The 44th Annual Meeting
of the Academy of International Business

Geographies and International Business

Caribe Hilton, San Juan
San Juan, Puerto Rico
June 28-July 1, 2002

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Conference Program

AIB
Academy of International Business

2002 Annual Meeting

Caribe Hilton, San Juan, Puerto Rico
June 28-July 1, 2002

“Geographies and International Business”

Program Chair

Lorraine Eden
Mays Business School, Texas A&M University

Local Arrangements Chair

Arleen Hernández
College of Business Administration, University of Puerto Rico
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Bienvenido a Puerto Rico

On behalf of the AIB Executive Board, I would like to welcome all of you to our 2002 Annual Meeting in San Juan. AIB Vice-President Lorraine Eden has developed an interesting and relevant theme for the meeting, “Geographies and International Business,” and her team has done a fabulous job of assembling an exciting and intellectually challenging program. We owe a large round of “thanks” to everyone who has helped with the process of soliciting and reviewing papers and arranging the meeting.

Puerto Rico, “The Pearl of the Caribbean,” is a wonderful setting for the meeting with everything from historically interesting and beautiful Old San Juan to glorious beaches and dense rain forests. Arlene Hernandez has headed up a major effort at our host school, The University of Puerto Rico, to make sure that we all take full advantage of their Island: the UPR gala dinner Saturday night will be one of the highlights of the meeting. Arlene and her colleagues have put countless hours into solving all of the local arrangement problems necessary to make the meeting a success and she certainly has our appreciation for her efforts.

One of the great advantages of holding our meeting in Puerto Rico is the chance to meet Caribbean and Latin American scholars who might not otherwise be able to attend. In addition, there will be a number of joint sessions with BALAS, a Latin American focused academic organization, which will provide ample opportunity to learn more about regional issues and meet new colleagues interested in the area.

As always, the AIB Annual Meeting provides an opportunity to meet colleagues from all over the world, establish new friendships and develop new research and teaching relationships. The cross-national diversity of attendance in Puerto Rico is strong evidence that AIB is a truly global organization. We all need to make an extra effort to take advantage of that fact and reach out to meet scholars whom we might not otherwise meet.

I look forward to seeing as many of you as possible over the next few days. I know that everyone will enjoy the meeting and take advantage of everything that Puerto Rico has to offer.

Regards,

[Signature]
Welcome to the 2002 Annual Meeting of the Academy of International Business! The AIB 2002 Program Committee has lined up an impressive program for you at the Caribe Hilton in San Juan, Puerto Rico, June 28-July 1, 2002. The theme for this year’s conference is "Geographies and International Business”. I want to tell you a bit about this year’s meetings.

In terms of pre-conference activities, we will hold Doctoral and Junior Faculty Consortiums all day Friday, June 28. Witold Henisz (Wharton) and Joanne Oxley (Michigan) are the two consortia chairs. Lloyd Russow (Philadelphia) has organized a "Meet the Editors” roundtable for the consortium participants, on Friday afternoon, where they will have the opportunity to interact with editors of almost all the major international business journals.

Three ever-popular Poster Sessions will be held this year, Saturday and Sunday (both with lunch) and Monday (with wine & cheese). A new feature this year is Doctoral Consortium Row in the Saturday Poster Session, where PhD students in the Doctoral Consortium will be presenting their papers. We hope this new feature, together with the Placement Services Center, will provide multiple opportunities for AIB faculty and students to interact.

The formal activities of the conference begin Friday at 4:30 with an Opening Plenary, chaired by Paul Latortue (University of Puerto Rico) on "Geography, Trading Blocs and Investment in the Caribbean Space”. The plenary is designed to acquaint AIB members with key international business and public policy issues in the Caribbean and Latin America, as seen from the perspective of distinguished scholars and policy makers. The Presidential Reception, always a popular event, will follow the plenary!

Three other plenary sessions are on the program. Saturday, June 29, opens with the Conference Theme Plenary where we will be discussing interactions between geography and international business, focusing on topics such as clustering, cyberspace and the new Hollywood. Two other special plenary sessions are planned. The Fellows Panel on Sunday, organized by Julian Birkinshaw (London Business School), honors John Stopford (London Business School) and Louis Wells (Harvard) for their long contributions to international business research and teaching. The last plenary, organized by Bernard Yeung (New York University), on Monday, honors Peter Buckley (Leeds) and Mark Casson (Reading) for their classic book, The Future of the Multinational Enterprise.

We will share our meetings this year with two non-AIB groups. The first group is BALAS, the Business Association of Latin American Studies. Joseph Ganitsky (Loyola University New Orleans) has organized three sessions on Latin American business strategies, financial issues, and the Argentine currency crisis. BALAS members will be coming to our conference, and AIB members are encouraged to attend the BALAS sessions. Second, several economic geographers are coming to participate in the meetings and are looking forward to sharing their leading-edge research with AIB members, including Tetsuo Abo (Teikyo University), Maryann Feldman (Johns Hopkins), John Holmes (Queens), Martin Kenney (University of California-Davis) and Sharmistha Bagchi-Sen (State University of New York-Buffalo). I know that you will make both groups welcome and that the cross-fertilization of ideas will create new communities in international business.

Several awards will be given at the meetings. This year, we launch a new award, the AIB Best Paper Award, sponsored by Temple University’s Fox School of Business. Thirteen papers have been nominated by track chairs for this award. These papers are marked with a “Best Paper” icon in the margin of your program. Five of these 13 papers have been nominated for the Haynes Prize, for the best paper written by an author or authors under 40 years of age. Sessions where these papers are being presented are marked with a "Haynes Prize” icon in the margin of your program. The winning papers will be announced at Monday’s Awards and Recognition Luncheon. Other closely watched awards include the Farmer Dissertation Award, the JIBS Decade Award and the AIB Executive-of-the-Year. Other special events at this year’s conference include a reception and meeting of WAIB (Women in the Academy of International Business); the University of Puerto Rico Dinner and Gala; World Cup Soccer; and entertainment by the Puerto Rican National Band on Sunday evening.

I must acknowledge the assistance of the many people who made my job as Program Chair so much easier and rewarding. Given the short time span between annual meetings this year, everything had to be done in half the time. I could not have done it without their help. Many hands make light work! First, a wonderful group of people gave many hours of their time as track chairs: Steve Salter (Cincinnati), Tina Dacin (Queen’s), Stewart Miller (Michigan State), Susan Feinberg (Maryland), Robert Weiner (George Washington University), Yadong Luo (Miami), Mike Wright (Nottingham), Eleanor Westney (MIT), Saeed Samiee (Tulsa), Jing Zhou (Texas A&M), Robert Kudrle (Minnesota), Tom Murtha (Minnesota), and Joseph Ganitsky (Loyola University-New Orleans), the BALAS track chair. Second, I would like to thank all the people who submitted paper and panel proposals in December, who reviewed them in January, and who are on the program in a variety of roles as paper givers, panelists, chairs and discussants. The track chairs sent 343 papers out for blind review, each paper to at least two reviewers; we also reviewed 30 panel proposals. This year, the track chairs nominated “best reviewers” and their names are identified with asterisks in the list of reviewers. Thank-you for your time and efforts on behalf of the Academy of International Business! I would also like to acknowledge my hard-working TAMU Team: Lei Zhao, Shannon Eyre, Natalie Young, Raghu Sethumadhavan, Jun Li, Patsy Hartmangruber and Robert Bartholomei, and the financial and administrative support provided to me by the Texas A&M CIBER and the Department of Management. And, lastly, I worked very closely with the whole AIB Executive Board; in particular, I would like to thank Laurel King in the AIB Office, Arleen Hernández and her team at the University of Puerto Rico, and Bernard Yeung (New York University), last year’s program chair.

Welcome to Puerto Rico and enjoy the conference!

Lorraine Eden
2002 AIB Program Chair
MESSAGE FROM THE GOVERNOR OR PUERTO RICO TO THE 2002 ANNUAL MEETING OF THE ACADEMY OF INTERNATIONAL BUSINESS

I extend my warmest regards to the participants of the Academy of International Business’ 2002 Annual Conference. I hope you will all enjoy the opportunity to share ideas with professionals on how international business continues to bring all of us together. Bienvenidos!

During your stay, you will no doubt sample many of the wonders that our tropical island has to offer: sun-splashed beaches, first-rate accommodations, captivating historic sites and a thriving nightlife. However, you will also address pressing questions that touch the daily livelihood of the people of Puerto Rico.

I am particularly interested in your organization, because we have made economic development the top priority of my Administration. We are implementing far-reaching initiatives to simplify complex regulations, streamline the permit issuance process, rationalize the Tax Code, reduce the price of energy, and generally minimize the costs of doing business in Puerto Rico. I am confident that Puerto Rico will once again take the lead in international business competitiveness.

Our island also has a direct stake in the discussion of the main theme of this year’s Annual Conference: the relationship between geography and economic development. Because of our centric location at the commercial crossroads of the hemisphere, we enjoy one of the most open economies in the world. Our sophisticated manufacturing and transportation industries are second to none, and will flourish even further once we complete construction of the brand-new Port of the Americas, a giant transshipment port on the island’s southern coast. At the same time, our ideal climate and physical setting continue to attract millions of visitors by air and sea.

Thus, our geography is not just a source of spiritual enjoyment and mental relaxation - it is a huge economic blessing that will continue to yield fruit. I have no doubt that the richly rewarding academic discussion at this year’s Annual Conference will shed additional guiding light to international economic policymakers that seek to maximize their competitive advantages.

Once again, welcome to Puerto Rico. Try to explore as much as you can - relax, take in the sights and rhythms, and enjoy the lighter side of our geography and commerce. Let our life-loving people proudly show you why so many call Puerto Rico the Island of Enchantment.

Silas M. Calderón
Gobernadora

P.O. BOX 9020082 SAN JUAN, PUERTO RICO 00902-0082
Letter from the Dean

University of Puerto Rico
Rio Piedras Campus
College of Business Administration

Greetings fellow members of the Academy of International Business:

We are pleased to host the 2002 annual AIB conference on the beautiful island of Puerto Rico. This year’s theme: “Geographies and International Business” seems to fit most appropriately with our esteemed location at The College of Business Administration (CBA) at the University of Puerto Rico, Rio Piedras Campus. Please allow me to share some information with you regarding our University and our Business Degree Program.

The CBA was established in 1926 and is the second largest college in our university system with approximately 3,080 undergraduate students and 402 graduate students. Our Business degree program is organized into seven departments and a graduate school which provides learners with the ability to major in: Accounting, Computer Information Systems, Finance, Human Resource Management, Marketing Management, Operations Management, and Statistics.

At the undergraduate level, the CBA offers a variety of courses in International Business such as Introduction to International Business, International Marketing, International Human Resources, International Finance and Export Documentation. The Graduate School, established in 1970, offers and MBA in Accounting, Finance, Insurance, International Business, Management, Managerial Economics, Marketing, and Qualitative Methods. Additionally, in 1999 the CBA began offering a Ph.D. in Finance and International Business.

To link faculty and graduate students to the community, the CBA operates a Research and Academic Initiatives Center which publishes the biannual journal Forum Empresarial. Also, in collaboration with the MBA program, the CBA offers seminars and workshops as continuing education to private and public sectors in the Caribbean and Latino America.

Through the Center of Education in International Business, founded by the U.S. Department of Education in 1995, the CBA promotes the development of an export-oriented culture in the professional community. The program, with the participation of business leaders, provides International Business training.

Through education, research, and collaboration with the community, the CBA at the University of Puerto Rico is deeply committed to the advancement of international business education and research. This commitment guides our collaborative international business programs and services to individuals in the business community who are interested in engaging in the global economy.

Again fellow AIB members, on behalf of the College of Business Administration at the University of Puerto Rico, welcome to the 2002 AIB meeting in San Juan, Puerto Rico.

Cordially,

PO Box 23332 - UPR Station, San Juan, Puerto Rico 00931
Tel. (787) 764-0000 Ext. 3903, 3906 E-mail: jayala@rrpac.upr.clu.edu
Letter from the Chancellor

Dear Members of the Academy of International Business:

As the largest university in the Caribbean region, the University of Puerto Rico is committed to the growth and dissemination of knowledge in both an international and regional context. The Rio Piedras Campus in particular emphasizes the development of new research strategies and services which would integrate the history, language and culture of our Puerto Rican nationality through the advancement of international business education and participation in the life of our local community.

As part of this mission to enrich and strengthen Puerto Rico’s integration with the Caribbean and Latin American economies, the Rio Piedras Campus has increased its international business programs and academic activities at both the undergraduate and graduate levels. Initiatives include services to the local business community interested in promoting and exploring opportunities for growth in the global economy, as well as the development of projects promoting Puerto Rico as a springboard for Latin American and Caribbean integration into global markets. This is done in what the Carnegie Foundation for the Advancement of Education categorizes as Doctoral-Research University, the only one in Puerto Rico and the Caribbean.

The 2002 Annual Meeting of the Academy of International Business provides a unique opportunity for both the academic and business communities within the Caribbean and Latin America to explore these exciting new developments. Today, we have an opportunity to consolidate our diverse historical, social and economic interests for the progress of all.

Therefore, on behalf of the Rio Piedras Campus of the University of Puerto Rico, I welcome all participants of the 2002 Annual Meeting of the Academy of International Business.

George V. Hillyer, Ph.D.
Chancellor
Federico Sada, president and CEO of Grupo Vitro and member of the board of directors, also serves as chairman of the Mexican Council for Foreign Trade (COMCE), chairman of trustees of the National Museum of History (Chapultepec Castle), chairman of trustees of Parque Ecológico Chipinque, member of the boards of (BANCOMEXT) The National Bank for Foreign Trade, Instituto Tecnológico y de Estudios Superiores de Monterrey (ITESM), Regio Empresas, ALPEK (a subsidiary of Grupo ALFA), University of Texas MD Anderson Cancer Center, and the Institute for Educational Investigation and Improvement. Mr. Sada is also a member of the World Business Council for Sustainable Development based in Geneva, Switzerland, and of the Council of Entrepreneurial Coordination (CCE) in Mexico.

Mr. Sada joined Vitro in 1974. He became planning and finance director of the Glass Containers Division in 1978. In 1985, he was named president of North America Glass Containers, the largest single business of the company. This business included the operations of Glass Containers in Mexico, and the investments of Grupo Vitro in North, Central and South America.

On January 1, 1995 Mr. Sada was named President and Chief Executive Officer of Grupo Vitro.
AIB 2002 Program Committee

Program Chair:
Lorraine Eden, Texas A&M University

Texas A&M Program Assistants:
Robert Bartholomei, Shannon Eyre, Patsy Hartmangruber, Jun Li, Raghu Sethumadhavan,
Natalie Young, Lei Zhao

Track Chairs:
Lorraine Eden, Texas A&M (Geographies & International Business)
Steve Salter, University of Cincinnati (Accounting & Tax)
Tina Dacin, Queen’s University, (Alliances & Networks)
Stewart Miller, Michigan State University (Strategy, Entrepreneurship & New Ventures)
Susan Feinberg, University of Maryland (Economics)
Robert Weiner, George Washington University (Finance)
Yadong Luo, University of Miami (Emerging Markets)
Mike Wright, University of Nottingham (Transition Economies)
Eleanor Westney, MIT (Organizational Theory & Institutional Sociology)
Saeed Samiee, University of Tulsa (Marketing & Supply Chains)
Jing Zhou, Texas A&M University (Organizational Behavior & Human Resource Management)
Robert Kudrle and Tom Murtha, University of Minnesota (Political Economy, History & Law)

Consortium Chairs:
Witold Henisz, University of Pennsylvania (Doctoral Consortium)
Joanne Oxley, University of Michigan (Junior Faculty Consortium)

Placement Services:
Jim McCullough, Washington State University
Patriya Tansuhaj, Washington State University

Farmer Dissertation Award Selection Committee:
Nakiye A. Boyacigiller, San Jose State University
Robert Grosse, Thunderbird
Kiyohiko Ito, University of Hawaii
Bernard Simonin, Tufts University
D. Eleanor Westney, Massachusetts Institute of Technology

Poster Session Chairs:
Jose de la Torre, University of California, Los Angeles
Dong Song Cho, Seoul National University
Syed Tariq Anwar, West Texas A&M University
HOST SCHOOL

AKNOWLEDGEMENTS

UNIVERSITY OF PUERTO RICO

Antonio García Padilla, President
George V. Hillyer, Chancellor
Jorge Ayala, Dean

Organizing Committee
College of Business Administration:

Arleen Hernández, Host School Chair
Maria Amador
Paul R. Latortue
Francisco Montalvo
Myra M. Pérez
Maritza Soto

Collaborators:

Marta Almeyda, Carmen Aponte, Marta Álvarez, Adanilida Avilés, Ramonita Ayala,
Javier Baella, Edna Bartolomei, Evelyn Bosh, Eva Burgos, Magda Carrión, Noemí
Casanova, Hilda Castro, Matgi Castro, Andrew Chan, Mario Córdova, Héctor De Jesús,
Nipsa Díaz, Juan Arturo Díaz, Carmen Espina, Myra Figueroa, Anna L. Flores, Annabelle
Garay, Olga E. González, Paula González, Yvonne Huertas, Kari Jordan, Carlos Lebrón,
Jesús López, Ilia López, Alba Maldonando, Lucy Maldonando, Keysha Maldonando,
Humberto Martínez, Elena Martínez, Francisco Mata, Milagros Miranda, Cándido
O’Farrill, Ana Rivera, Encarnación Rivera, Rosálida Rivera, Juanita Rodríguez, María G.
Rodríguez, Ramonita Rodríguez, Linda Rosario, Héctor Ruíz, Edna I. Sánchez, Odette
Soto, Marilú Torres, José M. Ventura, Carmen Villanueva, Tammy Winner
AIB 2002 Reviewers

There were 263 external reviewers of paper submissions for the AIB 2002 program. Asterisks are placed by the names of the 20 best reviewers, as nominated by the AIB 2002 Track Chairs.

