:
  Tony Hain, Kettering University

2.3.4 - Competitive
National Competitiveness
Room: Courtroom O  Time:  1:30 p.m. – 3:00 p.m.
Chair:  S. Prakash Sethi, Baruch College
Discussant: Lilach Nachum, Cambridge University
Performance of Host-Country and Foreign-Owned Firms: A Liability of Foreignness and National Competitive Advantage Perspective
  Stewart R. Miller, Michigan State University
The Determinants of National Innovative Capacity
  Scott Stern, MIT Sloan School
  Michael E. Porter, Harvard Business School
  Jeffery L. Furman, MIT Sloan School
The Formation of International Innovation Networks in the Multinational Corporation – An Evolutionary Perspective
  Ivo Zander, Stockholm School of Economics
Cooperative R&D and Strategic Trade Policy
  Julie DeCourcy, Michigan State University
2.3.5 - Competitive

International Production and Supply Chain Management

Room: Courtroom Q  Time:  1:30 p.m. – 3:00 p.m.
Chair: David Closs, Michigan State University
Discussant: Jim Hagen, Cornell University

Global Supply Chain Management
David Closs, Michigan State University

Explaining the Geography and Depth of International Production: The Case of U.S. and Japanese Multinational Enterprises
   Nagesh Kumar, International Centre for Development Research and Cooperation

The Influence of Organizational Variables on the Transferability of Management Practices: An Examination of Traditional and Learning Manufacturing Environments in Mexico
   Carolina Gomez, Towson University
   Annette L. Ranft, Wake Forest University

2.3.6 - Workshop

Theory Development in International Business

Room: Salon I  Time:  1:30 p.m. – 3:00 p.m.
Chair: Ugur Yavas, East Tennessee State University
Discussant: Tailan Chi, University of Illinois

An Integrative Framework for Multinational Enterprise Scanning of the International Business Environment
   Deepak Sethi, University of Texas at Dallas
   Stephen Guisinger, University of Texas at Dallas

Environmental and Organizational Complexity in International Business Theory
   Stephen Guisinger, University of Texas at Dallas

“Reactory” Korean-Style Technique in Management Innovation: Model Building and a Case Study
   Dong Sung Cho, Seoul National University
   Cheol-Ho Shin, Sungshin Women’s University
   Jae-Young Kang, The Institute for Industrial Policy Studies
   Park No-Ryon, Small and Medium Industry Promotion Corporation

Understanding and Measuring Export Performance: An Operational Framework
   Nikolaos Kakkos, Loughborough University Business School
   Adamantios Diamantopoulos, Loughborough University

2.3.7 - Workshop

Nationality, Culture, and Organizational Behavior

Room: Salon J  Time:  1:30 p.m. – 3:00 p.m.
Chair: Atilla Dicle, Yeditepe University
Discussant: Carolyn B. Mueller, Stetson University

“Your Forward is our Reverse, Your Right, our Wrong”: Rethinking Multinational Planning Processes in Light of National Culture
   David M. Brock, University of Auckland
   David Barry, University of Auckland
   David C. Thomas, Simon Fraser University

The Effect of Nationality, Cultural Distance, and Status on the Managerial Network in a Multinational Enterprise
   Ivan M. Manev, University of Maine
   William B. Stevenson, Boston College

Islamic Identity and Work in Malaysia: Islamic Work Ethics in a Japanese Venture in Malaysia
   Wendy A. Smith, Monash University
   Chris Nyland, Monash University

The Effects of Propensity Toward Risks and Propensity Toward Trust on the Negotiation Strategy
   Rosanna Garcia, Michigan State University
   Alma Mintu-Wimsatt, Texas A&M University
   Roger Calantone, Michigan State University

Corruption, Transparency and FDI: Empirical Tests of Corruption Neutral and Transparency Negative Hypotheses
   John Hongxin Zhao, Saint Louis University
   Seung H. Kim, Saint Louis University
   Jianjun Du, Saint Louis University

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.
Chair: Peter Walters, The Hong Kong Polytechnic University

The Global Strategy of Chinese MNEs
Oded Shenkar, The Ohio State University

The Emergence of Chinese Multinationals: Implications for Business Leaders
C.S. Tseng, City University of Hong Kong

Meeting the Challenges in the China Market: An Integrated Approach
T.S. Chan, Lingnan University

Managing Business in Mainland China: Lessons from Hong Kong Firms
John Child, University of Cambridge
H.A. Davies, The Hong Kong Polytechnic University

2.4.2 - Panel

Global Integration of Financial Markets
Room: Courtroom M Time: 3:30 p.m. – 5:00 p.m.
Chair: Raj Aggarwal, Kent State University

Panelists:
W. Carl Kester, Harvard Business School
W. Curt Hunter, Federal Reserve Bank of Chicago
Ingo Walter, New York University
Victor Menezes, Citigroup

2.4.3 - Panel

Room: Courtroom N Time: 3:30 p.m. – 5:00 p.m.
Chair: Gyula Vastag, Stuttgart Institute of Management and Technology

Panelists:
Bela Forgo, Alcoa-Kofem
Werner Riecke, National Bank of Hungary
Andras Sugar, Westel 900 GSM

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.
Chair: Warren J. Keegan, Pace University