Thanks to everyone who reviewed for the program this year!

** Sanjeev Agarwal, Iowa State University
Juan Alcacer, New York University
Paul Almeida, Georgetown University
Usrula Alvarado, Texas A&M University
Bjorn Ambos, Vienna University of Economics and Business
Lyn Amine, Saint Louis University
Ulf Andersson, Upssala University
Syed Tariq Anwar, West Texas A&M University
Harvey Arbelaez, Monterey Institute of International Studies
** Jean-Luc Arregle, EDHEC School of Management
Maria Arruda, FGV-Sao Paulo
Kazuhiro Asakawa, Keio University
Preet Aulakh, Temple University
James Baker, Kent State University
Kunal Banerti, Florida Atlantic University
Lou Anne Barclay, Maastricht University
William Barnett, Loyola University New Orleans
Zoe Barsness, University of Washington-Tacoma
Bernardo Batiz-Lazo, Open University Business School
Jonathan Batten, Deakin University-Melbourne
Paul Beamish, University of Western Ontario
Schon Beechler, Columbia University
Carrie Belsito-Bugnosen, Texas A&M University
Iris Berdrow, Bentley College
David M. Berg, University of Wisconsin-Milwaukee
Heather Berry, University of Pennsylvania
Allan Bird, University of Missouri-St. Louis
Julian Birkinshaw, London Business School
Jean Bodewyn, Baruch College (CUNY)
Nakiye Boyacigiller, San Jose State University
Mary Yoko Brannen, San Jose State University
** Keith Brouthers, University of East London
Edward Bruning, University of Manitoba
Garry Bruton, Texas Christian University
Trevor Buck, De Montfort University
Peter Buckley, University of Leeds
Jose Campa, IESE Business School
John Cantwell, University of Reading
Kwong Chan, Michigan State University
Shih-Fen Chen, Brandeis University
Tailan Chi, University of Illinois-Urbana-Champaign
Wilbur Chung, New York University
Ed Clarke, Royal Holloway College
Irvine Clarke III, James Madison University
John Clarry, The College of New Jersey
Reid Click, George Washington University
Joseph Cloherty, Tilburg University
Adrienne Colella, Texas A&M University
Jean-Claude Cosset, Université Laval
Adam Cross, Leeds University
Alvaro Cuervo-Cazurra, University of Minnesota
Graeme Currie, University of Nottingham
Kofi Dadzie, Georgia State University
Mourad Dakhli, Georgia State University
Tevfik Dalgic, University of Texas-Dallas
Protiti Dastidar, George Washington University
Andrew Delios, National University of Singapore
Susela Devi, University of Malaya
Kathryn Dewenter, University of Washington
Adamantios Diamantopoulos, University of Loughborough
John Dilyard, St. Francis College
Jonathan Doh, Villanova University
** Lorna Doucet, University of Illinois-Urbana Champaign
Reid Douglas, Queen's University
Sandra Dow, Université du Québec à Montréal
Jianjun Du, University of Houston-Victoria
Lake
Frank DuBois, American University
Haico Ebbers
B. Elango, Illinois State University
Michael Enright, Hong Kong University
Prescott Ensing, HEC
Abdi Esghi, Bentley College
** Steven Farmer, Wichita State University
Manuel Ferreira, University of Utah
Igor Filatotchev, University of Bradford
June Francis, Simon Fraser University
Tony Frost, University of Western Ontario
Jedrzej George Fynas, University of Coventry
Prem Gandhi, Plattsburgh State University
Naomi Gardberg, Rutgers University
Esra Genceturk, Koc University
Eugene Gholz, University of Kentucky
Animesh Ghoshal, Depaul University
Anthony Goerzen, Babson College
Celile Gogus, Texas A&M University
Carolina Gomez, Florida International University
Andreas Grein, Baruch College (CUNY)
David Griffith, University of Hawaii
Robert Grosse, Thunderbird
Nandini Gupta, University of Michigan
James Hagen, Cornell University
Sangphet Hanvanich, Michigan State University
Jerry Harr, University of Miami
Paula Harvesson, Berry College
Anne-Wil Harzing, University of Melbourne
Rumy Hasan, Leeds University
Niron Hashai, Bradford University
Witold Henisz, University of Pennsylvania
Kelley Hewett, Windthrop University
Andreas Hoffjan, University of Muenster
John Holmes, Queen's University
Hartmut Holzmüller, Universitat Dortmund
Michael Hu, Kent State University
Lan-Ying Huang, Nova Southeastern University
Andrew Inkpen, Thunderbird
Gary Insch, Boston University
Subhash Jain, University of Connecticut-Storrs
** Insi Jeeong, Keimyung University
Johny Johansson, Georgetown University
** Julius H. Johnson, University of Missouri-St. Louis
Vikki Jones, EASESP-FGV
Craig Julian, Griffith University
Arturs Kalnins, University of Southern California
Destan Kandemir, Michigan State University
Eugene Kang, Texas A&M University
Constantine Katsikeas, Cardiff University
Jan Katz, Cornell University
** Larry Katzenstein, University of Minnesota
Masod Kavoosi, Howard University
Prento Keat, Global Political Risk
Ben Kedia, University of Memphis
Tunga Kiyak, Michigan State University
Gary Knight, Florida State University
Stephen Kobrin, University of Pennsylvania
** Tatiana Kostova, University of South Carolina
Masaaki Kotabe, Temple University
Walter Kuenmerle, Harvard University
Duane Kujawa, University of Miami
Pooja Kumar, Monash University
AIB 2002 Reviewers

Sumit Kundu, St. Louis University
Chuck Kwok, University of South Carolina
** Tomasz Lenartowicz, University of Texas-Austin
** Stefanie Lenway, University of Minnesota
Donald Lessard, Massachusetts Institute of Technology
Peter Li, California State University-Stanislaus
Jun Li, Texas A&M University
** Tiger Li, Florida International University
Haiyang Li, Texas A&M University
Arvind Mahajan, Texas A&M University
Alfred Marcus, University of Minnesota
** Xavier Martin, New York University
Gerry McNamara, Michigan State University
Klaus Meyer, Copenhagen Business School
Stewart Miller, Michigan State University
Van V. Miller, Texas A&M International University
Maureen Appel Molot, Carleton University
Bruce Money, University of South Carolina
Alan Muller, Erasmus University of Rotterdam
** Matthew Myers, University of Tennessee
Lilach Nachum, Cambridge University
G.M. Naidu, University of Wisconsin-Whitewater
James Nebus, University of South Carolina
Chad Nehrt, Quinpiac College
William Newbury, Rutgers University
Bo Nielsen, Copenhagen Business School
Stanley Nollen, Georgetown University
** Greg Northcraft, University of Illinois–Urbana Champaign
Alek Nowak, Warsaw University
Louis Nzeqwu, University of Wisconsin-Platteville
Aahad Osman-Gani, Nanyang Technological University
Joanne Oxley, University of Michigan
Aysegul Ozsomer, Koc University
Ramona Paetzold, Texas A&M University
Yongsun Paik, Loyola University New Orleans
Namgyoo Park, University of Miami
Peter Pauwels, Maastricht University
Torben Pedersen, Copenhagen Business School
Andre A. Pekerti, University of Auckland
Jaqueline Pels, Universidad Torcuato Di Tella
Mike Peng, Ohio State University
Torben Pederson, University of Copenhagen
Jennie Piesse, Birkbeck College
Raymond Poisson
Thomas Pugel, New York University
Michael Pustay, Texas A&M University
Murli Rajan, University of Scranton
Ravi Ramamurti, Northeastern University
Harri Ramcharran, University of Akron
Subramanian Rangan, INSEAD
Pradeep Rau, George Washington University
Pradeep Kanta Ray, School of International Business
Sabine Reddy, California State University-Long Beach
David Reeb, American University
Scheherazade Rehman, George Washington University
Malika Richards, Drexel University
Christine Ries, Georgia Institute of Technology
Patricia Robinson, Hitotsubashi University
Matthew Robson, Cardiff University
Ilkka Ronkainen, Georgetown University
Donald Ross, University of Western Sydney
Martin Roth, University of Southern California
Carlos Rufin, Babson College
Alan M. Rugman, Indiana University
Jiten Ruparel, Otterbein College
John A. Rushing, Barry University
John Ryans, Kent State University
K.B. Saji, Amritta Institute of Management
Rakesh Sambharya, Rutgers University–Camden
Rachelle Sampson, New York University
Douglas Sanford Jr., Towson University
John Sargent, University of Texas-Pan American
Bodo Schlegelmilch, Wirtschaftsuniversität-Wien
Peter W. Schroth, Rensselaer Polytechnic Institute
Arnold Schuh, Wirtschaftsuniversität-Wien
** Doug Schuler, Rice University
Myles Shaver, University of Minnesota
Michael Sibley, Loyola University New Orleans
Robert Solomon, New York University
Elif Sommez, Michigan State University
Anna Soulby, University of Nottingham
Jennifer Spencer, George Washington University
Olga Suhominova, University of Nottingham
Susela Devi Suppiah, University of Malaya
Jan Svejnar, University of Michigan
Marjan Svetlicic, University of Ljubljana
Stephen Tallman, University of Utah
Vern Terpstra, University of Michigan
Katherine Terrell, University of Michigan
George Tesar, Umea School of Business Administration
Douglas Thomas, University of New Mexico
Steen Thomsen, Copenhagen Business School
Hans Thorelli, Indiana University
Laszlo Tihanyi, University of Oklahoma
Emanuela Todeva, South Bank University
Frost Tony, University of Western Ontario
Omar Toulan, McGill University
Janell Townsend, Michigan State University
Tom L. Trittipo, University of Central Oklahoma
Susan Trussler, University of Scranton
Adrian Tschoegl, University of Delaware
Deniz Ucbasaran, Nottingham University
** Klaus Uhlenbruck, Texas A&M University
C. Anique Un, Cornell University
** Paul Vaaler, Tufts University
Cheryl Van Deussen, University of North Florida
Davina Vora, University of South Carolina
Bindu Vyas, Kings College
A.N.M. Waheeduzzaman, Texas A&M University-Corpus Christi
Ingo Walter, New York University
Peter Walters, Hong Kong Polytechnic University
Steven White, INSEAD
Timothy Wilkinson, University of Akron
Heather Wilson, The University of Auckland
Alvin Wint, University of the West Indies
Bob Wiseman, Michigan State University
Bernard Wolf, York University
Yim-Yu Wong, San Francisco State University
Cliff Wymbs, Baruch University
Jiawen Yang, George Washington University
Attila Yapraf, Wayne State University
Sengun Yeniurut, Michigan State University
Poh-Lin Yeoh, Bentley College
George Yip, London Business School
Feirong Yuan, Texas A&M University
** Srilata Zaheer, University of Minnesota
Shaker Zahra, Georgia State University
Ivo Zander, Stockholm School of Economics
** Ming Zeng, INSEAD
Chun Zhang, Michigan State University
Joe Nan Zhou, Chinese University of Hong Kong

Note: double-asterisks (**) indicate the 20 best reviewers, as nominated by the AIB 2002 Track Chairs
The Global Challenge: Frameworks for International Human Resource Management, 1/E
Evans/Pucik/Barsoux
ISBN 0072397306

International Business: The Challenge of Global Competition, 8/E
Ball/McCulloch/Frantz/Geringer/Minor
ISBN 007248554X

International Marketing, 11/E
Cateora/Graham
ISBN 0072551224

International Business: Competing in the Global Marketplace, 4/E
Hill
ISBN 007255374X

Global Business Today, PostScript 2003, 2/E
Hill
ISBN 0072829400

International Management: Culture, Strategy, and Behavior, 5/E
Hodgetts/Luthans
ISBN 007256430X

Global Marketing: Foreign Entry, Local Marketing, and Global Management, 3/E
Johansson
ISBN 0072471484

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When You Arrive

Please check in with the AIB staff in the San Cristobal Foyer to pick up your name badge and conference materials. The registration desk will be open during the following times:

**Registration**
- **Room:** San Cristobal Foyer
- **Hours:**
  - 8:00A.M. - 8:00P.M. (Fri)
  - 8:00A.M. - 5:00 P.M. (Sat-Mon)

**Placement Center**
- **Room:** Salon del Mar
- **Hours:**
  - 8:00A.M. - 5:00P.M. (Sat-Mon)

**Exhibits**
- **Room:** San Cristobal A
- **Hours:**
  - 4:00P.M. - 6:00P.M. (Fri)
  - 10:00A.M. - 6:00 P.M. (Sat-Mon.)
Hotel Facilities

Business Center:
Located near elevators on 2F of the conference area. 25 cents per black & white copy, $1.25 per transparency. Various services available. Open daily.

Restaurants:
Morton’s Steakhouse
Palmeras Restaurant
Atlantico Bar & Grill
Oasis Refreshment Center

Recreation:
Olas Spa & Health Club, Pool and Beach, Lighted Tennis Courts, and more
Official Time - Atlantic Time Zone; four hours behind GMT. Puerto Rico does not observe Daylight Savings Time.

Business Hours - 8:30 a.m. to 5:00 p.m.

Currency - U.S. dollar. Foreign currency changing facilities are located in tourist areas mostly in San Juan.

Banking - Most banks open from 8:30 a.m. to 2:30 p.m., Monday through Friday. Some banks, however, close later and open on weekdays.

Credit Cards - Major U.S. credit cards and traveler’s cheques are accepted almost everywhere. All major ATM (ATH) electronic banking services are available throughout the island.

Telephones - Direct service to any place in the world. Pay phones are available everywhere. 25 cents for local calls up to 3 minutes. The metropolitan area telephone directory has two volumes: commercial and residential. The commercial volume includes an English-language tourist section (blue section).

Postal Service - U.S. Postal Service. Puerto Rico uses U.S. postage stamps and has the same mail rates.

Electricity - The Island uses standard U.S. electric current; European appliances need an adapter.

Tipping - From 10 to 15%. In tourist areas, some restaurants add a 15% service charge to the bill.

Taxes - 9% government tax applied to hotel stays (11% for hotels with casinos).

Health - Puerto Rico’s hospitals are equipped with the latest medical technology. Medicare and all other stateside hospitalization policies are honored.

Passports / Visas - Puerto Rico is an unincorporated territory of the United States. U.S. citizens do not need passports to visit. Visitors of other nationalities need the usual documents required by the United States.

Customs - There are no customs duties on articles bought in Puerto Rico and taken to the U.S. mainland. The U.S. Department of Agriculture inspects bags of plants forbidden entry into the United States. For more information, contact the U.S. Department of Agriculture at (787) 253-4505.
Greetings from Sunny Puerto Rico!

Your AIB hosts have arranged for you to take advantage of the best that Puerto Rico has to offer during your stay, by preparing a special schedule of optional sight seeing tours and activities, at times specifically designed to suit your schedule.

You should sign up for the tours and activities of your choice. While you will receive no written confirmation, just check in at the AIB Hospitality Desk upon your arrival and you will be given vouchers for each of the tours and activities that you have signed up for.

Following is a schedule of the tours and activities that will be offered, along with a description of each. Each tour does require a minimum to operate and should that minimum not be reached, you may be asked to try to reschedule a particular tour selection when on site. Naturally, any tour cancelled due to lack of minimums, will be fully refunded, unless it has been rescheduled, however, certain reservations are subject to cancellation penalties. See below for cancellation policy.

After you have reviewed the tour descriptions, please fill in the attached tour registration form and return it along with your payment to Travel Services, Inc.

If you are paying by check, please mail a copy of the filled in tour registration form along with your check to TRAVEL SERVICES, INC. / ATTN: AIB 2002/ P.O. BOX 16187 / SAN JUAN, PR 00908 – 6187. We accept checks in US funds drawn on a US bank.

If you are paying by Credit Card, please fill in the following information and fax with front and back copies of your credit card along with your filled in tour registration form to: 787-725-6245.

AMOUNT: _______________________

CREDIT CARD (Visa, MC OR AMERICAN EXPRESS)___________________

CARD NUMBER: ____________________________EXP. DATE ___________

NAME OF CARD HOLDER__________________________________________

SIGNATURE OF CARD HOLDER ____________________________________

Please enclose a legible photocopy of the front and back of the credit card. We cannot process your request without clear copies.

Please note the minimum and maximum numbers listed by each tour description.

Cancellation Penalties: Cancellations received after June 14, 2002 will be subject to full cancellation fee. We reserve the right to cancel a tour if minimums are not met. In this case a full refund will be made. Cancellations must be received in writing via e-mail or fax.

If you have any questions please feel free to email us at: npadilla@destinationpuertorico.com.
TOUR REGISTRATION FORM  
Academy of International Business 2002 Meeting

AIB Attendee’s Name_________________________ Guest Name____________________________

Please check the corresponding tour(s) and return to Travel Services, Inc. along with payment.

<table>
<thead>
<tr>
<th>DAY</th>
<th>TOUR</th>
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<th>RATE</th>
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<th>GUEST</th>
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<td>FRIDAY,</td>
<td>Hewlett Packard Visit</td>
<td>7:30AM-3:30PM</td>
<td>$25.00 pp</td>
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<td>June 28th</td>
<td>Bacardi Tour</td>
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<td>SATURDAY,</td>
<td>All Day Camuy Caverns &amp; Arecibo Observatory</td>
<td>7:30AM-3:30PM</td>
<td>$79.00 pp</td>
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<td>June 29th</td>
<td>Art Museum/City Tour</td>
<td>9:00AM-1:00PM</td>
<td>$39.00 pp</td>
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<td></td>
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<td>All Day Camuy Caverns &amp; Arecibo Observatory</td>
<td>7:30AM-3:30PM</td>
<td>$79.00 pp</td>
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<td>$36.50 pp</td>
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<td>MONDAY,</td>
<td>Deserted Island</td>
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<td>Horseback Riding</td>
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<td>Bio Bay Kayak Adventure</td>
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IT IS IMPORTANT THAT YOU FILL IN THE FOLLOWING CONTACT INFORMATION:

NAME:____________________________________________________________________________

TEL:______________________________________________________________________________ FAX:__________________________________________________________________________

ADDRESS:__________________________________________________________________________

________________________________________________________________________________

EMAIL:___________________________________________________________________________
TOUR DESCRIPTIONS
Academy of International Business 2002 Annual Meeting

Special A I B Tour to Hewlett Packard in Aguadilla
Transportation to the Hewlett Packard in Aguadilla will be available for a visit of one of their biggest facilities in the island. Transportation departs the hotel at 7:45 AM and returns to the hotel at approximately 3:30 PM. This is a special A I B event. Transportation for this activity based on a 40 passenger minimum per vehicle. Maximum capacity is 90 passengers.
Price per person: $25.00

Special A I B Bacardi Tour
Your tour carries you out to the south side of San Juan Harbor, where you will enter the beautifully manicured grounds of the Bacardi Rum Distillery, the world's largest distiller of natural spirits. Upon arrival you will board an open-air tram with a bilingual guide who will take you to the distillery building that houses 20 giant 50,000-gallon tanks. While on the fifth floor, commonly referred to as the "Hall of Rums," one can view the six story tall distillation towers. In addition to viewing the fermentation and bottling processes, visitors are treated to lavish new exhibits that chronicle Bacardi's history, products and innovations in technology. You will then proceed to the open-air pavilion, where you will be treated to complimentary rum drinks. Adjacent to the pavilion is the Rum N' Things gift shop in which one can purchase Bacardi products. The tour lasts approximately 45 minutes and up to 45 persons can be accommodated per tour. The management of Bacardi will arrange for the opportunity to get to know the world wide cover of its distribution network on this special A I B Tour. There is a minimum of 18 passengers and a maximum of 90 passengers.
Price per person: $24.50

Visit to the Camuy Caverns and the Arecibo Ionospheric Observatory
The extensive subterranean cave systems of Rio Camuy Cave Park are reported to be the largest in the Western Hemisphere. The drive is of approximately two hours from the hotel takes you past lush landscape, pineapple farms, jagged eroded limestone cliffs and haystack hills as you near the area of this massive subterranean wonderland.
Your visit to the park begins with a short video as you wait to board the open air trolleys, which twist and turn their way through the road carved out of verdant foliage before reaching the moss lined entrance to the cave. After this ten-minute trolley ride, multilingual cave guides will escort you on foot through the enormous cave, 200 feet high and a half-mile long. A large opening at one end of the cave allows light to filter through part of the cave, creating beautiful photographic opportunities. From this opening you will see one of the many sinkholes carved out by the Camuy River, the world's third largest underground river. As you walk through the interior of the cave, passing stalagmites and stalactites, you will experience the eerie illusion of timeless steps in the earth's creation. The actual tour of the caves takes approximately one hour.
Following your visit to this fascinating underworld a luncheon stop will be made at a Puerto Rican family style restaurant, before continuing to the Observatory. Lunch costs are additional and on your own. Prices range between $15.00 to $22.50.
The Arecibo Ionospheric Observatory is the worlds largest radio telescope, which explores the deep outer space. Astronomers & space scientists from all over the world conduct experiments here. You will be able to visit the visitor center to learn about space and more. Price per person: $79.00

Art Museum/City Tour
You will leave your hotel and head into a part of "new" San Juan where the San Juan Art Museum is located. This major museum opened in the spring of 2000. The exhibits feature masterpieces produced by Puerto Rico's world-class artists over the last 500 years. Puerto Rico's artistic tradition - painting, sculpture, graphics, ceramics, folk art, photography and other contemporary media - is as old as the islands culture or the technology in the case of photography and digital art. Galleries in the West Wing display the Museum's permanent collection and loans of Puerto Rican art from colonial times to the present in changing exhibitions. On the fourth floor over 10,000 square feet of galleries for temporary exhibitions surround the atrium.
Following your morning or afternoon museum visit you will head into old San Juan, driving through newer parts of town like the Condado area, a former key tourism zone, and now kind of like South Beach in Miami before it was renovated, across the "Two Brothers" bridge, past Fort San Gerónimo and on into Old San Juan, one of the most beautiful old cities in the New World. Your first stop is for a short visit to Fort San Cristobal, a mainstay of the San Juan fortifica-
tion system, from which the Spanish successfully defended their city from British and Dutch attacks as well as frequent assaults from various and sundry pirates. Be sure to watch their historical video on the area. Drive along the coast for a panoramic view of El Morro Fort, La Fortaleza, The Institute of Puerto Rican Culture, San Juan Cathedral, San Jose Church and Capilla de Cristo. You’ll see the beautiful 17th century Spanish ironwork on the restored homes and note the blue-black glazed cobblestones that were brought to San Juan as ballast for the Spanish galleons, and were used to line the narrow streets of the Old City. In addition, you will have time to explore some of the many interesting shops, boutiques and art galleries that have made this historic area their home. Price per person: $39.00

El Yunque Rainforest with Nature Walk
El Yunque Rainforest consists of a range of mountains, located about 45 minutes from San Juan. This area receives billions of gallons of rainfall each year and has over 240 varieties of plants and trees. El Yunque boasts a jungle-like atmosphere consisting of giant hardwoods, tropical ferns over 40 feet tall, bamboo groves and miniature orchids. Stops are made at La Coca Falls (a great photo opportunity), and at the natural rock swimming pool, plus a separate step-aboard hiking tour guide will accompany you on a low-impact walk/hike on one of El Yunque’s beautiful trails for an up-close and in-depth rainforest experience. Be sure to wear closed toe shoes, as the trail may be damp. We’ll supply the mineral water for the hike. And as a bonus, you will make a photo stop at beautiful Luquillo Beach, located only a short distance from & on the road to San Juan. Price per Person: $36.50

Deserted Island Catamaran Cruise with lunch
You will leave your hotel in the morning and head out towards the eastern tip of the island. At one of Puerto Rico’s beautiful private marinas you will board a catamaran and set sail for a tranquil uninhabited isle for a day of relaxation and fun. The sail is a leisurely one. It takes approximately 45 minutes. While relaxing aboard, you will have some spectacular views of Palomino and Palominito islands, as well as other small islands, and the Cabezas de San Juan lighthouse. Once the boat has landed on the beach, you can beach comb, collect shells, swim and snorkel in the crystal clear water, which stays at 80 degrees or warmer throughout the year.

While you are exploring along the beach or the underwater world, your captain and mate are preparing your deluxe “build-your-own” sandwich buffet onboard. Following a leisurely lunch your boat will head to a protected area that provides an opportunity for some deeper dive snorkeling for those who wish, others may choose to paddle in the waters off of the bow ladder of the boat, and others may prefer to nap in the shade on board. In the mid afternoon you will head back to the marina on a down-wind run.

Arrangements include beverages, snorkeling equipment, instruction from your crew and round trip transportation from and to your hotel. Please be sure to take along a towel, good sunscreen and a T-shirt to protect you from the tropical sun (in and out of the water). Departure from the hotel is 8:00 AM. Drop-off at the hotel is at 5:00 PM. Price per person: $67.00

Bacardí/City Tour
Your Bacardí portion of the tour carries you out to the south side of San Juan Harbor, and into the town of Cataño. Bacardí is known as the world’s largest distiller of natural spirits. Upon arrival you will board an open-air tram with a bilingual guide who will take you to the distillery building that houses 20 giant 50,000-gallon tanks. While on the fifth floor, commonly referred to as the “Hall of Rums,” one can view the six story tall distillation towers. In addition to viewing the fermentation and bottling processes, visitors will see the exhibits that chronicle Bacardí’s history, products and innovations in technology. You will then proceed to the open-air pavilion, where you will be treated to complimentary rum drinks. Adjacent to the pavilion is the Rum N’ Things gift shop where you can purchase Bacardí Rum as well as many other Bacardí products.

From Bacardí the tour continues through portions of new San Juan and on into the beautiful centuries old city of the original San Juan, actually an island connected by bridges to mainland Puerto Rico. You will drive past Fort San Gerónimo and on into Old San Juan, one of the most beautiful old cities in the New World. Your first stop is for a short visit to Fort San Cristóbal, a mainstay of the San Juan fortification system, from which the Spanish successfully defended their city from British and Dutch attacks as well as frequent assaults from various and sundry pirates. Be sure to watch their historical video on the area. Drive along the coast for a panoramic view of El Morro Fort, La Fortaleza, The Institute of Puerto Rican Culture, San Juan Cathedral, San Jose Church and Capilla de Cristo. You’ll see the beautiful 17th century Spanish ironwork on the restored homes and note the blue-black glazed cobblestones that were brought to San Juan as ballast for the Spanish galleons, and were used to line the narrow streets of the Old City. In addition, armed with our “Shopper’s Map” of Old San Juan, you will have about 30 minutes to explore some of the many interesting shops, boutiques and art galleries that have made this historic area their home. Price per person: $33.00
Horseback Riding
Bilingual guides accompany every group on the trail ride through the lush tropical foothills of the El Yunque Rainforest, along the banks of the Mameyes River, into the very heart of the legendary Puerto Rican countryside. You’ll love the gentle, but spirited, Paso Fino horses featured at Hacienda Carabali, stables for some of San Juan’s wealthiest families. Some have described the Paso Fino, which is not a large breed of horse, as being somewhat like a Tennessee Walker, in that it provides one of the smoothest rides one can imagine.

Beginner, intermediate and advanced riders are welcome. Long pants are recommended. Wear a bathing suit underneath your clothing if you would like to take a dip in the river. After your refreshing plunge, we suggest that you sun dry, or bring a towel along. Incidentally, there are fresh water shrimp in the river pool where one goes swimming, and it is quite a treat when the little miniature baby shrimp nibble at your feet. Totally harmless, but a most unique sensation. There is a minimum of 18 passengers and a maximum of 40 persons. Basic riding instruction is conducted prior to ride.

Note: There is a 250 pound weight limit for anyone wishing to ride. Children under the age of 5 and pregnant women should not plan on participating in this activity. Price per person: $69.00

Bioluminescent Bay Kayak Adventure
Don’t let your day end when the sun goes down. We can offer a relaxing kayak tour where you will see the fascinating lagoon at Las Cabezas de San Juan reserve. Under the blanket of the night sky and the historical lighthouse of Fajardo, you can touch the waters that glow with bioluminescence organisms. The activity will start at sunset in the small fishing village of Las Croabas. The kayaks will be set-up with all needed gear which will include, double kayaks, backrest, paddles with leashes, PFD’s (Lifejackets) and two Captains Kayaks with all needed safety equipment, lights and refreshments. Tour duration is normally 2 hours with 45 minutes of waiver orientation and pre-ride briefing plus time for participants to go to the restroom, for a total of approximately 3 hours. We recommend ordering a light dinner to go from room service of the hotel. Consume it on the way to Las Croabas.

The group will be supplied with the following:
- All needed kayaks (Doubles).
- Backrests, Paddles and leashes.
- Lifejackets (PFD’s).
- Two Lifeguard CPR, First Aid Certified Captains.
- All needed lights and safety equipment.
- The guides provide commentary of the surrounding area and its Flora and Fauna.
- Snacks - Assorted cookies, Snack crackers and cold water; all prepackaged and ready for your enjoyment.

Requirements to Participate:
- No - children under six without adult supervision.
- No - Alcohol or the consumption of alcohol during the tour.
- Combined weight of participants in a kayak is not to exceed 400 pounds.
- Activity is semi-athletic.
- This tour is not suggested for people with fear of the dark.

Please note there is an 18 passenger minimum and a 40 passenger maximum. The moon will be _ full and the light of the moon affects the bioluminescence. Price per person: $83.50

The prices of the tours are special A I B arrangements. After and before the A I B event most of the tours will be available, but at regular prices. Arrangements should be made at the tour desk of the hotel.
<table>
<thead>
<tr>
<th>Time</th>
<th>Friday June 28</th>
<th>Saturday June 29</th>
<th>Sunday June 30</th>
<th>Monday July 1</th>
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<td>10:15</td>
<td>Phase 1: AIB Annual Members Meeting and Awards Banquet 3:00-5:30</td>
<td>Individual Sessions #1 10:30-12:00</td>
<td>AIB 2002 Track Chairs Lunch 12:00-1:30</td>
<td>AIB Awards &amp; Appreciation Banquet 12:00-1:30</td>
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**Overview**

- **Friday June 28**
  - Opening Plenary: Geography, Trading Blocs and Investment in the Caribbean Space 4:30-6:30
  - AIB Presidential Reception 6:30-8:30

- **Saturday June 29**
  - Conference Theme Plenary: Geographies and International Business 8:30-10:00
  - Individual Sessions #4 8:30-10:00
  - Break 10:00-10:30
  - Individual Sessions #1 10:30-12:00
  - Break 10:00-10:30
  - Individual Sessions #5 10:30-12:00
  - Poster Session #1 with Lunch 12:00-1:30 (Includes Doctoral Consortium Row)
  - Poster Session #2 with Lunch 12:00-1:30
  - Poster Session #3 3:30-5:00
  - JIBS Decade Award 3:30-4:30
  - Farmer Dissertation Award 3:30-4:30
  - Entertainment by the Puerto Rico National Band (sponsored by Temple University and Bacardi) 6:15-7:15

- **Sunday June 30**
  - AIB Regional Chairs Bikest 7:30-8:30
  - World Cup Soccer 6:30-9:30
  - Plenary honoring Peter Buckley and Mark Casson 8:30-9:30
  - Individual Sessions #7 10:30-12:00
  - AIB 2002 Track Chairs Lunch 12:00-1:30

- **Monday July 1**
  - AIB Annual Members Meeting (with light refreshments) 7:30-8:30
  - Break 10:00-10:30
  - Break 10:00-10:30
  - Break 10:00-10:30
  - AIB Awards & Appreciation Banquet 12:00-1:30
Overview of the 2002 Annual Meeting

FRIDAY – June 28, 2002

1.1 - FRIDAY – 7:30 A.M.- 4:15 P.M.