Panelists:
Michael Friedman, Purdue Pharma
Stephen Kobrin, University of Pennsylvania
John Stopford, London Business School

2.4.5 - Competitive

Conceptual Frameworks in International Business
Room: Courtroom O Time: 3:30 p.m. – 5:00 p.m.
Chair: Jean Boddewyn, Baruch College, CUNY

Discussant: Louis T. Wells, Harvard University

A Conceptual Model of Export Performance: Importance of Strategy Process
Valerie J. Lindsay, The University of Auckland

Structuring Vendor-Customer Relationships: Towards a Model of Inter-Organizational Fit
Omar Toulan, McGill University
Julian Birkinshaw, London Business School
David Arnold, Harvard Business School

A Nationally-Bounded Theory of Corporate Governance
Michael Lubatkin, University of Connecticut
Peter J. Lane, Arizona State University
Sven Collin, Lund University
Philippe Very, EDHEC
2.4.6 - Competitive

**Human Resource Management Issues in China**
*Room: Salon J  Time: 3:30 p.m. – 5:00 p.m.*

**Chair:** Mahmood A. Zaidi, University of Minnesota

**Discussant:** Malika Richards, Drexel University

Cherrie J. Zhu, Monash University
Peter J. Dowling, University of Tasmania

**Human Resource Management and the Performance of Western Firms in China**
Ingmar Bjorkman, Swedish School of Economics
Fan Xiucheng, Nankai University

**The Impact of Company Policies, Peer Consensus and Independent Assessment on Reactions to Authority: A Comparison of Japanese, Taiwanese and PRC Employees**
Nailin Bu, Queen’s University
Timothy J. Craig, University of Victoria
T.K. Peng, I-Shou University

**Does Previous International Experience Matter for Expatriate Adjustment? Moderating Effects of Current Work Experiences**
Riki Takeuchi, University of Maryland
Seokhwa Yun, University of Maryland

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2.4.7 - Workshop

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

**Chair:** Stefanie Lenway, University of Minnesota

**Discussant:** Ram Mudambi, Temple University and University of Reading

**Factors Affecting Foreign R&D Location Decisions: Management and Host Government Policy Implications**
Gary K. Jones, George Washington University
Hildy J. Teegen, George Washington University

**Linking Local Knowledge to Global Operations: The Role of Regional Offices of MNCs**
Kazuhiro Asakawa, Keio University
Mark Lehrer, University of Rhode Island

**Entry Mode, Organizational Learning, and R&D in Foreign Affiliates: Evidence from Japanese Firms**
Rene Belderbos, Maastricht University
Tomoko Iwasa, Hitotsubashi University

**Effects of Leadership Behaviors and Social Culture on Top Management Influence on Innovations: An International Comparative Study**
Detelin S. Elenkov, The University of Memphis

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**Sunday – 5:15 p.m. – 6:00 p.m.**

**Members’ Meeting with the AIB Executive Board**

Current status of the AIB, its future directions, and future meeting sites presented and discussed
*Room: Salon J  Time: 5:15 p.m. – 6:00 p.m.*

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**Sunday – 6:30 p.m. – 9:30 p.m.**

**The Heard Museum Gala Event**

Registrants will be treated to a gala evening hosted by Thunderbird, The American Graduate School of International Management. Native American art, hoop dancing, and music will accompany a splendid selection of Southwest cuisine in the beautiful Heard Museum setting.

**Venue:** Heard Museum  **Time:** 6:30 p.m. – 9:30 p.m.

*Buses leave from hotels at 6:00 p.m. (Since many participants will drive themselves, please preregister at the AIB desk if you need bus service.)*

**Directions to the Heard Museum:**
Go South on 7th Street to McDowell St., turn right and continue on to Central Avenue. Turn right, go four blocks and the Heard Museum is on the right. There is ample free parking. (See map on page 12.)
**Monday, 20 November**

### 3.1.1 - Symposium

**Technology Diffusion and the Globalization of Knowledge**

**Room:** Salon I  **Time:** 8:30 a.m. – 10:00 a.m.

**Chair:** Stephen Kobrin, University of Pennsylvania

- **Technologists Cross Borders: HRM and Organizational Capability Development in MNC R&D Networks**
  - Eleanor Westney, Massachusetts Institute of Technology
- **National Innovation Systems in Globally Integrated Industries**
  - Jennifer Spencer, George Washington University
- **Technology Diffusion Management: Lessons from East Asia**
  - John Mathews, Macquarie University
- **Knowledge Driven Companies: The New Face of Global Competition**
  - Tom Murtha, University of Minnesota
  - Stefanie Lenway, University of Minnesota

### 3.1.2 - Symposium

**Current International Business Research in Europe**

**Room:** Salon J  **Time:** 8:30 a.m. – 10:00 a.m.

**Chair:** Peter J. Dowling, University of Tasmania

- **Managing Privately-Owned Enterprises in the People’s Republic of China**
  - Torsten M. Kuehlmann, University of Bayreuth
- **Strategic Orientation in HRM – A European Perspective**
  - Wolfgang Mayrhofer, Wirtschaftsuniversitat Wien
- **Firm Internationalization and Performance: A Six Country Study**
  - Winfried Ruigrok, University of St. Gallen
  - Simon Peck, City University Business School

### 3.1.3 - Panel

**Intercultural Competency in International Marketing**

**Room:** Courtroom M  **Time:** 8:30 a.m. – 10:00 a.m.

**Chair:** Saeed Samiee, The University of Tulsa

**Panelists:**
- Hartmut H. Holzmuller, Universitat Dortmund
- Tomasz Lenartowicz, University of Texas-Austin
- Bruce Money, University of South Carolina
- Saeed Samiee, University of Tulsa
- Peter Walters, Hong Kong Polytechnic University

**Commentator:**
- Rosalie Tung, Simon Fraser University

### 3.1.4 - Competitive

**FDI and Divestment**

**Room:** Courtroom N  **Time:** 8:30 a.m. – 10:00 a.m.

**Chair:** Timothy Devinney, University of New South Wales

**Discussant:** Robert Grosse, Thunderbird

- **Global Competition in the Tire Industry**
  - Kiyohiko Ito, University of Wisconsin-Madison
  - Elizabeth L. Rose, University of Auckland
- **Divestment of Foreign Production Operations**
  - Jorma Larimo, University of Vaasa

**Managerial Limits to International Expansion by Acquisitions and Greenfields: An Empirical Examination of Japanese Direct Investments in the United States**
- Danchi Tan, National Cheng Kung University

### 3.1.5 - Competitive

**Evolutionary Developments/Theory**

**Room:** Courtroom O  **Time:** 8:30 a.m. – 10:00 a.m.

**Chair:** Stewart Miller, Michigan State University

**Discussant:** Sumit K. Kundu, Saint Louis University

- **Researching the Evolution of International Marketing Strategy by Using Longitudinal Analyses – Conceptualization and Assessment of Approaches**
  - Arnold Schuh, Wirtschaftsuniversitat Wien
- **Towards a Dynamic Theory of the Internationalization of the Firm and the Accommodation of De-Internationalization**
  - Pieter Pauwels, Limburgs Universitair Centrum
  - Paul MatthysSENS, Limburgs Universitair Centrum
- **U.S. Technology-Based Utilities, A Century Later: Deja Vu or No?**
  - Cliff Wymbs, City University of New York
### 3.1.6 - Workshop

**International Competitiveness and E-Commerce**

**Room:** Courtroom K-L  **Time:** 8:30 a.m.–10:00 a.m.

**Chair:** Wita Wojtkowski, Boise State University  
**Discussant:** Tunga Kiyak, Michigan State University

**The Influence of Behavioral and Transactional Factors on International Control and Strategic Action**
- Ananda Mukherji, Texas A&M International University
- Ben L. Kedia, The University of Memphis
- Jyotsna Mukherji, Texas A&M International University

- Hideki Yamawaki, Claremont Graduate University

**Competitiveness Impacts of Electronic Commerce: SCM Perspective**
- Sangwook Park, Seoul National University
- Hwy-Chang Moon, Seoul National University
- Dong-Sung Cho, Seoul National University

**Facilitating the Growth of International E-Commerce Through Public Policy**
- Melanie Jones, University of Cincinnati
- Raj Mehta, University of Cincinnati

**Interoffice E-Mail Communication in a Multinational Corporation**
- William Newburry, Rutgers University

### 3.1.7 - Workshop

**Export Strategy**

**Room:** Courtroom Q  **Time:** 8:30 a.m. – 10:00 a.m.

**Chair:** Stan Paliwoda, University of Birmingham  
**Discussant:** Matthew Myers, University of Oklahoma

**Why Do Firms Export? And Why They Don’t?**
- G.M. Naidu, University of Wisconsin-Whitewater
- Kanti Prasad, University of Wisconsin-Milwaukee

**Forecasting Export Sales: A Comparison of Practices of UK Firms**
- Heidi Winkelhofer, The University of Nottingham Business School
- Adamantios Diamantopoulos, Loughborough University

**Management Strategies of Australian Firms Exporting to Asia**
- Peter J. Dowling, University of Tasmania
- Peter W. Liesch, The University of Queensland
- Jacqueline A. Flint, University of Newcastle
- Sharif As-Saber, University of Tasmania
- Kwong Chan, University of Tasmania
- Peter A. Innes, University of Tasmania

**Export Orientation in the Former Soviet Union: Strategies after Privatization**
- Igor Filatotchev, Birkbeck College
- Natalya Dyomina, University of Nottingham Business School
- Mike Wright, University of Nottingham Business School
- Trevor Buck, De Montfort University

### 3.1.8 – Panel

**Transition Economies: Insights from the Field**

(Con-sponsored with the Davidson Institute, University of Michigan)

**Room:** Courtroom R  **Time:** 8:30 – 10:30 a.m.

**Chair:** Jan Svejnar, University of Michigan

**Panelists:**
- Saul Estrin, London Business School
- John Nellis, World Bank
- Jan Svejnar, University of Michigan
- Katherine Terrell, University of Michigan

**Coffee Break**

**Room:** West Courtyard  **Time:** 10:00 a.m.–10:30 a.m.
Monday – 10:30 a.m. – 12:00 p.m.

3.2.1 - Symposium

Networks, Innovation Processes, and Multinational Strategy

Room: Salon I  Time:  10:30 a.m. – 12:00 p.m.