1.1.1 - CONSORTIUM
JUNIOR FACULTY CONSORTIUM
Room: Conference 10  Time: FRIDAY - 7:30 A.M.-4:15 P.M.

1.1.2 - CONSORTIUM
DOCTORAL CONSORTIUM
Room: Conference 6-7  Time: FRIDAY - 7:30 A.M.-4:15 P.M.

1.1.3 – CONSORTIUM PANEL
MEET THE EDITORS
Room: Auditorium  Time: FRIDAY - 2:45-4:15 P.M.

1.2 - FRIDAY – 4:00-6:00 P.M.

1.2.1 – SESSION CHAIRS MEETING
SESSION CHAIRS’ INSTRUCTIONS AND DISCUSSION
Room: San Cristobal B  Time: FRIDAY - 4:00-4:20 P.M.

1.2.2 - OPENING PLENARY PANEL
GEOGRAPHY, TRADING BLOCS AND INVESTMENT IN THE CARIBBÉAN SPACE
Room: San Geronimo  Time: FRIDAY - 4:30-6:00 P.M.

1.3 - FRIDAY – 6:30-8:30 P.M.

1.3.1 - OPENING RECEPTION
AIB PRESIDENTIAL RECEPTION
Room: Atlantic Garden  Time: FRIDAY - 6:30-8:30 P.M.

SATURDAY – June 29, 2002

2.1 - SATURDAY - 8:30-10:00 A.M.

2.1.1 - THEME PLENARY PANEL
GEOGRAPHIES AND INTERNATIONAL BUSINESS
Room: San Geronimo  Time: SATURDAY - 8:30-10:00 A.M.

2.2 - SATURDAY - 10:30 A.M.-12:00 P.M.

2.2.1 - COMPETITIVE
THE NEW POLITICAL ECONOMY
Room: San Cristobal B  Time: SATURDAY - 10:30 A.M.-12:00 P.M.

2.2.2 - BALAS WORKSHOP
LATIN AMERICAN BUSINESS STRATEGIES
Room: Tropical A  Time: SATURDAY - 10:30 A.M.-12:00 P.M.

2.2.3 - THEME WORKSHOP
CLUSTERING IN HIGH-TECH SECTORS
Room: San Cristobal D  Time: SATURDAY - 10:30 A.M.-12:00 P.M.

2.2.4 - COMPETITIVE
INTERNATIONAL JOINT VENTURES: CREATION AND EVOLUTION
Room: San Cristobal E  Time: SATURDAY - 10:30 A.M.-12:00 P.M.

2.2.5 - WORKSHOP
TECHNOLOGY, MARKETING AND NETWORKS
Room: Tropical B  Time: SATURDAY - 10:30 A.M.-12:00 P.M.

2.2.6 - PANEL
THE FUTURE OF THE MULTINATIONAL ENTERPRISE
Room: Auditorium  Time: SATURDAY - 10:30 A.M.-12:00 P.M.

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<td>CROSSING CULTURAL DISTANCE: EXPLORING THE CAPACITY FOR WORKING GLOBALLY</td>
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<td>INNOVATION GEOGRAPHIES: NETWORKS, CLUSTERS &amp; GLOBALIZATION</td>
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<td>CORPORATE GOVERNANCE: COMPARATIVE AND CROSS-BORDER PERSPECTIVES</td>
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<td>POLITICAL RISK AND TERRORISM: ASSESSMENT FOR FDI IN THE POST 9/11 ERA</td>
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<td>San Geronimo</td>
<td>UNIVERSITY OF PUERTO RICO DINNER &amp; GALA</td>
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### Overview

**SUNDAY – June 30, 2002**

#### 3.0 - SUNDAY - 6:30-8:30 A.M.

- **3.0.1 – WORLD CUP SOCCER**
  
  **TELEVISION: ENGLAND VS. USA MATCH**
  
  Room: Flamingo A&B  
  Time: SUNDAY - 6:30-8:30 A.M.

- **3.0.2 – AIB CHAPTER CHAIRS BREAKFAST**
  
  Room: Executive Boardroom  
  Time: SUNDAY - 7:30-8:30 A.M.

#### 3.1 - SUNDAY - 8:30-10:00 A.M.

- **3.1.1 - BALAS WORKSHOP**
  
  **LATIN AMERICAN FINANCIAL ISSUES**
  
  Room: San Cristobal B  
  Time: SUNDAY - 8:30-10:00 A.M.

- **3.1.2 - THEME WORKSHOP**
  
  **SMALL IS BEAUTIFUL: COMPETITIVE ADVANTAGE AND SMALL COUNTRIES**
  
  Room: San Cristobal D  
  Time: SUNDAY - 8:30-10:00 A.M.

- **3.1.3 - THEME WORKSHOP**
  
  **INTERNATIONALIZING E-BUSINESS**
  
  Room: Tropical A  
  Time: SUNDAY - 8:30-10:00 A.M.

- **3.1.4 - COMPETITIVE**
  
  **KNOWLEDGE FLOWS AND VALUE CREATION**
  
  Room: Auditorium  
  Time: SUNDAY - 8:30-10:00 A.M.

- **3.1.5 - COMPETITIVE**
  
  **EMERGING MARKETS**
  
  Room: San Cristobal E  
  Time: SUNDAY - 8:30-10:00 A.M.

- **3.1.6 - WORKSHOP**
  
  **INTERNATIONAL MARKETING**
  
  Room: Tropical B  
  Time: SUNDAY - 8:30-10:00 A.M.

- **3.1.7 - PANEL**
  
  **THE ION PROJECT ON INTERNATIONAL ORGANIZING AND MANAGING**
  
  Room: San Cristobal G  
  Time: SUNDAY - 8:30-10:00 A.M.

#### 3.2 - SUNDAY - 10:30 A.M.-12:00 P.M.

- **3.2.1 - THEME PANEL**
  
  **GEOGRAPHY AND SUBSIDIARY EVOLUTION**
  
  Room: San Cristobal B  
  Time: SUNDAY - 10:30 A.M.-12:00 P.M.

- **3.2.2 - COMPETITIVE**
  
  **EXPERIENCE AND KNOWLEDGE TRANSFERS**
  
  Room: San Cristobal D  
  Time: SUNDAY - 10:30 A.M.-12:00 P.M.

- **3.2.3 - WORKSHOP**
  
  **THE INTERNATIONALIZATION PROCESS**
  
  Room: San Cristobal E  
  Time: SUNDAY - 10:30 A.M.-12:00 P.M.

- **3.2.4 - THEME WORKSHOP**
  
  **TRADE, FDI & SMALL COUNTRIES**
  
  Room: San Cristobal G  
  Time: SUNDAY - 10:30 A.M.-12:00 P.M.

- **3.2.5 - WORKSHOP**
  
  **FDI IN SERVICES**
  
  Room: Tropical A  
  Time: SUNDAY - 10:30 A.M.-12:00 P.M.

- **3.2.6 - INTERACTIVE PANEL**
  
  **RESTRUCTURING LARGE, DIVERSIFIED BUSINESS GROUPS**
  
  Room: Auditorium  
  Time: SUNDAY - 10:30 A.M.-12:00 P.M.

- **3.2.7 - WORKSHOP**
  
  **GLOBAL EXPORTING & SOURCING STRATEGY**
  
  Room: Tropical B  
  Time: SUNDAY - 10:30 A.M.-12:00 P.M.

- **3.2.8 - COMPETITIVE**
  
  **EXPATRIATES**
  
  Room: Tropical C  
  Time: SUNDAY - 10:30 A.M.-12:00 P.M.

#### 3.3 - SUNDAY - 12:00-1:30 P.M.

- **3.3.1 - POSTER SESSION**
  
  **POSTER SESSION 2 (WITH LIGHT LUNCH)**
  
  Room: Las Olas  
  Time: SUNDAY - 12:00-1:30 P.M.

#### 3.4 - SUNDAY - 1:30-3:00 P.M.

- **3.4.1 - THEME PANEL**
  
  **LOCATING COMPETITIVE ADVANTAGE: PERSPECTIVES ON GLOBALIZATION FROM THE SLOAN INDUSTRY STUDIES**
  
  Room: Auditorium  
  Time: SUNDAY - 1:30-3:00 P.M.

- **3.4.2 - WORKSHOP**
  
  **ALLIANCE STRATEGIES: THE ROLES OF TRUST, COMMITMENT AND FIT**
  
  Room: San Cristobal B  
  Time: SUNDAY - 1:30-3:00 P.M.
3.4.3 - WORKSHOP
MODES OF ENTRY/INTERNATIONAL ACQUISITIONS
Room: San Cristobal D Time: SUNDAY - 1:30-3:00 P.M.

3.4.4 - WORKSHOP
INTERNATIONAL FINANCE & REGIONAL INTEGRATION
Room: Tropical A Time: SUNDAY - 1:30-3:00 P.M.

3.4.5 - PANEL
CENTRAL AND EASTERN EUROPE: LESSONS FROM THE 1990S
Room: San Cristobal E Time: SUNDAY - 1:30-3:00 P.M.

3.4.6 - WORKSHOP
BUSINESS ENVIRONMENTS & THE MNE
Room: Tropical B Time: SUNDAY - 1:30-3:00 P.M.

3.4.7 - COMPETITIVE
GLOBAL BRANDING CONSIDERATIONS
Room: Tropical C Time: SUNDAY - 1:30-3:00 P.M.

3.4.8 - COMPETITIVE
INTERNATIONAL HRM: CULTURE, CONTINGENCY AND TRANSACTION COST PERSPECTIVES
Room: San Cristobal G Time: SUNDAY - 1:30-3:00 P.M.

3.5 - SUNDAY - 3:30-4:30 P.M.

3.5.1 - JIBS DECADE AWARD
Room: Auditorium Time: SUNDAY - 3:30-4:30 P.M.

3.5.2 - PANEL
FARMER DISSERTATION AWARD
Room: San Cristobal D Time: SUNDAY - 3:30-4:30 P.M.

3.6 - SUNDAY - 4:30-6:00 P.M.

3.6.1 - PLENARY PANEL HONORING JOHN STOPFORD AND LOUIS T. WELLS JR. (SPONSORED BY THE AIB FELLOWS)
STRATEGY AND STRUCTURE IN THE MNE: LOOKING FORWARD, LOOKING BACK
Room: San Geronimo Time: SUNDAY - 4:30-6:00 P.M.

3.7 - SUNDAY - 6:15-7:30 P.M.

3.7.1 – ENTERTAINMENT BY THE PUERTO RICO NATIONAL BAND
Room: Las Olas Time: SUNDAY - 6:15-7:30 P.M.

MONDAY – July 1, 2002

4.0 - MONDAY - 7:30-8:30 A.M.

4.0.1 - AIB ANNUAL MEMBER’S MEETING
ANNUAL MEETING OF AIB MEMBERS (WITH LIGHT REFRESHMENTS)
Room: Auditorium Time: MONDAY - 7:30-8:30 A.M.

4.1 - MONDAY - 8:30-10:00 A.M.

4.1.1 - PLENARY PANEL HONORING PETER J. BUCKLEY AND MARK CASSON
BUCKLEY & CASSON’S THESIS IN THE FUTURE OF THE MULTINATIONAL ENTERPRISE AND BEYOND
Room: San Geronimo Time: MONDAY - 8:30-10:00 A.M.

4.2 - MONDAY - 10:30 A.M.-12:00 P.M.

4.2.1 - THEME PANEL
GEOGRAPHIC STRATEGIES IN KNOWLEDGE INTENSIVE INDUSTRIES
Room: San Cristobal B Time: MONDAY - 10:30 A.M.-12:00 P.M.

4.2.2 - PANEL
INTEGRATING OPTION THINKING INTO INTERNATIONAL BUSINESS THEORIES
Room: Auditorium Time: MONDAY - 10:30 A.M.-12:00 P.M.

4.2.3 - THEME WORKSHOP
LOCATION, LOCATION, LOCATION
Room: San Cristobal D Time: MONDAY - 10:30 A.M.-12:00 P.M.

4.2.4 - WORKSHOP
BUSINESS TRANSFORMATION IN CENTRAL & EASTERN EUROPE
Room: Tropical A Time: MONDAY - 10:30 A.M.-12:00 P.M.

4.2.5 - COMPETITIVE
EXPORT PERFORMANCE
Room: San Cristobal E Time: MONDAY - 10:30 A.M.-12:00 P.M.

4.2.6 - PANEL
NEW DIRECTIONS FOR CROSS-CULTURAL OB/HRM RESEARCH
Room: San Cristobal G Time: MONDAY - 10:30 A.M.-12:00 P.M.

4.2.7 - PANEL ROUNDTABLE
ORGANIZING AND BARGAINING UNDER HOSTILE, ERRATIC AND WEAK GOVERNMENTS
Room: Tropical B Time: MONDAY - 10:30 A.M.-12:00 P.M.
### 4.2.8 - PANEL ROUNDTABLE

**MCGRAW-HILL IRWIN LATIN AMERICAN SCHOLARS**  
Room: Tropical C  
Time: MONDAY 10:30 A.M.-12:00 P.M.

### 4.3 - MONDAY - 12:00-1:30 P.M.

4.3.1 – AIB AWARDS & APPRECIATION BANQUET  
Room: San Geronimo  
Time: MONDAY - 12:00-1:30 P.M.

### 4.4 - MONDAY - 1:30-3:00 P.M.

4.4.1 - BALAS PANEL ROUNDTABLE  
**LESSONS & CONSEQUENCES OF THE CRISIS IN ARGENTINA**  
Room: San Cristobal B  
Time: MONDAY - 1:30-3:00 P.M.

4.4.2 - THEME PANEL  
**KNOWLEDGE AND GEOGRAPHY**  
Room: San Cristobal D  
Time: MONDAY - 1:30-3:00 P.M.

4.4.3 - WORKSHOP  
**INTERNATIONAL JOINT VENTURES: MODE, LOCATION, PERFORMANCE AND CHOICE**  
Room: Tropical A  
Time: MONDAY - 1:30-3:00 P.M.

4.4.4 - PANEL IN MEMORY OF STEPHEN GUIISINGER  
**MULTINATIONALITY, EFFICIENCY & FIRM VALUE**  
Room: San Cristobal E  
Time: MONDAY - 1:30-3:00 P.M.

4.4.5 - THEME WORKSHOP  
**REGIONAL INTEGRATION**  
Room: Tropical B  
Time: MONDAY - 1:30-3:00 P.M.

4.4.6 - PANEL  
**COMPETING IN EMERGING ECONOMIES: GOVERNANCE, ACQUISITION AND ENTREPRENEURIAL STRATEGIES**  
Room: San Cristobal G  
Time: MONDAY - 1:30-3:00 P.M.

4.4.7 - COMPETITIVE  
**ORGANIZATIONAL CHANGE & INFORMATION IN TRANSITION ECONOMIES**  
Room: Tropical C  
Time: MONDAY - 1:30-3:00 P.M.

### 4.5 - MONDAY - 3:30-5:00 P.M.

4.5.1 - THEME PANEL  
**ECONOMIC AND GEOGRAPHIC INTEGRATION IN THE AMERICAS**  
Room: San Cristobal B  
Time: MONDAY - 3:30-5:00 P.M.

4.5.2 - THEME PANEL ROUNDTABLE  
**THE MYTH & REALITY OF GLOBAL E-COMMERCE**  
Room: San Cristobal D  
Time: MONDAY - 3:30-5:00 P.M.

4.5.3 - PANEL  
**LEARNING IN THE INTERNATIONALIZATION PROCESS**  
Room: San Cristobal E  
Time: MONDAY - 3:30-5:00 P.M.

4.5.4 - WORKSHOP  
**BUSINESS TRANSFORMATION IN ASIA**  
Room: Tropical A  
Time: MONDAY - 3:30-5:00 P.M.

4.5.5 - COMPETITIVE  
**THE EXPORTER-IMPORTER RELATIONSHIP**  
Room: San Cristobal G  
Time: MONDAY - 3:30-5:00 P.M.

4.5.6 - COMPETITIVE  
**CROSS-CULTURAL TEAMS**  
Room: Tropical B  
Time: MONDAY - 3:30-5:00 P.M.