Chair:  Stephen Tallman, University of Utah

Foreign Direct Investment as a Tool for Corporate Innovation: Using Granovetter’s and Schumpeter’s Work to Explain Internationalization
   Kirk Wessel, University of Utah

Multinational Firm Innovation: Evolving Networks of Learning
   Anu Phene, University of Utah

Technological Innovation as an Intra or Inter Organizational Process: The Case of Ferrari vs. Britain’s Motorsport Valley
   Mark Jenkins, Cranfield University

Reinvention and Co-Evolution in franchised Services
   Karin Fladmoe-Lindquist, University of Utah

3.2.2 - Panel

Establishing International Campuses/Major Offshore Programs by Business Schools

Room: Courtroom M  Time:  10:30 a.m. – 12:00 p.m.

Chair:  Paul Beamish, The University of Western Ontario

Panelists:
   Ron Anton, Loyola University
   Paul Beamish, The University of Western Ontario
   Earl Gibbons, Thunderbird
   Masaaki Kotabe, Temple University

3.2.3 - Panel

Cross-Cultural Research Methods

Room: Courtroom N  Time:  10:30 a.m. – 12:00 p.m.

Chair:  Roger Calantone, Michigan State University

Panelists:
   Roger Calantone, Michigan State University
   Susan Douglas, New York University
   Attila Yaprak, Wayne State University

3.2.4 - Competitive

Headquarters/Subsidiary Relationship/Interaction in the MNC

Room: Courtroom O  Time:  10:30 a.m. – 12:00 p.m.

Chair:  Mary Ann Von Glinow, Florida International University

Discussant:  Esra Gencturk, Koc University

Decision Factors Influencing the Regional Headquarters Location of Multinationals in the Asia Pacific: An Exploratory Study
   John Holt, University of New South Wales
   Sidney J. Gray, University of New South Wales
   William R. Purcell, University of New South Wales

Early Entrant Advantages, Subsidiary Survival and Profitability
   Andrew Delios, Hong Kong University of Science and Technology
   Shige Makino, Chinese University of Hong Kong

Factors Influencing Implementation of Successful Standardization or Customization Strategies by Foreign Subsidiaries: A Contingency Perspective
   Kelly Hewitt, University of Connecticut
   Martin S. Roth, University of South Carolina
   Kendall Roth, University of South Carolina

3.2.5 - Competitive

FDI in Regions and Industries

Room: Courtroom Q  Time:  10:30 a.m. – 12:00 p.m.

Chair:  Bruce Magid, Michigan State University

Discussant:  Jaideep Anand, University of Michigan

Heterogeneity in Intra-Industry Location Patterns: the Global Cellular Phone Industry Case
   Juan Alcacer, University of Michigan

Host and Investor Marketing Related Motives, Promises, and Actions in Explaining the Successes and Failures of FDI Privatization in Central and Eastern Europe
   Svetlana Marinova, Copenhagen Business School
   Marin A. Marinov, Copenhagen Business School
   Attila Yaprak, Wayne State University

What Determines the Profitability of Foreign Direct Investment? A Subsidiary-Level Analysis of Japanese Multinationals
   Mariko Sakakibara, University of California, Los Angeles
   Hideki Yamawaki, Claremont Graduate University
### 3.2.6 - Workshop

**Internationalization and International Ventures**

**Room:** Courtroom K-L  **Time:** 10:30 a.m.–12:00 p.m.

**Chair:** James Goodnow, Bradley University  
**Discussant:** Nizam Aydin, Suffolk University

**Different Types of International New Ventures**
- Per Servais, University of Southern Denmark  
- Erik Rasmussen, University of Southern Denmark

**Collaborating with Competitors to Acquire Resources in the Context of Internationalization**
- Heather I.M. Wilson, The University of Auckland  
- Sylvie Chetty, Victoria University of Wellington

**The Effect of Market Orientation and Knowledge Use on the Performance of International Teams**
- Kelly Hewett, University of Connecticut  
- Sharon Watson O’Donnell, University of Delaware

**Using International Product Life Cycle for Global Success: A Neglected Managerial Tool**
- A. Coskun Samli, University of North Florida  
- Laurence Jacobs, University of Hawaii at Manoa  
- James R. Wills, Jr., University of Hawaii at Manoa

**World Class Supply Chain Management: A North America and Australia/New Zealand Comparison**
- Katrina Savitskie, Michigan State University  
- G. Peter Dapiran, Monash University  
- David J. Closs, Michigan State University  
- Diane A. Mollenkopf, Lincoln University

### 3.2.7 - JIBS Decade Award

**Honoring the most influential article from the 1990 volume of the Journal of International Business Studies**

**Room:** Salon J  **Time:** 10:30 a.m. – 12:00 p.m.

**Chair:** Tom Brewer, Georgetown University

**Firm Ownership Preferences and Host Government Restrictions: An Integrated Approach**
- Vol. 21, No. 1, pp. 1-22

**Author:** Benjamin Gomes-Casseres, Brandeis

**Discussants:**  
- Jean-Francois Hennart, Tilburg University  
- Louis T. Wells, Harvard University

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### Monday – 12:00 p.m. – 1:40 p.m.

**Awards Luncheon**

**Presentations of the Farmer Dissertation Award, Dean of the Year, and other special recognitions**

**Room:** Salon ABCDEF  **Time:** 12:00 p.m. – 1:40 p.m.
Monday – 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  Time: 2:00 p.m. – 3:30 p.m.
Chairs: Julian Birkinshaw, London Business School  Cristina Gibson, University of Southern California
Creating the Capacity for Organizational Renewal: Alignment and Adaptability in the Multinational context
Cristina Gibson, University of Southern California  Julian Birkinshaw, London Business School
The Importance of a Theory of Attention: Automaticity and Controlled Allocation of Attention in Organizations
Udo Zander, Stockholm School of Economics  Christian Czernich, Stockholm School of Economics
Beyond the Transnational: Balancing Efficiency and Growth Imperatives in the Multinational Corporation
Operating Efficiency and Innovating Deficiency in the Transnational
Joe Santos, INSEAD

Commentators:  Tom Williams, Booz-Allen & Hamilton

3.3.2 - Symposium

Multinationals from Small Open Economies
(Coordinated by ANZIBA)
Room: Salon J  Time: 2:00 p.m. – 3:30 p.m.
Chair: Stephen Nicholas, University of Melbourne
Psychic Distance and Internationalisation: A Critical Examination
John Child, University of Cambridge  Sek Hong Ng, University of Hong Kong  Christine Wong, University of Hong Kong
Managerial Perceptions of Institutional Distance: Australian MNEs in China, India, Indonesia, and Vietnam
Elizabeth Maitland, University of Melbourne  Stephen Morgan, University of Melbourne  Stephen Nicholas, University of Melbourne  David Merrett, University of Melbourne
Foreign Subsidiary Development in Large Multinational Enterprises from Small Economies: Patterns and Home Country Impact
Gabriel R.G. Benito, Norwegian School of Management  Jorma Larimo, University of Vaasa  Rajneesh Narula, Norwegian School of Management  Torben Pedersen, Copenhagen Business School

Evolving Understanding of Firm Internationalisation through Diverse Perspectives: Australian-Nordic Contributions
Peter W. Liesch, The University of Queensland  Sara L. McGaughey, The University of New South Wales  Bent Petersen, Copenhagen Business School  Lawrence S. Welch, Norwegian School of Management  Denice Welch, Norwegian School of Management  Peter Lamb, La Trobe University

3.3.3 - Panel

What Can International Business Learn from E-Commerce: Industry Perspectives
Room: Courtroom K-L  Time: 2:00 p.m. – 3:30 p.m.
Chair: Tom Roehl, Western Washington University
Panelists:
Global Internet Buyer Beliefs, Attitudes, and Preferences: The Case of Electronic and Apparel Goods
John Beck, Andersen Consulting  Patrick D. Lynch, Andersen Consulting
Virtual Banking and the Future of the Global Financial Services Sector
Robert Grosse, Thunderbird
Location and Value Creation in an Information Age
Srilata Zaheer, University of Minnesota  Shalini Manrakhan, University of Minnesota
Globalization and E-Commerce: Evidence from Retail Brokering
Steven Globerman, Western Washington University  Tom Roehl, Western Washington University  Stephen Standifird, Western Washington University
3.3.4 - Competitive

Executive Compensation Issues/Intercultural Organizational Behavior

Room: Courtroom M  Time: 2:00 p.m. – 3:30 p.m.

Chair: Ulku Dicle, Yeditepe University
Discussant: Nakiye Boyacigiller, San Jose State University

Executive Compensation: An Empirical Study of the Impact of the Foreign Performance of Large U.S. Firms
Harri Ramcharran, The University of Akron

Geographic and Industrial Corporate Diversification: The Level and Structure of Executive Compensation
Augustine Duru, American University
David M. Reeb, American University

A Multilevel Model of Intercultural Organizational Behavior: The Flying Horse Case
Georgia T. Chao, Michigan State University
Duncan A. Poulson, University of Tasmania

3.3.5 - Workshop

Culture and Organizational Behavior

Room: Courtroom N  Time: 2:00 p.m. – 3:30 p.m.

Chair: Peter J. Dowling, University of Tasmania
Discussant: Donald L. Ferrin, SUNY at Buffalo

Does Institutional Environment Matter? Management Practices Across Four Subsidiaries of a Multinational Company
Leonardo Liberman Yaconi, Stockholm University
Lena Zander, Stockholm School of Economics

Organizational Competitiveness: The Roles of Organization Culture and Human Resource Management in Driving MNC Success
Schon Beechler, Columbia Business School
Sully Taylor, Portland State University
Nakiye A. Boyacigiller, San Jose State University
Orly Levy, University of Wisconsin-Madison

Is Guanxi a Distinctive Concept?
Adam Nguyen, York University
Dean Xu, York University
Yigang Pan, York University

Internal and External Fit of Multicultural Teams within Multinational Corporations
Riki Takeuchi, University of Maryland
Vincent J. Duriau, University of Maryland

Aquí No Se Habla Agencia: An Examination of the Impact of Adverse Selection and Framing in Decision Making: A U.S.-Mexico Comparison
Stephen B. Salter, University of Cincinnati
Luis Felipe Juarez Valdez, Universidad de las Americas
Philip A. Lewis, University of Cincinnati

3.3.6 - Workshop

Knowledge Management through IJVs

Room: Courtroom O  Time: 2:00 p.m. – 3:30 p.m.