4.5.7 - COMPETITIVE  
**GOVERNANCE, HISTORY & INSTITUTIONS**  
Room: Tropical C  
Time: MONDAY - 3:30-5:00 P.M.

### 4.6 - MONDAY - 5:00-6:30 P.M.

4.6.1 - POSTER SESSION  
**POSTER SESSION 3 (WITH WINE AND CHEESE)**  
Room: Las Olas  
Time: MONDAY - 5:00-6:30 P.M.
FRIDAY – June 28, 2002

1.1 - FRIDAY – 7:30 A.M.-4:15 P.M.

1.1.1 - CONSORTIUM

JUNIOR FACULTY CONSORTIUM
(preregistered attendees only)

Room: Conference 10  Time: FRIDAY - 7:30 A.M.-4:15 P.M.

Chair: Joanne E. Oxley, University of Michigan, oxley@umich.edu

Panelists:
Srilata Zaheer, University of Minnesota, szaheer@csom.umn.edu
Tarun Khanna, Harvard Business School, tkhanna@hbs.edu
Sushil Vachani, Boston University, svachani@bu.edu
Susan Feinberg, University of Maryland, Feinberg@glue.umd.edu
John Cantwell, University of Reading, j.a.cantwell@reading.ac.uk

1.1.2 - CONSORTIUM

DOCTORAL CONSORTIUM
(preregistered attendees only)

Room: Conference 6-7  Time: FRIDAY - 7:30 A.M.-4:15 P.M.

Chair: Witold J. Henisz, University of Pennsylvania, henisz@wharton.upenn.edu

Panelists:
José Manuel Campa, IESE Business School, jcampa@iese.edu
Xiao-ping Chen, University of Washington, xpchen@u.washington.edu
Andrew Delios, National University of Singapore, andrew@nus.edu.sg
Xavier Martin, New York University, xmartin@stern.nyu.edu
Rachelle Sampson, New York University, rsampson@stern.nyu.edu

1.1.3 – CONSORTIUM PANEL

MEET THE EDITORS
(Special joint session for Junior Faculty and Doctoral Consortia Registrants Only)

Room: Auditorium  Time: FRIDAY - 2:45-4:15 P.M.

Chair: Lloyd Russow, Philadelphia University, russowl@philau.edu

Panelists:
Arie Lewin, Journal of International Business Studies
Masaaki (Mike) Kotabe, Journal of International Management
Erdener Kaynak, Journal of Teaching in International Business
Pervez Ghauri, International Business Review
Hwy-Chang Moon, Journal of International Business and Economy
Danny G. Van Den Bulcke, International Business Review
John W. Slocum, Journal of World Business

1.2 - FRIDAY - 4:00-6:00 P.M.

1.2.1 – SESSION CHAIRS MEETING

SESSION CHAIRS’ INSTRUCTIONS AND DISCUSSION

Room: San Cristobal B  Time: FRIDAY - 4:00-4:20 P.M.

Chair: Lorraine Eden, Texas A&M University, leden@tamu.edu

1.2.2 - OPENING PLENARY PANEL

GEOGRAPHY, TRADING BLOCS AND INVESTMENT IN THE CARIBBEAN SPACE

Room: San Gerionimo  Time: FRIDAY - 4:30-6:00 P.M.

Chair: Paul Latortue, University of Puerto Rico, Prlatortue@aol.com

Panelists:
Edward (Monty) Graham, Institute for International Economics, EMGraham@IIe.com
Orsalia Kalantzopoulos, World Bank, okalantzopoulos@worldbank.org
Eric Miller, Inter-American Development Bank, ericm@iadb.org
David Lewis, Manchester Trade Ltd., davidlewis@manchestertrade.com
John Stewart, Puerto Rico Industrial Development Company (PRIDICO)
Saturday Program

1.3 - FRIDAY – 6:30-8:30 P.M.

1.3.1 - OPENING RECEPTION

AIB PRESIDENTIAL RECEPTION
Room: Atlantic Garden Time: FRIDAY - 6:30-8:30 P.M.

SATURDAY – June 29, 2002

2.1 - SATURDAY – 8:30-10:00 A.M.

2.1.1 - THEME PLENARY PANEL

GEOGRAPHIES AND INTERNATIONAL BUSINESS
Room: San Geronimo Time: SATURDAY - 8:30-10:00A.M.
Chair: Lorraine Eden, Texas A&M University, leden@tamu.edu

The Interactions between Geography and International Business
John H. Dunning, University of Reading, j.m.turner@reading.ac.uk
Geographies and International Business: A Three Dimensional Approach
Michael Enright, University of Hong Kong, menright@business.hku.hk
A New Map of Hollywood and the World
Allen Scott, UCLA, ajscott@ucla.edu
Safe Harbors are Hard to Find: The Trans-Atlantic Privacy Dispute, Democratic Legitimacy and Global Governance
Steve Kobrin, University of Pennsylvania, kobrins@wharton.upenn.edu

2.2 - SATURDAY - 10:30 A.M.-12:00 P.M.

2.2.1 - COMPETITIVE

THE NEW POLITICAL ECONOMY
Room: San Cristobal B Time: SATURDAY - 10:30 A.M.-12:00 P.M.
Chair: Robert Kudrle, University of Minnesota, bkdurline@hhs.umn.edu
Discussant: Steve Kobrin, University of Pennsylvania, kobrins@wharton.upenn.edu

Subsidiary Research and Development and the Local Environment
Klaus Meyer, Copenhagen Business School, k.m.cees@cbs.dk
Lee Davis, Copenhagen Business School, lda.ivs@cbs.dk

2.2.2 - BALAS WORKSHOP

LATIN AMERICAN BUSINESS STRATEGIES
Room: Tropical A Time: SATURDAY 10:30 A.M.-12:00 P.M.
Chair: Paul Esqueda, IESA, pesqueda@iesa.edu.ve
Discussant: Hildy J. Teegen, George Washington University, teegen@gwu.edu

Large Firms and Business Groups in Latin America
John Sargent, University of Texas Pan American, jsargent@panam.edu
Regional Strategies in Latin American Consumer Markets: Integrators, Specialists and National Champions
Fernando Robles, George Washington University, Roblesf@aol.com
Lessons from Four Successful Latin American Cases of Internationalization
Humberto Serna, Universidad de los Andes-Bogota, hsg@adm.uniandes.edu.co
Harvey Arbeláez, Monterey Institute of International Studies, Harvey.arbelaez@miis.edu

Do Caribbean Export Companies Benefit from their Nation’s Membership in CARICOM?
Lyn Amine, Saint Louis University, aminels@slu.edu
Christina Steck, Saint Louis University, umrslu@aol.com

Sovereignty@Bay? Yes, but Whose? A Case Study of the Proposed EU VAT Policy on Downloadable Products and Services
James Nebus, University of South Carolina, jnebus@sc.rr.com

How Governments Matter to New Industry Creation
Jennifer Spencer, George Washington University, jspencer@gwu.edu
Stefanie A. Lenway, University of Minnesota, slenway@csom.umn.edu
Thomas P. Murtha, University of Minnesota, tmurtha@csom.umn.edu

Determinants of Multimedia, Entertainment and Business Software Copyright Piracy Rates and Losses: A Cross-national Study
Hans van Kranenburg, University of Maastricht, H.vankranenburg@MW.unimaas.nl
A.E. Hogenbirk, University of Maastricht, A.E.Hogenbirk@rn.rabobank.nl
**2.2.3 - THEME WORKSHOP**

**CLUSTERING IN HIGH-TECH SECTORS**

Room: San Cristobal D  
Time: SATURDAY 10:30 A.M.-12:00 P.M.

Chair: John Cantwell, University of Reading,  
j.a.cantwell@reading.ac.uk

Discussant: Michael Enright, University of Hong Kong,  
menright@business.hku.hk

Entrepreneurs and the Formation of Industrial Clusters  
Johanna Francis, Johns Hopkins University  
Maryann Feldman, Johns Hopkins University,  
maryann.Feldman@jhu.edu

++The Effects of Regional Clusters on Knowledge Stocks and Flows: Evidence from the Biotechnology Industry  
Anupama Phene, University of Utah,  
mgtap@business.utah.edu  
Steve Tallman, University of Utah,  
mghtsbt@business.utah.edu

Richard DeMartino, Rochester Institute of Technology,  
rxdbbu@rit.edu  
David McHardy Reid, Rochester Institute of Technology,  
dmrbbu@rit.edu  
Stelios C. Zygiligopoulos, Rochester Institute of Technology,  
sczbbu@rit.edu

On the Crest of a Wave: Evolution of the New Zealand Marine Cluster  
Sylvie Chetty, Massey University,  
s.chetty@massey.ac.nz

**2.2.4 - COMPETITIVE**

**INTERNATIONAL JOINT VENTURES: CREATION AND EVOLUTION**

Room: San Cristobal E  
Time: SATURDAY 10:30 A.M.-12:00 P.M.

Chair: Shih-Fen Chen, Brandeis University,  
shihfen@brandeis.edu

Discussant: Benjamin Gomes-Casseres, Brandeis University,  
bgc@brandeis.edu

The Shadow of the Environment and the Past: The Effect of Embeddedness on the Probability of Inter-firm Partnership Formation  
John Hagedoorn, Maastricht University,  
j.hagedoorn@mw.unimaas.nl

++Influence of CEO Successor Characteristics on the Choice Between Cross-Border Acquisitions and Joint Ventures  
Deepak K. Datta, University of Kansas  
Pol Herrman, Iowa State University, pol@iastate.edu

++Why Do International Joint Ventures Fail? A Strategic Mismatch Explanation  
Bo Nielsen, Copenhagen Business School,  
bnielsen@kgs.dk

The Detail of Drugs: Horizontal Distribution Alliances in the International Pharmaceutical Industry  
Ursula Alvarado, University of Illinois-Urbana Champaign,  
ualvarado@tamu.edu  
Anne Coughlan, Northwestern University

International Technology Alliances and Firm Value Creation: A Knowledge-Based Approach  
Byung H. (Brian) Lee, California State University Fullerton,  
blee@fullerton.edu  
Arvind Parkhe, Indiana University,  
aparkhe@indiana.edu  
Marjorie A. Lyles, Indiana University,  
mlyles@iupui.edu

R&D Activity in Biotech Joint Ventures  
Malika Richards, Drexel University,  
m26@drexel.edu  
Donna M. De Carolis, Drexel University

Whether and When is Social Capital Valuable? A Longitudinal Study of the Global Pharmaceutical Industry  
Beiqing (Emery) Yao, University of Pittsburgh,  
bqyao@katz.pitt.edu  
Dingkun Ge, University of Illinois at Urbana-Champaign,  
dge@uiuc.edu

**2.2.5 - WORKSHOP**

**TECHNOLOGY, MARKETING AND NETWORKS**

Room: Tropical B  
Time: SATURDAY 10:30 A.M.-12:00 P.M.

Chair: Bernard Wolf, York University,  
bwolf@yorku.ca

Discussant: John Clarry, The College of New Jersey,  
clarry@tcnj.edu

The Detail of Drugs: Horizontal Distribution Alliances in the International Pharmaceutical Industry  
Ursula Alvarado, University of Illinois-Urbana Champaign,  
ualvarado@tamu.edu  
Anne Coughlan, Northwestern University

International Technology Alliances and Firm Value Creation: A Knowledge-Based Approach  
Byung H. (Brian) Lee, California State University Fullerton,  
blee@fullerton.edu  
Arvind Parkhe, Indiana University,  
aparkhe@indiana.edu  
Marjorie A. Lyles, Indiana University,  
mlyles@iupui.edu

R&D Activity in Biotech Joint Ventures  
Malika Richards, Drexel University,  
m26@drexel.edu  
Donna M. De Carolis, Drexel University

Whether and When is Social Capital Valuable? A Longitudinal Study of the Global Pharmaceutical Industry  
Beiqing (Emery) Yao, University of Pittsburgh,  
bqyao@katz.pitt.edu  
Dingkun Ge, University of Illinois at Urbana-Champaign,  
dge@uiuc.edu
### 2.2.6 - PANEL

**THE FUTURE OF THE MULTINATIONAL ENTERPRISE**

Room: Auditorium

Chair: Anil Gupta, University of Maryland, agupta@rhsmith.umd.edu

Discussant: Susan Feinberg, University of Maryland, Feinberg@glue.umd.edu

**Emerging Patterns of Knowledge Management in the MNE**

Julian Birkinshaw, London Business School, jbirk@london.edu

**The Multinational Enterprise in the Digital Age**

Anil Gupta, University of Maryland, agupta@rhsmith.umd.edu

**Geography and the Future of Location-Bound Drives of Triad Strategy**

Alan M. Rugman, Indiana University, rugman@indiana.edu

**MNE Legitimacy in a Globalizing World**

Srilata Zaheer, University of Minnesota, szah@csom.umn.edu

### 2.2.7 - PANEL

**CROSSING CULTURAL DISTANCE: EXPLORING THE CAPACITY FOR WORKING GLOBALLY**

Room: San Cristobal G

Chair: Cristina Gibson, University of Southern California, cgibson@marshall.usc.edu

Discussant: Nakiye Boyacigiller, San Jose State University, boyacigiller_n@cob.sjsu.edu

**Exploring a New Construct in Cross-Cultural OB: Cultural Intelligence**

Christopher Earley, Indiana University, pearley@indiana.edu

Clare Francis, Indiana University, francisc@indiana.edu

**Building Bridges, Windows and Cultures: Mediating Mechanisms between Team Heterogeneity and Performance in Multinational Teams**

Mary Maloney, University of Minnesota, mmaloney@csom.umn.edu

Mary Zellmer-Bruhn, University of Minnesota, mzellmer-bruhn@csom.umn.edu

**Mapping the Terrain of the Global Leadership Construct**

Mark Mendenhall, University of Tennessee, mark-mendenhall@utc.edu

Joyce Oslan, University of Portland, osland@up.edu

Global Mind-Set Heterogeneity: A Critical Multinational Team Attribute

Mary Zellmer-Bruhn, University of Minnesota, mzellmer-bruhn@csom.umn.edu

Cristina Gibson, University of Southern California, cgibson@marshall.usc.edu

### 2.2.8 - PANEL

**MEET THE JIBS EDITORIAL TEAM**

Room: Tropical C

Chair: Arie Lewin, Duke University, aylewin@attglobal.net

Panelists:

S. Tamer Cavusgil, Michigan State University, cavusgil@msu.edu

Donald Lessard, Massachusetts Institute of Technology, dlessard@mit.edu

### 2.3 - SATURDAY - 12:00-1:30 P.M.

**POSTER SESSION**

**POSTER SESSION 1 (WITH LIGHT LUNCH)**

Room: Las Olas

Chair: José de la Torre, UCLA, jose.de.la.torre@anderson.ucla.edu

**Location and International Business: Conceptualizing Clusterography**

Michèle Akoorie, University of Waikato, mema@waikato.ac.nz

**Opening the Black Box of Regional Culture: A Cross-section of 54 Regions**

Beugelsdijk Sjoerd, Tilburg University, S.Beugelsdijk@kub.nl

Niels Noorderhaven, Tilburg University, N.G.Noorderhaven@kub.nl

A.B.T. M. van Schaik, Tilburg University, Schaik@kub.nl

**Cartography and International Business**

Peter J. Buckley, University of Leeds, pjbl@lbs.leeds.ac.uk

**The Transformation of Firm Scope with Market Liberalization**

Alvaro Cuervo-Cazurra, University of Minnesota, acuervo@csom.umn.edu

Omar Toulan, McGill University, toulan@management.mcgill.ca

**Industry Competitiveness: The Role of Regional Distance-Sensitive Input Sharing (The Israeli – Arab Case)**

Niron Hashai, Bradford University, n.hashai@bradford.ac.uk
Regional Network Strategies in the Latin American Telecommunications and Energy Sectors
Fernando Robles, George Washington University, roblesf@aol.com

The Global Integration Process of a MNC: A Case of Information System Implementation
Paivi Tossavainen, Nokia, paivi.tossavainen@nokia.com

An Empirical Examination of the Characteristics of the Integration-Responsiveness Pressures
Sunil Venaik, Indian Institute of Management, svenaik@iimahd.ernet.in
David F. Midgley, INSEAD, david.midgley@insead.fr
Timothy M. Devinney, Australian Graduate School of Management, timdev@agsm.edu.au

Country, Firm and Product Level Influences in Standardization
Pradeep A. Rau, George Washington University, prau@gwu.edu
A.N.M. Waheeduzzaman, Texas A & M University-Corpus Christi, waheed@mail.tamucc.edu

Firm Geography, Economic Geography, and the Geography of Performance: The Case of International Joint Ventures
Hemant Merchant, Simon Fraser University, hmerchan@sfu.ca

Spillovers to Foreign Market Participants: Assessing the Impact of Exporting and Export Strategies on Innovative Productivity
Robert Salomon, New York University, rsalomon@stern.nyu.edu

DOCTORAL CONSORTIUM ROW PARTICIPANTS:
Individualism-Collectivism: Its Concept, Antecedents, and Impacts on Human Resource Practice Preferences
Bongsoon Cho (with Kitae Kim and Oh Soo Park), SUNY-Buffalo, bcho@acsu@buffalo.edu

United States Export Public Policy: Support, Coordination, and Control
David B. Kuhleier, Florida State University, dbk9613@garnet.acns.fsu.edu

Manuel F. Ferreira (with Dan Li and Stephen Guisinger), University of Utah, pmtmpf@business.utah.edu

Dynamic Capabilities for Expansion in China: Evidence from the Case of Samsung
Xiyou He, Seoul National University, hexiyou@hotmail.com

The Impact of Electronic Disclosure on Invested Capital: A Case Study of South African Firms
Shirley Hunter, Texas A&M University, shunter@cgsb.tamu.edu

The Effect of Country of Origin Branding on Export Performance
Andrea Insch, Griffith University, A.Insch@mailbox.gu.edu.au

The Impact of Public Policy on the Performance of Multinational Enterprises
Alina Kudina, University of Oxford, alina.kudina@sbs.ox.ac.uk

The Role of Strategic Investors in Polish Companies: Catalysts for Organizational Change or Opportunists?
Dorota Piaskowska (with Martyna Janowicz), Tilburg University, dorota@kub.nl

Entry Mode Choice in the Context of Perceived Uncertainty
Minnie Shroff, University of Vaasa, mish@uwasa.fi

Can Foreign Firms Bond Themselves Effectively by Renting U.S. Securities Laws?
Jordan Siegel, Massachusetts Institute of Technology, jgsiegel@mit.edu

2.4 - SATURDAY - 1:30-3:00 P.M.