Chair: Ronald L. Schill, Brigham Young University
Discussant: Nicholas Athanassiou, Northeastern University

The Dilemma of Centres of Excellence – Contextual Creation of Knowledge Versus Global Transfer of Knowledge
Ulf Holm, Uppsala University
Torben Pedersen, Copenhagen Business School

Knowledge Management Processes: The IJV Context
Iris Berdrow, Bentley College
Henry W. Lane, Northeastern University

More than Two are a Crowd: Different Paths to Effectiveness in Dyadic and Multi-Party Joint Ventures
Esteban Garcia-Canal, Universidad de Oviedo
Ana Valdes-Llaneza, Universidad de Oviedo
Africa Arino, Universidad de Navarra

3.3.7 - Workshop

Foreign Direct Investment

Room: Courtroom Q  Time: 2:00 p.m. – 3:30 p.m.

Chair: Martin Sours, Thunderbird
Discussant: Jonathan P. Doh, American University

Impacts of FDI on Economic Growth: Empirical Evidence from selected APEC Countries
Doren D. Chadee, The University of Auckland
Terry Wu, University of Regina

Foreign Direct Investment in Transitional Economies: The Development of Acquired Subsidiaries
Klaus Uhlenbruck, Texas A&M University

Foreign Investors, Foreign Directors and Corporate Diversification: An Empirical Examination of Large Manufacturing Companies in India
Kannan Ramaswamy, Thunderbird
Mingfang Li, California State University

Organizational Structure in Foreign Markets: The Impact of Ownership and Location Specific Determinants on the Foreign Direct Investment Behavior of Nordic Firms
Jorma Larimo, University of Vaasa

Determinants of FDI Survival: The Case of Korean Manufacturing Firms
Young-Ryeol Park, Yonsei University
Sye-Woong Park, Yonsei University

Coffee Break

Room: West Courtyard  Time: 3:30 p.m. – 4:00 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  Time: 4:00 p.m. – 5:30 p.m.

Chairs:
- John Hongxin Zhao, Saint Louis University
- Shaoming Zou, University of Missouri-Columbia

New Characteristics of FDI in China
- Yadong Lou, University of Hawaii

Revisiting Chinese Outward Direct Investment: Experiences, Characteristics and Trends
- Daniel Van Den Bulcke, University of Antwerp
- Haiyan Zhang, University of Antwerp

State-Owned Enterprises in China: The Impact of Ownership Reform on Performance
- Yigang Pan, York University
- David K. Tse, University of Hong Kong
- Chi Kin Bennett Yim, York University

Sources of Competitive Advantages in Exporting
- David K. Tse, University of Hong Kong

Understanding the Mindset of the Chinese Strategist through Chinese Classics
- Chow Hou Wee, National University of Singapore

3.4.2 - Panel

Opportunities and Risks in Emerging Markets
Room: Courtroom M  Time: 4:00 p.m. – 5:30 p.m.

Chair: Tulin Sener, State University of New York at New Paltz

Panelists:
- Bulent C. Aybar, New Hampshire College
- Mine Cinar, Loyola University Chicago
- Hadi Salavitabar, State University of New York-New Paltz

Discussants:
- Ozgur Berk Kan, State University of New York-New Paltz
- Sumit Kundu, Saint Louis University
- Surinder Tikoo, State University of New York-New Paltz

3.4.3 - Panel

Internet Mediated Learning in International Business
Room: Courtroom N  Time: 4:00 p.m. – 5:30 p.m.

Chairs:
- Catherine Axinn, Ohio University
- Stewart Miller, Michigan State University

Panelists:
- Barry Foltos, Teikyo Post University
- Kenneth Hoadley, University of North Carolina-Chapel Hill
- Arie Lewin, Duke University
- Stewart R. Miller, Michigan State University
- Sharon V. Thach, Tennessee State University

3.4.4 - Competitive

Organizational Learning
Room: Courtroom O  Time: 4:00 p.m. – 5:30 p.m.

Chair: Claude Cellich, International University

Discussant: Cheryl VanDeusen, University of North Florida

Tacitness, Learning and International Expansion in a Knowledge-Intensive Industry
- Xavier Martin, New York University
- Robert Salomon, New York University

The Relationship Effects of Knowledge Transfer in Transitional Economy International Joint Ventures
- David A. Griffith, The University of Oklahoma
- Ali Yavuz Zeybek, Suleyman Demirel University
- Matthew O’Brien, The University of Oklahoma

Are Japanese MNEs Learning Organizations? Short and Long-Term Japanese Buyer Learning in Australian and Thai Manufacturing
- Stephen Nicholas, University of Melbourne
- William R. Purcell, University of New South Wales
- Tasman Smith, Thammasat University
- Rujirutana Mandhachitara, Thammasat University
### 3.4.5 - Workshop

**FDI and Developing Countries**

**Room:** Courtroom Q  **Time:** 4:00 p.m. – 5:30 p.m.

**Chair:** Pervez Ghauri, Groningen University

**Discussant:** Prem Gandhi, SUNY at Plattsburgh

**MNE Affiliation, Technology Transfer, and Exports of Indian Firms**
- N.S. Siddharthan, Delhi University Enclave
- Stanley Nollen, Georgetown University

**Discriminating Industry Contexts and the Mode of Rivalry of Multinational and Local Enterprises in India**
- Pradeep Kanta Ray, University of New South Wales
- Shams Ur-Rahman, University of Western Australia

**On the Treatment of Finance-Specific Factors within the OLI Paradigm**
- Arthur Stonehill, University of Hawaii at Manoa
- Lars Oxelheim, Lund University
- Trond Randoy, Agder University College

**NAFTA and Maquiladoras: A Progress Report**
- John Sargent, University of Texas Pan American
- Linda Matthews, University of Texas Pan American

### 3.4.6 - Workshop

**Internationalization**

**Room:** Salon J  **Time:** 4:00 p.m. – 5:30 p.m.

**Chair:** Duane Kujawa, University of Miami

**Discussant:**
- Pieter Pauwels, Limburgs Universitair Centrum

**Consistency of Entry Mode Choice**
- M. Krishna Erramilli, Nanyang Technological University
- Benjamin Tan, Nanyang Technological University
- Wee Liang Tan, Singapore Management University

**Pace, Rhythm, and Scope: Path Dependencies in Benefitting from Internationalization**
- Freek Vermeulen, London Business School
- Harry G. Barkema, Tilburg University

**Strategic Assets, Interdependence and Technological Change: An Empirical Investigation of Complementarity in Global Pharmaceutical Drug Discovery**
- Walter Kuemmerle, Harvard University
- Stefan Thomke, Harvard University

**Productivity is the Core of Globally Sustainable Competitive Advantage: General Motors Versus Toyota**
- M. Reza Vaghefi, University of North Florida
- Louis A. Woods, University of North Florida

**IPOs and International Strategies: The Influence of Top Management Team and Board Characteristics on New Venture Performance**
- Mason A. Carpenter, University of Wisconsin-Madison
- Timothy G. Pollock, University of Wisconsin-Madison
- Myleen M. Leary, University of Wisconsin-Madison

### 3.4.7 - Workshop

**International Joint Ventures and Networks**

**Room:** Courtroom K-L  **Time:** 4:00 p.m. – 5:30 p.m.

**Chair:** Attila Yaprak, Wayne State University

**Discussant:** Ian Wilkinson, University of Western Sydney

**Process Control and Flexibility in International Manufacturer-Distributor Relationships**
- Anthony S. Roath, Michigan State University

**Relational Contracting as a Governance Mechanism to Encourage Subsidiary Cooperation in Multinational Networks**
- Milorad M. Novicevic, University of Wisconsin at La Crosse
- Michael Harvey, University of Oklahoma

**The Relevance of Range and Embeddedness in the Process of Strategy Development and Implementation Among Multinational Enterprises**
- Anthony Goerzen, The University of Western Ontario

**Partner Nationality, Network Relations, and Venture Survival: The Case of Japanese Cooperative Ventures in North America**
- Soonkyoo Choe, Kookmin University

**Multi-Cultural Leadership Teams and Organizational Identification in International Joint Ventures**
- Jiatao Li, Hong Kong University of Science and Technology
- Katherine Xin, Hong Kong University of Science and Technology
- Madan Pillutla, London Business School
Monday – 5:30 p.m. – 7:00 p.m.

**Poster Sessions with Wine and Cheese**

**Room:** Salon E  **Time:** 5:30 p.m. – 7:00 p.m.

Included are sessions with select members of the AIB Fellows.

### Joint Ventures

- **Agency Hazards and International Joint Venture Portfolios**
  - Jeffrey J. Reuer, INSEAD

- **Partner selection decision in international joint ventures: What do we know?**
  - Elif Sonmez, Michigan State University

- **Organizational Learning and Decision-making in International Joint Ventures: A Contextual Analysis**
  - Yanni Yan, City University of Hong Kong
  - John Child, University of Cambridge

- **The Effect of Ownership Type on Joint Venture: An Empirical Study of Sino-Foreign Joint Ventures**
  - Peter Ping Li, California State University
  - Stanislaus Tung-lung Chang, Long Island University

### Comparative Studies

- **A Comparative Study of Family Decision Making of U.S. and Turkish households by correspondence analysis**
  - Orsay Kucukemiroglu, Penn State University
  - Erdener Kaynak, Penn State University

- **Opening the Black Box of Motivation: A Cross-Cultural Comparison of Sweden and Russia**
  - Carl F. Fey, Stockholm School of Economics

- **Linguistic Aspects of International Brand Names - A Comparison of English and Chinese Brand Names of Fortune 500 Companies**
  - June N. P. Francis, Simon Fraser University
  - Janet Lam, Canadian International Development Agency
  - Jan Walls, Simon Fraser University

### Interorganizational Relationships

- **The Role of Conflict, Conflict Potential, and the Dimensions of Culture in Interorganizational Relationships: A Research Proposal**
  - Zoltan Daroczi, Michigan State University

- **Boundary Spanners, Relational Capital, and the MNC: Do Boundary Spanner Characteristics Affect Relational Capital?**
  - Davina Vora, University of South Carolina

- **A Cross-Cultural Model of Trust, Commitment, and Organizational Effectiveness**
  - Mourad Dakhli, University of South Carolina
  - Arzu Ilsev, University of South Carolina

- **The Effect of Alliance Types on Trust in Cross-Border Inter-Cultural Alliances: Some Exploratory Hypotheses**
  - Chang-Su Kim, Rutgers University