2.4.1 - WORKSHOP
NETWORKS: EVOLUTION AND EFFECTS
Room: San Cristobal B Time: SATURDAY - 1:30-3:00 P.M.
Chair: John Daniels, University of Miami, jdaniels@exchange.sba.miami.edu
Discussant: Lorna Wright, York University, lwright@schulich.yorku.ca

The Japanese Keiretsu: Evolution or Stagnation?
Sandra Dow, Université du Québec à Montréal, dow-anvari.sandra@uqam.ca
Jean McGuire, Concordia University

The Impact of the Motives of the Smallest Firm in a Horizontal Alliance on the Firm Performance: A Network Perspective
Eman El Shenaway, Washington State University, eman@schulich.yorku.ca

Regional Learning Networks: Evidence from Japanese MNEs in Thailand and Australia
Stephen Nicholas, University of Melbourne, s.nicholas@ecomfac.unimelb.edu.au
Elizabeth Maitland, University of Melbourne
William Purcell, University of New South Wales

Contracting for Unplanned and Planned Termination Scenarios in International Joint Ventures
Ursula F. Ott, Loughborough University, U.F.Ott@lboro.ac.uk
2.4.2 - COMPETITIVE

GLOBALIZATION OF MULTINATIONALS

Room: San Cristobal D  Time: SATURDAY - 1:30-3:00 P.M.

Chair: Malika Richards, Drexel University, mr26@drexel.edu
Discussant: Frank DuBois, American University, fdubois@american.edu

Transaction Costs, Risk Behavior, and International Entry Mode Choice
Keith D. Brouthers, University of East London, k.d.brouthers@uel.ac.uk
Lance Eliot Brouthers, University of Akron, Lance@uakron.edu
George Nakos, Clayton College and State University, Georgenakos@mail.clayton.edu

Andrew Delios, National University of Singapore, andrew@nus.edu.sg
Shige Makino, Chinese University of Hong Kong, makino@baf.msmail.cuhk.edu.hk

The Globalisation of French Multinationals’ Strategies and Structures: International Dimensions and National Specificity
Monia Mtar, University of Warwick, m.mtar@warwick.ac.uk

2.4.3 - COMPETITIVE

TRADE AND FDI: DRIVING FACTORS

Room: Auditorium  Time: SATURDAY - 1:30-3:00 P.M.

Chair: Katherine Terrell, University of Michigan, terrell@umich.edu
Discussant: Juan Alcacer, New York University, jalcacer@stern.nyu.edu

** ++A Model Formalizing Dunning’s Eclectic Paradigm
Guoqiang Li, National University of Singapore, fbap8755@nus.edu.sg

A Unified Approach to Intra-Industry Trade and Foreign Direct Investment: Further Results
Keith Maskus, University of Colorado-Boulder and the World Bank, kmaskus@worldbank.org
James R. Markusen, University of Colorado-Boulder, james.markusen@colorado.edu

Exporting and Capital Investment: On the Strategic Behavior of Exporters
José Manuel Campa, IESE Business School, jcampa@iese.edu
J. Myles Shaver, University of Minnesota, mshaver@csom.umn.edu

Strategic and Financial Determinants of Foreign Direct Investments
Jongmoo Jay Choi, Temple University, jjchoi@temple.edu
Eric C. Tsai, Temple University, erictsai@temple.edu

2.4.4 - WORKSHOP

INTERNATIONAL FINANCE

Room: Tropical B  Time: SATURDAY - 1:30-3:00 P.M.

Chair: Harvey Arbeláez, Monterey Institute of International Studies, harvey.arbelaez@miis.edu
Discussant: David Reeb, University of Alabama, dreeb@cba.ua.edu

The Asian Crisis and Market Efficiency: A Different Perspective
Raj Aroskar, University of Texas at Arlington, rajaroskar@yahoo.com
Peggy E. Swanson, University of Texas at Arlington, swanson@uta.edu

Closed-End Fund Puzzle Revisited: Comparing Information Content of Country Funds Versus U.S. Funds
Marta Charron, University of Puerto Rico, mzcharron@centennialpr.net

The Role of Psychic Distance in Contagion: A Gravity Model for Contagious Financial Crisis
Lili Zhu, George Washington University, llzhu@gwu.edu
Jiawen Yang, George Washington University, jwyang@gwu.edu

Sector Integration and the Benefits of Global Diversification
Mitchell Ratner, Rider University, Ratner@Rider.Ed
Ricardo P. C. Leal, Federal University of Rio de Janeiro, Rleal@coppead.ufrj.br

2.4.5 - WORKSHOP

EMERGING MARKET FIRMS

Room: Tropical A  Time: SATURDAY - 1:30-3:00 P.M.

Chair: Susan Trussler, University of Scranton, trussler@scranton.edu
Discussant: Adam Cross, Leeds University, arc@labs.leeds.ac.uk

Determinants of Foreign Financing in Emerging Markets
Shannon Mudd, Thunderbird, mudds@t-bird.edu
Robert Grosse, Thunderbird, grosser@t-bird.edu

Hidden Messages in MBA Cases: A Narrative Analysis of Business School Cases Developed in China
Neng Liang, China European International Business School, nliang@ccer.pku.edu.cn
Role of TNCs in the Evolution of a High-Tech Industry in a Developing Economy: The Case of India’s Software Industry
Murali Patibandla, Copenhagen Business School, mp.int@cbs.dk
Bent Petersen, Copenhagen Business School, bp.int@cbs.dk

Country Characteristics and Foreign Capital: FDI into Latin America during the 1990s
Douglas A. Schuler, Rice University, schuler@rice.edu
Stefanie A. Lenway, University of Minnesota, slenway@csom.umn.edu
Scott Baggett, Rice University, baggett@rice.edu

2.4.6 - WORKSHOP
INTERNATIONALIZATION AND MARKET REFORM IN TRANSITION ECONOMIES
Room: Tropical C Time: SATURDAY - 1:30-3:00 P.M.
Chair: Klaus Uhlenbruck, Texas A&M University, kuhlenbruck@cgsb.tamu.edu
Discussant: Tatiana Kostova, University of South Carolina, kostova@sc.edu

Managerial Legacies of Central Planning: An Organizing Framework and Comparative Typology
Wade Danis, Marquette University, wade.danis@marquette.edu

Revisiting the Complex Relationship between Multinational Enterprises and Organizations in Transition Economies through the Logic of the Copenhagen Interpretation
Paula Harvester, Berry College
Clay Dibrell, Oregon State University
Ben Kedia, University of Memphis, bkedia@memphis.edu

Cuba: An Economy in Transit
Elizabeth Robles, University of Puerto Rico, erobles@upracd.upr.clu.edu

Investment Development Path of Small Transition Economies: Conceptual Background and Empirical Evidence
Marjan Svetlicic, University of Ljubljana, marjan.svetlicic@uni-lj.si

Foreign Direct Investment and Market Reform in Central and Eastern Europe: An Empirical Investigation
Robert Grosse, Thunderbird, grosser@t-bird.edu
Len Trevino, University of Southern Mississippi, trevino@cba.usm.edu

2.4.7 - COMPETITIVE
PERSPECTIVES ON MNE RESEARCH: THEORY AND PRACTICE
Room: San Cristobal E Time: SATURDAY - 1:30-3:00 P.M.
Chair: Paul W. Beamish, University of Western Ontario, pbeamish@admin.ivey.uwo.ca
Discussant: D. Eleanor Westney, Massachusetts Institute of Technology, ewestney@mit.edu

The Effect of Strategic and Institutional Forces on Management Style in Subsidiaries of U.S. MNCs in Mexico
Carolina Gómez, Florida International University, gomezc@fiu.edu

Christos Pitelis, University of Cambridge, c.pitelis@jims.cam.ac.uk

Internalization Theory and the Functioning of the Multinational Enterprise
Alain Verbeke, University of Calgary, averbeke@ucalgary.ca
Alan M. Rugman, Indiana University, rugman@indiana.edu

2.4.8 - COMPETITIVE
REGULATION AND STRATEGIC CHOICE
Room: San Cristobal G Time: SATURDAY - 1:30-3:00 P.M.
Chair: Sushil Vachani, Boston University, svachani@bu.edu
Discussant: Louis T. Wells, Jr., Harvard University, lwells@hbs.edu

Tracing the Impact of Supranational Regulation on Corporate Strategy: Towards a Model of Causal Effect with Lessons from the U.S. Steel Industry
Thomas C. Lawton, Imperial College Management School, t.lawton@ic.ac.uk
Steven McGuire, University of Bath, mnssmm@management.bath.ac.uk

MNC Subsidiary Evolution, Host Country Linkages and Inward Investment Policy: Two Tales from the European Periphery
Ana Teresa Tavares, University of Strathclyde and University of Porto, Atavares@fep.up.pt
2.5 - SATURDAY - 3:30-5:00 P.M.

2.5.1 - THEME PANEL

INNOVATION GEOGRAPHIES: NETWORKS, CLUSTERS AND GLOBALIZATION

Room: San Cristobal B  Time: SATURDAY - 3:30-5:00 P.M.

Chair: Sharmistha Bagchi-Sen, State University of New York-Buffalo, geosbs@acsu.buffalo.edu
Discussant: Maryann Feldman, Johns Hopkins University, maryann.feldman@jhu.edu

Universities as Economic Agents: Globalization and Innovation
Helen Lawton Smith, Coventry University, helen.lawtonsmith@geography.oxford.ac.uk

Managing Knowledge Spillovers in Biotechnology: The Role of Geographic Proximity
David Audretsch, Indiana University, daudrets@indiana.edu

The Role of R&D Alliances in Innovation: A Case of the U.S. Biotechnology Industry
Sharmistha Bagchi-Sen, State University of New York - Buffalo, geosbs@acsu.buffalo.edu

Adapting to Strange Environments: Venture Capital in Japan, Korea and Taiwan
Martin Kenney, University of California at Davis, mkenney@ucdavis.edu
Kyonghee Han, University of California at Davis and Yonsei University, khan@ucdavis.edu
Shoko Tanaka, University of California at Davis, stanaka@ucdavis.edu

2.5.2 - COMPETITIVE

FDI AND PERFORMANCE

Room: San Cristobal D  Time: SATURDAY - 3:30-5:00 P.M.

Chair: Adrian Tschoegl, University of Delaware, tschoega@be.udel.edu
Discussant: Walter Kuemmerle, Harvard University, wkuemmerle@hbs.harvard.edu

** + Multinational Conglomerate Diversification and the Interaction between Industrial and International Diversification
Protitii Dastidar, George Washington University, dastidar@gwu.edu

Multinationality, R&D Intensity and Firm Performance: Evidence from U.S. Industrial Firms
Vinod Jain, Bowling Green State University, vjain@cba.bgsu.edu
Sung C. Bae, Bowling Green State University, bae@cba.bgsu.edu

2.5.3 - PANEL ROUNDTABLE

DATA: WHAT’S IN, WHAT’S OUT, WHAT’S HOT, WHAT’S NOT

Room: San Cristobal E  Time: SATURDAY - 3:30-5:00 P.M.

Chair: Edward (Monty) Graham, Institute for International Economics, EMGraham@IIE.com

Panelists:
Raymond Mataloni, U.S. Bureau of Economic Analysis, Raymond.Mataloni@bea.gov
Keith Maskus, the World Bank and the University of Colorado at Boulder, kmaskus@worldbank.org
Andrew Delios, National University of Singapore, andrew@nus.edu.sg
Susan Feinberg, University of Maryland, feinberg@glue.umd.edu
Juan Alcacer, New York University, jalcacer@stern.nyu.edu

2.5.4 - COMPETITIVE

CORPORATE GOVERNANCE: COMPARATIVE AND CROSS-BORDER PERSPECTIVES

Room: Tropical A  Time: SATURDAY - 3:30-5:00 P.M.

Chair: Tatiana Kostova, University of South Carolina, kostova@sc.edu
Discussant: Ravi Ramamurti, Northeastern University, R.RAMAMURTI@neu.edu

Organizational Configuration and Corporate Governance In Southeast Asia: A Framework for Analysis
Frank L. Bartels, Nanyang Technical University, aflbartels@ntu.edu.sg
++Why Do Some Multinational Corporations Relocate their Corporate Headquarters Overseas?
Julian Birkinshaw, London Business School, jbarkinshaw@london.edu
Pontus Braunerhjelm, SNS
Ulf Holm, Uppsala University
Siri Terjesen, London Business School

Liberalization, Corporate Governance and the Performance of Newly Privatized Firms
Jean-Claude Cosset, Laval University, Jean-Claude.Cosset@fas.ulaval.ca
Narjess Boubakri, Laval University, narjess.boubakri@fsa.ulaval.ca
Omrane Guedhami, Laval University, omrane.guedhami@fsa.ulaval.ca

2.5.5 - COMPETITIVE
GLOBAL SOURCING AND CHANNEL ISSUES
Room: Tropical B Time: SATURDAY - 3:30-5:00 P.M.
Chair: Tomas Hult, Michigan State University, hult@msu.edu
Discussant: Constantine Katsikeas, Cardiff University, katsikeas@cardiff.ac.uk
Practices and Performance of Retail Stores in a Developing Economy: Contrasting Two Worlds
Sridhar Balasubramanian, University of North Carolina-Chapel Hill
Tomasz Lenartowicz, University of Texas-Austin, tomasz.lenartowicz@bus.utexas.edu
Performance Implications of Global Sourcing Strategy in Mainland China: An Empirical Study of Foreign-Invested Enterprises from the Triad
Janet Murray, Cleveland State University, j.murray@popmail.csuohio.edu
Masaaki (Mike) Kotabe, Temple University
Joe Nan Zhou, City University of Hong Kong

++An Industry Explanation of Global Account Management
George Yip, London Business School, gvyip@london.edu
David B. Montgomery, Stanford University
Belen Villalonga, Harvard University

2.5.6 - COMPETITIVE
INTERCULTURAL RELATIONSHIPS: ATTRIBUTION, TRUST, CONFLICT AND COOPERATION
Room: Tropical C Time: SATURDAY - 3:30-5:00 P.M.
Chair: Davina Vora, University of South Carolina, voradap2@moore.sc.edu
Discussant: Xiaoping Chen, University of Washington, xpchen@u.washington.edu

A Multilevel Model of Organizational Effectiveness across Cultures
Mourad Dakhli, Georgia State University, iiibmdd@langate.gsu.edu

Cultural Attribution in Intercultural Work Relationships
Donald Ferrin, State University of New York at Buffalo, dferrin@buffalo.edu
Bongsoon Cho, State University of New York at Buffalo, bcho@acsu.buffalo.edu

Collectivist Values and Open-Mindedness for Chinese Employees Trust of their Japanese Leaders
Dean Tjosvold, Lingnan University, tjosvold@ln.edu.hk
May Wong, Lingnan University, wongml@ln.edu.hk
Chuhong Liu, Dong Hua University, teacherlll@sina.com

2.5.7 - PANEL
MULTINATIONAL-GOVERNMENT RELATIONS
Room: San Cristobal G Time: SATURDAY - 3:30-5:00 P.M.
Chair: Sushil Vachani, Boston University, svachani@bu.edu
Discussant: Stefanie A. Lenway, University of Minnesota, slenway@csom.umn.edu
Globalization and the Environment: Regulatory Failure and the Emergence of International Voluntary Environmental Initiatives
Petra Christmann, University of Virginia, Christmannp@Virginia.Edu
Glen Taylor, University of Hawaii-Manoa, Glen@Busadm.Cba.Hawaii.Edu
Exploring the Relationship between National Governments and Multinational Pharmaceutical Firms
Jeffrey Furman, Boston University, Furman@Bu.Edu
Margaret Kyle, Massachusetts Institute of Technology, Mkkyle@Mit.Edu
The Political Spectrum
Witold Henisz, University of Pennsylvania, Henisz@Wharton.upenn.edu
Bennet Zelner, Georgetown University, Zelnerb@Georgetown.edu
A Bargaining Approach to International Governance: Multinational Corporations and the Climate Change Issue
David Levy, University of Massachusetts, David.Levy@Umb.Edu
Non-market Strategies in the Context of Multinational-Government Bargaining
Sushil Vachani, Boston University, Svachani@Bu.Edu
Pankaj Ghemawat, Harvard University, Pghemawat@Hbs.edu
Sunday Program

2.5.8 - PANEL ROUNDTABLE

POLITICAL RISK AND TERRORISM: ASSESSMENT FOR FDI IN THE POST 9/11 ERA

Room: Auditorium  Time: SATURDAY - 3:30-5:00 P.M.