### Issues in Finance

- **Why are the U.S. Banks Ahead?**
  - Robert Grosse, Thunderbird
  - Alan Gart, Nova Southeastern University

- **Assessing the Usefulness of Sec Form 20-F Disclosures Using Return and Volume Metrics: The Case of U.K. Annual Report and Accounts**
  - Kingsley O. Olibe, Middle Tennessee State University
  - William C. Cready, Texas A&M University

- **Direct and Financial Foreign Investment: How do they differ in benefits to developing countries?**
  - Jiawen Yang, The George Washington University

- **Trading Rule Profits in Latin American Currency Spot Rates**
  - Ike Mathur, Southern Illinois University
  - Chun I. Lee, Texas Southern University
  - Kimberly C. Gleason, Bentley College

- **What Have We Learned from the Mexican Financial Turmoil and Asian Currency Crisis?**
  - Manli Zhang, The American University

### Business-Government Relations

- **Firm Strategic Profile and Host vs. Home Government Relationships**
  - Gary S. Insch, Boston University
  - H. Kevin Steensma, Penn State University

- **Government Mandates and Local Partner Participation in Emerging Markets: Policy and Performance Implications for Government and Business Strategies**
  - Jonathan P. Doh, American University
  - Hildy Teegen, The George Washington University

- **MNC-Host Government Relations in Developing Countries: A Modified Bargaining Model**
  - Ravi Ramamurti, Northeastern University

- **Vertical Restraints and Technology Transfer: Competition Policy and EU Enlargement**
  - Jochen Lorentzen, Copenhagen Business School
  - Peter Moellgaard, Copenhagen Business School

### Case Studies in International Business

- **DaimlerChrysler AG: The Making of a New Transnational Corporation**
  - Syed Tariq Anwar, West Texas A&M University

- **Matching Strategy of Multinational Corporations in Emerging Markets: The Case of Volvo Truck Corporation in India**
  - Hans Jansson, Goteborg University

- **The Global Strategies and Strategic Alliances of Toshiba in 1990s**
  - Zuohao Hu, Tsinghua University
  - Hua Song, Renmin University of China
Studies in Culture

Founder Centrality, Vision, Culture, and Performance in Mexican Family Business
  William F. Crittenden, Northeastern University
  Pedro Marquez, ITESM-Mexico City
  Louise M. Kelly, Northeastern University
  Nicholas Athanassiou, Northeastern University

The Relationship Between Arab Values and Work Beliefs: An Exploratory Examination
  Christopher Robertson, Northeastern University
  Jamal Al-Khatib, James Madison University
  Mohammed Al-Habib, King Abdul Aziz University

The Influence of Social Network Referral Activity on Customer Loyalty in an International Context
  R. Bruce Money, University of South Carolina

Measurement and Model Development

Introducing Knowledge Content Measurement into Knowledge Transfer Research
  James Nebus, University of South Carolina

Dynamic Analysis of the SER-M Paradigm Based on the Quadratic Vector Analysis Model
  Qiang Cui, Seoul National University
  Dong Sung Cho, Seoul National University

Studies in Exporting

Export Management Strategy: A Study of Small and Medium Sized Canadian Firms Exporting to the U.S.
  Terry Wu, University of Regina
  Doren Chadee, University Auckland

Selected Company Characteristics and Environmental Turbulence as Antecedents to Export Information Use - An Exploratory Five Country Study
  Hartmut H. Holzmuller, Universitat Dortmund
  Thomas Salzberger, Wirtschaftsuniversitat Wien
  Anne L. Souchon, Aston University
  Adamantios Diamantopoulos, Loughborough University
  Catherine Axinn, Ohio University
  Geoffrey R. Durden, Victoria University of Wellington

The New Economy and the MNC

Electronic Marketing and The Internet: Integrating New Technologies into Existing Exporting Theory
  Gary D. Gregory, University of Wollongong
  Munib Karavdic, University of Wollongong

Emergence of E-Commerce and Choice of Distribution Strategy in Geographical Expansion
  Tailan Chi, University of Illinois at Urbana - Champaign
  Wenyu Dou, St. Cloud State University

A Longitudinal Analysis of the Effects of Information Technology on Firm Performance in a Global Industry
  Peter S. Davis, The University of Memphis
  C. Clay Dibrell, Oregon State University
  Timothy L. Pett, Wichita State University

EDI Diffusion and Business Strategy for Electronic Wholesalers
  Hiroshi Sasaki, St. Andrew's University

The Global Viability of Industrial Distributors
  Susan Mudambi, John Carroll University
  Raj Aggarwal, John Carroll University and Kent State University

Innovation and R&D

Choosing Between Internal and Non-Internal R&D Activities: Some Technological and Economic Factors
  Rajneesh Narula, University of Oslo

Cross-National Knowledge Sourcing and Innovative Performance of Multinational Subsidiaries
  Harsh Mishra, Temple University

Implementing New Product Development Strategies Globally
  Edward F. McDonough III, Northeastern University
  Henry W. Lane, Northeastern University
  Nicholas Athanassiou, Northeastern University
  Gloria J. Barczak, Northeastern University
  Bert Spector, Northeastern University

Models of Capability Development for Knowledge Creation and Mobilization for Innovation
  C. Annique Un, Massachusetts Institute of Technology

Mon. Poster