Chair: Llewellyn Howell, University of Hawaii, lhowell@cba.hawaii.edu

Panelists:
- Harvey Arbeláez, Monterey Institute of International Studies, harvey.arbelaez@miis.edu
- Douglas Bond, Harvard University, Doug.Bond@vranet.com
- Terry Hallmark, IHS Energy Group, terry.hallmark@ihsenergy.com
- John Mathis, Thunderbird, mathisj@t-bird.edu
- John O’Connell, Thunderbird, oconnelj@t-bird.edu
- Karim Pakravan, BankOne, karim_pakravan@bankone.com

2.6 - SATURDAY - 5:00-6:00 P.M.

2.6.1 – WOMEN IN THE ACADEMY OF INTERNATIONAL BUSINESS (WAIB) MEETING AND RECEPTION

RECEPTION HOSTED BY THE DEPARTMENT OF MANAGEMENT, TEXAS A&M UNIVERSITY

Room: Las Olas  Time: SATURDAY - 5:00-6:00 P.M.

2.7 - SATURDAY - 6:30-9:30 P.M.

2.7.1 – UNIVERSITY OF PUERTO RICO DINNER AND GALA

AIB GALA DINNER HOSTED BY THE UNIVERSITY OF PUERTO RICO

Room: San Geronimo  Time: SATURDAY - 6:30-9:30 P.M.

3.0 - SUNDAY - 6:30-8:30 A.M.

3.0.1 – WORLD CUP SOCCER

TELEVISED ENGLAND VS. USA MATCH

Room: Flamingo A & B  Time: SUNDAY - 6:30-8:30 A.M.

Coordinator: George Yip, London Business School, gyip@london.edu

3.0.2 – AIB CHAPTER CHAIRS BREAKFAST

Room: Executive Boardroom  Time: SUNDAY - 7:30-8:30 A.M.

3.1 - SUNDAY - 8:30-10:00 A.M.

3.1.1 - BALAS WORKSHOP

LATIN AMERICAN FINANCIAL ISSUES

Room: San Cristobal B  Time: SUNDAY - 8:30-10:00 A.M.

Chair: Jorge L. Urrutia, Loyola University Chicago, jurrut@wpo.it.luc.edu

Discussant: Mitch Ratner, Rider University, ratner@genius.rider.edu

Estimating the Liquidity Effect in Post-reform Chile: Do Inflationary Expectations Matter?
Claudia Halabí, Escuela de Ingenieria Comercial Chile, chalabi@ust.cl
William D. Lastrapes, University of Georgia, last@terry.uga.edu

Time Varying Expected Returns in Latin American Brady Bonds
Franco Parisi, Universidad de Chile, fparisi@negocios.uchile.cl

Explaining the Inward and Outward Internationalization of Emerging Market Firms: A Focus on Mexico
Douglas E. Thomas, University of New Mexico, thomas@mgt.unm.edu
Robert Grosse, Thunderbird, grosser@t-bird.edu

Analysis of the Time Series Properties of ADR Portfolio Returns
Jorge L. Urrutia, Loyola University Chicago, jurrut@wpo.it.luc.edu
Joseph Vu, DePaul University, jvu@condor.depaul.edu
3.1.2 - THEME WORKSHOP
SMALL IS BEAUTIFUL: COMPETITIVE ADVANTAGE AND SMALL COUNTRIES
Room: San Cristobal D  Time: SUNDAY - 8:30-10:00 A.M.
Chair: Douglas van den Berghe, Erasmus University Rotterdam, dberghe@fbk.eur.nl
Discussant: Danny van den Bulcke, University of Antwerp, daniel.vandenbulcke@ua.ac.be

How to Enhance National Competitiveness: A Case Study of Korea
Dong-Sung Cho, Seoul National University, cho@ips.or.kr
Hwy-Chang Moon, Seoul National University, cmoon@snu.ac.kr

Towards a Theory of MNEs from Small Open Economies: Static and Dynamic Perspectives
Niron Hashai, Bradford University, n.hashai@bradford.ac.uk

Internationalisation of Australian Firms: How Much Does Geography Matter?
Tatiana Minchev, Flinders University of South Australia, tmincev@iweb.net.au
Geoff Lewis, University of Virginia, LewisG@darden.virginia.edu

The Competitive Advantage of Small Economies
Alvin Wint, University of the West Indies, alwint@uwimona.edu.jm

3.1.3 - THEME WORKSHOP
INTERNATIONALIZING E-BUSINESS
Room: Tropical A  Time: SUNDAY - 8:30-10:00 A.M.
Chair: Timothy M. Devinney, Australian Graduate School of Management, t.devinney@unsw.edu.au
Discussant: Dan Rosetti, Stetson University, drossetti@stetson.edu

Economics and Geographies of E-Commerce in International Markets
Ilgaz Arikan, Ohio State University, arikan.2@osu.edu

E-Commerce in Russia
Carl Fey, Stockholm School of Economics, Carl.Fey@hhs.se
Rachel Doern, Stockholm School of Economics-St. Petersburg

The Critical Roles of Experience, Proclivity, and Risk in the Likelihood of Internet-Based Purchasing: A Multinational Study
Gary Knight, Florida State University
David B. Kuhlmeier, Florida State University, dbk9613@garnet.acns.fsu.edu

Searching for a Dynamic Theory of E-Commerce Corporations (ECCs): A Re-interpretation of the Eclectic Paradigm
Nitin Singh, Saint Louis University, singhn2@slu.edu
Sumit K. Kundu, Saint Louis University, kundusk@SLU.EDU

Latemover’s Catching-up Under E-business Environment: The Case of Haier in China
Dongkee Rhee, Seoul National University, rheedong@plaza.snu.ac.kr
Xiyou He, Seoul National University, xiyiyou@hotmail.com

3.1.4 - COMPETITIVE
KNOWLEDGE FLOWS AND VALUE CREATION
Room: Auditorium  Time: SUNDAY - 8:30-10:00 A.M.
Chair: Sanjeev Agarwal, Iowa State University, sagarwal@iastate.edu
Discussant: Jean-Luc Arregle, EDHEC School of Management, jean-luc.arregle@edhec.edu

Subsidiaries and Knowledge Networks: The Evolving Influences of the MNC and Host Country on Innovation
Paul Almeida, Georgetown University, almeidap@msb.edu
Anupama Phene, University of Utah, ngtap@business.utah.edu

Determinants of Foreign Market Entry Modes of International Franchisers: A Knowledge-Based Framework
John H. Dunning, University of Reading, j.m.turner@reading.ac.uk
Yong Suhk Pak, Yonsei University
Sam Beldona, Wichita State University, sam.beldona@wichita.edu

Knowledge Flows in Alliances: Crossing Organizational and Geographic Boundaries
Benjamin Gomes-Casseres, Brandeis University, bgc@brandeis.edu
John H. Hagedoorn, University of Maastricht, j.hagedoorn@mw.unimaas.nl
Adam Jaffe, Brandeis University

When Should Firms Leverage Knowledge through Cooperative Entry Modes? Implications of Knowledge Tacitness and Transfer Capacity
Xavier Martin, New York University, xmartin@stern.nyu.edu
Robert Salomon, New York University, rsalomon@stern.nyu.edu
3.1.5 - COMPETITIVE

EMERGING MARKETS

Room: San Cristobal E  Time: SUNDAY - 8:30-10:00 A.M.

Chair: Duane Kujawa, University of Miami, dkujawa@miami.edu
Discussant: Anthony Goerzen, Babson College, agoerzen@babson.edu

Collaboration across Borders: Benefits to Firms in an Emerging Economy
  Rekha Krishnan, Tilburg University, R.Krishnan@kub.nl
  Niels Noorderhaven, Tilburg University, N.G.Noorderhaven@kub.nl

The Price of Democracy: Sovereign Risk Ratings, Bond Spreads and Political Business Cycles in Developing Countries
  Steven Block, Tufts University, steven.block@tufts.edu
  Paul Vaaler, Tufts University, paul.vaaler@tufts.edu

Are Emerging Economies Less Efficient? Comparing Performance Persistence in the U.S. and India
  Aya S. Chacer, London Business School, achacar@london.edu
  Balagopal Vissa, London Business School, bvissa@london.edu

3.1.6 - WORKSHOP

INTERNATIONAL MARKETING

Room: Tropical B  Time: SUNDAY - 8:30-10:00 A.M.

Chair: Preet S. Aulakh, Temple University, apreet@sbm.temple.edu
Discussant: A.N.M. Waheeduzzaman, Texas A&M University-Corpus Christi, waheed@iris.tamucc.edu
Discussant: Gladys M. Torres-Baumgarten, Hofstra University, mktgtb@mail1.hofstra.edu

International Innovation Diffusion and Peripheral Economies: An Empirical Analysis within International Buyer-Supplier Relationships in Iberia
  Celeste Amorim, University of Reading, C.M.D.Amorim@reading.ac.uk

The Relationship-Marketing versus the Product-Differentiation Paradigms: Implications for Strategies of Alliances and Cooperation
  Attila Yaprak, Wayne State University, attila.yaprack@wayne.edu
  Hugh Cannon, Wayne State University
  Irene Mokra, Wayne State University

Global Account Management: A Logical Step in the Globalization of Organizations?
  Marina Dabic, Slavonski Brod-Croatia
  Matthew B. Myers, University of Tennessee-Knoxville
  Michael Harvey, University of Mississippi, mharvey@bus.olemiss.edu

Determinants of the Sales Focus of Foreign Affiliates in the Netherlands: Evidence from a Survey
  Annelies Hogenbirk, Maastricht University, a.hogenbirk@wur.nl

A Three-Nation Study of Children’s Purchasing Behaviour
  Jayantha Wimalasiri, The University of the South Pacific - Fiji, wimalasiri_j@usp.ac.fj

3.1.7 - PANEL

THE ION PROJECT ON INTERNATIONAL ORGANIZING AND MANAGING

Room: San Cristobal G  Time: SUNDAY - 8:30-10:00 A.M.

Chair: Schon Beechler, Columbia Business School, slb7@columbia.edu
Discussant: Srilata Zaheer, University of Minnesota, szaheer@csom.umn.edu

The ION Project on International Organizing and Managing
  Harry Lane, Northeastern University, ha.lane@neu.edu

Understanding the Global Context
  Mary Yoko Brannen, San Jose State University, brannen_m@cob.sjsu.edu

Global Competencies
  Nakiye Boyacigiller, San Jose State University, nakiye@boyacigiller.com

Leading and Teaming
  Julia Gluesing, Wayne State University, gluesing@teamcci.com
  Cristina Gibson, University of Southern California, cgibson@marshall.usc.edu

Managing Strategic Initiatives
  Julian Birkinshaw, London Business School, jbirkinshaw@london.edu
  Tatiana Kostova, University of South Carolina, kostova@usc.edu

Managing in the Developing/Emerging World
  Betty Jane Punnett, University of the West Indies – Cave Hill Campus, eureka@caribsurf.com
3.1.8 - COMPETITIVE

**BARGAINING, RESOURCES AND POLITICAL STRATEGIES**

Room: Tropical C  
Time: SUNDAY - 8:30-10:00 A.M.

Chair: Thomas Brewer, Georgetown University, BREWERT@gunet.georgetown.edu
Discussant: Douglas A. Schuler, Rice University, schuler@rice.edu

*Which Governments Matter for Merger-Reviews: Alternations between Home-Based and Foreign-Based Antitrust Holdup*
Joseph Clougherty, Tilburg University, J.A.Clougherty@kub.nl

*The Bargaining Relationship between MNEs and Governments: Incorporating the Value of Corporate Political Resources*
Eugene Kang, Texas A&M University, ekang@cgsb.tamu.edu

*Why Governments Renege: Insights from Infrastructure Projects in Emerging Economies*
Ravi Ramamurti, Northeastern University, r.ramamurti@neu.edu

*Dynamic Bargaining Success of Multinational Corporations: Does the Theory of the Obsolescing Bargain Obsolesce?*
Chiung-Hui Tseng, Washington State University, ctseng@wsunix.wsu.edu
William Hallagan, Washington State University, hallagan@wsu.edu

3.2 - SUNDAY - 10:30 A.M.-12:00 P.M.

3.2.1 - THEME PANEL

**GEOGRAPHY AND SUBSIDIARY EVOLUTION**

Room: San Cristobal B  
Time: SUNDAY - 10:30A.M.-12:00 P.M.

Chair: Frank DuBois, American University, fdubois@american.edu
Discussant: Martin Kenney, University of California, Davis, mkenney@ucdavis.edu

*An Approach for Management Geography: In the Case of Japanese Hybrid Factories in the Three Major Regions*
Tetsuo Abo, Teikyo University, t-abo@abox8.so-net.ne.jp

*The Determinants of the Strategic Roles of Regional Headquarters and Offices in the Asia-Pacific*
Michael Enright, University of Hong Kong, menright@business.hku.hk

*The Changing Geographies of the North American Automotive Industry after NAFTA*
John Holmes, Queen’s University, holmes@post.queensu.ca

*Testing the Drivers of Subsidiary Evolution: Internal and External Environment Determinants*
Ana Teresa Tavares, University of Porto and University of Reading, atavares@fep.up.pt

3.2.2 - COMPETITIVE

**EXPERIENCE AND KNOWLEDGE TRANSFERS**

Room: San Cristobal D  
Time: SUNDAY - 10:30A.M.-12:00 P.M.

Chair: Pervez Ghauri, University of Manchester, pervez.ghauri@umist.ac.uk
Discussant: Jean Boddewyn, Baruch College (CUNY), jean_boddewyn@baruch.cuny.edu

**++Technology, Experience and Politics: Plant Location Decisions in the Global Semiconductor Industry, 1995-2000**
Witold Henisz, University of Pennsylvania, henisz@wharton.upenn.edu
Jeff Macher, Georgetown University, jtm4@georgetown.edu

**Knowledge Transfer in International Firms**
Deo Sharma, University of Copenhagen, ds.marketing@cbs.dk
Torben Pedersen, University of Copenhagen, tp.int@cbs.dk
Bent Petersen, University of Copenhagen, bp.int@cbs.dk
3.2.3 - WORKSHOP

THE INTERNATIONALIZATION PROCESS
Room: San Cristobal E  Time: SUNDAY - 10:30A.M.-12:00 P.M.
Chair: Hans Thorelli, Indiana University, thorelli@indiana.edu
Discussant: Stewart Miller, Michigan State University and University of Texas-Austin, mille878@pilot.msu.edu

Difficulties in the Internationalization Process: The Liability of Foreignness and the Disadvantage of Foreignness
Alvaro Cuervo-Cazurra, University of Minnesota, acuervo@csom.umn.edu
Mary M. Maloney, University of Minnesota, mmaloney@csom.umn.edu
Shalini Manrakhan, University of Minnesota, smanrakhan@csom.umn.edu

The Dual Nature of Product and Market Processes in the Internationalisation of the High-Tech Born Global Firm
Gary Knight, Florida State University, gknight@cob.fsu.edu
Peter W. Liesch, The University of Queensland, P.Liesch@gsm.uq.edu.au

FDI and Internationalization: Evidence from U.S. Subsidiaries of Foreign Banks
Adrian Tschoegl, University of Delaware, tschoegl@alum.mit.edu

FDI IN SERVICES
Room: Tropical A  Time: SUNDAY - 10:30A.M.-12:00 P.M.
Chair: William Newburry, Rutgers University, newburry@andromeda.rutgers.edu
Discussant: Doug Sanford, Towson University, dsanford@towson.edu

Does the International Product Life Cycle Apply to Services? The Contribution of International Expansion Theories to Research in Trade and Investment in Services
Jonathan Doh, Villanova University, johathan.doh@villanova.edu

Multinationality and Performance: New Evidence from the Service Sector.
Sumit K. Kundu, Saint Louis University, kundusk@slu.edu
Farok J. Contractor, Rutgers University
Chin-Chun Hsu, Saint Louis University

Crossing Geographic Boundaries: An Analysis of Call Center Foreign Direct Investment
Susan Mudambi, Temple University, susan.mudambi@temple.edu
Ram Mudambi, Temple University, rmudambi@sbm.temple.edu

The International Competitiveness of Firms and Countries: Foreign- and British-owned Firms in the London Wholesale Insurance Market
Lilach Nachum, Cambridge University, L.Nachum@cbr.cam.ac.uk

3.2.5 - WORKSHOP

FDI IN SERVICES
Room: Tropical A  Time: SUNDAY - 10:30A.M.-12:00 P.M.
Chair: William Newburry, Rutgers University, newburry@andromeda.rutgers.edu
Discussant: Doug Sanford, Towson University, dsanford@towson.edu

Does the International Product Life Cycle Apply to Services? The Contribution of International Expansion Theories to Research in Trade and Investment in Services
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Crossing Geographic Boundaries: An Analysis of Call Center Foreign Direct Investment
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Ram Mudambi, Temple University, rmudambi@sbm.temple.edu

The International Competitiveness of Firms and Countries: Foreign- and British-owned Firms in the London Wholesale Insurance Market
Lilach Nachum, Cambridge University, L.Nachum@cbr.cam.ac.uk
3.2.6 - INTERACTIVE PANEL

RESTRUCTURING LARGE, DIVERSIFIED BUSINESS GROUPS

Room: Auditorium  Time: SUNDAY - 10:30A.M.-12:00 P.M.

Chair: Robert E. Hoskisson, University of Oklahoma, rhoskiss@ou.edu
Discussant/Overview: Mike Wright, University of Nottingham, mike.wright@nottingham.ac.uk

Governance, Organizational Capabilities and Restructuring in the Transition Economies of Central Eastern Europe
Igor Filatotchev, Birbeck College London, i.filatotchev@mbs.bbk.ac.uk
Mike Wright, University of Nottingham, mike.wright@nottingham.ac.uk
Klaus Uhlenbruck, Texas A&M University, kuhlenbruck@tamu.edu
Laszlo Tihanyi, University of Oklahoma, ltihanyi@ou.edu
Robert E. Hoskisson, University of Oklahoma, rhoskiss@ou.edu

Presenter/Discussant:
William P. Wan, Thunderbird, wanw@t-bird.edu

Restructuring Korean Business Groups: An Evolutionary Perspective
Hicheon Kim, Hanyang University, hkim01@email.hanyang.ac.kr
Robert E. Hoskisson, University of Oklahoma, rhoskiss@ou.edu
Laszlo Tihanyi, University of Oklahoma, ltihanyi@ou.edu

Presenter/Discussant:
Daphne Yiu, University of Oklahoma, dyiu@ou.edu

The Effects of Business Group Affiliation on Asset Restructuring
Robert E. Hoskisson, University of Oklahoma, rhoskiss@ou.edu
Albert A. Cannella Jr., Texas A&M University, acannella@cgsb.tamu.edu
Laszlo Tihanyi, University of Oklahoma, ltihanyi@ou.edu
Rosario Faraci, University of Catania, rosario.faraci@mail.gte.it

Presenter/Discussant:
Richard A. Johnson, University of Missouri-Columbia, Johnson@missouri.edu

Restructuring Strategies of Diversified Business Groups: Differences Associated with Country Institutional Environments
Robert E. Hoskisson, University of Oklahoma, rhoskiss@ou.edu
Richard A. Johnson, University of Missouri-Columbia, Johnson@missouri.edu
Daphne Yiu, University of Oklahoma, dyiu@ou.edu
William P. Wan, Thunderbird, wanw@t-bird.edu

Presenter/Discussant:
Hicheon Kim, Hanyang University, hkim01@email.hanyang.ac.kr

3.2.7 - WORKSHOP

GLOBAL EXPORTING AND SOURCING STRATEGY

Room: Tropical B  Time: SUNDAY - 10:30A.M.-12:00 P.M.

Chair: Attila Yaprak, Wayne State University, attila.yaprak@wayne.edu
Discussant: Lyn Amine, Saint Louis University, aminel@slu.edu

Rethinking the Determinants of Export Marketing Strategy: Empirical Evidence from SMEs
Luis Filipe Lages, Nova University-Lisbon, lflages@fe.unl.pt
David B. Montgomery, Stanford University

Global Sourcing: Fad or Fact?
Michael Mol, Nijmegen University, m.mol@nsm.kun.nl
Rob J. M. van Tulder, Erasmus University
Paul R. Beije, Erasmus University

Supply Chain Management and Modular Strategies: The Case of Automakers in Brazil
Ronaldo Parente, Temple University, ronaldo@parente.com

The Role of Relational Norms in International Channel Relationships
Chun Zhang, Michigan State University, zangch1@msu.edu
S. Tamer Cavusgil, Michigan State University, cavusgil@msu.edu
Anthony S. Roath, University of Oklahoma, asroath@ou.edu
3.2.8 - COMPETITIVE

EXPATRIATES

Room: Tropical C  
Time: SUNDAY - 10:30 A.M.-12:00 P.M.

Chair: Maritza Soto, University of Puerto Rico,  
msoto@tldt.net

Discussants:
Marguerite Schneider, New Jersey Institute of Technology, msschneid@adm.njit.edu
Michele Akoorie, University of Waikato,  
mema@waikato.ac.nz

The Adjustment of American Expatriate Spouses in Germany: A Qualitative and Quantitative Analysis
Alexander Mohr, Bradford University,  
a.t.mohr@bradford.ac.uk
Simone Klein, University of Erlangen-Nuernberg

Expatriates vs. Host Country Nationals: Which Groups of Employees Do Multinationals Utilize?
Riki Takeuchi, University of Maryland,  
rtakeuch@rhsmith.umd.edu

Expatriate Women’s Success: Evidence from the German Experience
Sully Taylor, Portland State University,  
sullyt@sba.pdx.edu
Nancy K. Napier, Boise State University

3.3. - SUNDAY - 12:00-1:30 P.M.

3.3.1 - SESSION

POSTER SESSION 2 (WITH LIGHT LUNCH)

Room: Las Olas  
Time: SUNDAY - 12:00-1:30 P.M.

Chair: Dong-Sung Cho, Seoul National University,  
cho@ips.or.kr

Contextual Influences on Newcomer Information Seeking and Socialization Outcomes: A study in Singapore
N. Rao Kowtha, National University of Singapore,  
kowtha@nus.edu.sg

Intellectual Property Protection and the Formation of International Technology Alliances
Christopher Baughn, Boise State University,  
cbaughn@boisestate.edu
Johannes G. Denekamp, Indiana University,  
jdenekam@indiana.edu
Richard N. Osborn, Wayne State University

When Does Location Matter? Accounting for Location Savings in MNE’s
John Clarry, The College of New Jersey,  
clarry@tcnj.edu
Margaretha C. Haeussler, Haeussler Analytics LLC,  
mhaeussler@hanalytics.com

Private Infrastructure Investment in Emerging Economies: Comparing the Latin American and Asian Experience
Jonathan Doh, Villanova University,  
jonathan.doh@villanova.edu
Hildy J. Teegen, George Washington University,  
teegen@gwu.edu

Glenn Hoetker, University of Illinois at Urbana-Champaign,  
ghoetker@uiuc.edu

Gaining International Competitiveness for Firms from Emerging Economies
Roger Kashlak, Loyola College in Maryland,  
rkashlak@loyola.edu
Doren Chadee, University of Auckland,  
dchadee@auckland.ac.nz

Internationalization Process of Small and Medium-sized Enterprises: Towards a Hybrid Framework of Experiential Learning and Planning
Dalgic Tevfik, University of Texas at Dallas,  
tdalgc@utdallas.edu
Dan Li, University of Texas at Dallas,  
lydiali@utdallas.edu
Lei Li, University of Texas at Dallas,  
llilei@utdallas.edu

Liang Neng, Peking University,  
liangneng@ceibs.edu

Retail Service Quality: The Case of Multicultural Malaysia
Terri Lituchy, Cal Poly State University,  
terrilituchy@yahoo.com
Md Zabid Abdul Rashid, Universiti Putra Malaysia,  
mzar@mgsm.upm.edu.my

Tax Structures and FDI: The Deterrent Effects of Complexity and Uncertainty
Shannon Mudd, Thunderbird, AGSIM,  
mudds@t-bird.edu
Kelly Edmiston, Georgia State University,  
edmiston@gsu.edu
Valev Neven, Georgia State University,  
valev@t-bird.edu

An Empirical Analysis of the Relationship Between Multinationality and Performance: A New Internationalization Cycle Theory
Scott Newbert, Rutgers University,  
snewbert@hotmail.com
Farok J. Contractor, Rutgers University,  
farok@andromeda.rutgers.edu
Sunday Program

Filippaios Fragkiskos, Athens University of Economics and Business, frafil@aueb.gr
Robert Pearce, University of Reading
Marina Papanastassiou, Athens University of Economics and Business, marinap@aueb.gr

Cross-country Variation in Productivity: The Impact of Geographic Diversification on U.S. Foreign Direct Investment
Harri Ramcharran, University of Akron, ramchar@uakron.edu

Export Promotion Organization Emergence and Development in Istanbul’s Clothing Cluster: The Importance of the Social-Cultural Environment
Liesl Riddle, George Washington University, lriddle@gwu.edu

Technology Sourcing Through Acquisitions: Evidence from the U.S. Drug Industry
Karen Ruckman, Concordia University, kruckman@mjsb.concordia.ca

The Industrious Tailors of International Investment and Transnational Corporations: An In-depth Assessment of the World Investment Reports
Tagi Sagafi-nejad, Loyola College in Maryland, sagafinejad@loyola.edu

Examining the Role of Culture and Acculturation in Information Sharing
Steven Salter, University of Cincinnati, saltersb@email.uc.edu
Axel K-D. Schulz, University of Melbourne, axels@unimelb.edu.au

Actor-Network Theory as a Theoretical Lens and Research Strategy for Investigating Firm Internationalisation
John Steen, University of Tasmania, John.Steen@utas.edu.au
Peter W. Liesch, University of Queensland, P.Liesch@gsm.uq.edu.au
Peter J. Dowling, University of Tasmania, Peter.Dowling@utas.edu.au

The Influence of Organizational Learning on Strategic Flexibility for Managing Economic Crisis
Patriya Tansuhaj, Washington State University, tansuhaj@wsu.edu
Supara Kapasuwan, Washington State University, supara@mail.wsu.edu

The Effectiveness of Objective Knowledge Acquisition in Promoting Exports
Timothy Wilkinson, University of Akron, twilkin@uakron.edu
Lance Eliot Brouthers, University of Akron, lance@uakron.edu
Keith D. Brouthers, University of East London, k.d.brouthers@uel.ac.uk

Urbanization, Globalization, and National Economic Integration: The Case of China
Jiawen Yang, George Washington University, jwyang@gwu.edu

Failure in International Joint Ventures and Cross-Border Mergers and Acquisitions: The Institutional Perspective
Chiung-Hui Tseng, Washington State University, ctseng@wsunix.wsu.edu
Patriya Tansuhaj, Washington State University, tansuhaj@wsu.edu

Vodafone vs. NTT DoCoMo: Internationalization Issues and Global Strategies
Syed Tariq Anwar, West Texas A&M University, sanwar@mail.wtamu.edu

Role of the State and the Changing Value Dynamics: Lessons from the Electricity Industry in Brazil, China, and India
Carlos Rufin, Babson College, crufin@babson.edu
U. Srinivasa Rangan, Babson College, rangan@babson.edu
Rajesh Kumar, The Aarhus School of Business, rku@asb.dk
3.4 - SUNDAY - 1:30-3:00 P.M.

3.4.1 - THEME PANEL

LOCATING COMPETITIVE ADVANTAGE: PERSPECTIVES ON GLOBALIZATION FROM THE SLOAN INDUSTRY STUDIES

Room: Auditorium Time: SUNDAY - 1:30-3:00 P.M.
Chair: Stefanie A. Lenway, University of Minnesota, slenway@csom.umn.edu
Discussant: Gail Pesyna, The Alfred P. Sloan Foundation, pesyna@sloan.org

Locating Competitive Advantage: Perspectives on Globalization from the Sloan Industry Studies - A Conceptual Overview
Martin Kenney, University of California-Davis and Berkeley Roundtable on the International Economy, mfkenney@ucdavis.edu

Leveraging Location: Hard Disk Drive Producers in International Competition
David McKendrick, University of California-San Diego, dmckendrick@ucsd.edu

Global Technology Generations and the New Geography of Innovation
Thomas Murtha, University of Minnesota, tmurtha@csom.umn.edu

The Organizational and Geographic Configuration of the Personal Computer Value Chain
Gary Fields, University of California Berkeley, gfields@uclink4.berkeley.edu

3.4.2 - WORKSHOP

ALLIANCE STRATEGIES: THE ROLES OF TRUST, COMMITMENT AND FIT

Room: San Cristobal B Time: SUNDAY - 1:30-3:00 P.M.
Chair: Jean-Luc Arregle, EDHEC School of Management, jean-luc.arregle@edhec.edu
Discussant: Rakesh Sambharya, Rutgers University, sambhary@crab.rutgers.edu

Interpartner Fit and its Performance Implications: A Four-Case Study of U.S.-China Joint Ventures
Jason Duan, Midwestern State University, duanj@nexus.mwsu.edu
Aimin Yan, Boston University, aimin@bu.edu

Inter-firm R&D Partnering in Biotechnology: What Matters Most - Experience or Trust?
John Hagedoorn, Maastricht University, j.hagedoorn@mw.unimaas.nl
Nadine Roijakkers, Maastricht University, n.roijakkers@mw.unimaas.nl
Hans van Kranenburg, Maastricht University, h.vankranenburg@mw.unimaas.nl

The Role of Trust in Inter-Organizational Learning in Joint Ventures
Martyna Janowicz, Tilburg University, M.Janowicz@kub.nl
Niels Noorderhaven, Tilburg University, N.G.Noorderhaven@kub.nl

Developing Strategic Alliance Relationships in China: Commitment to Quality and Cooperative Interdependence
Pengzhu Zhang, Xian Jiaotong University
Dean Tjosvold, Lingnan University, tjosvold@ln.edu.hk
Alfred Wong, Lingnan University

3.4.3 - WORKSHOP

MODES OF ENTRY/INTERNATIONAL ACQUISITIONS

Room: San Cristobal D Time: SUNDAY - 1:30-3:00 P.M.
Chair: Tevfik Dalgic, University of Texas – Dallas, tdalgic@utdallas.edu
Discussant: Rian Drogendijk, Tilburg University, h.j.drogendijk@kub.nl

An Exploratory Study of Entry Barriers and their Influence on the Entry Mode Choice of Overseas Entrants
B. Elango, Illinois State University, elango@ilstu.edu

Patterns of Entry, Post-Entry Growth and Survival: A Comparison Between Domestic and Foreign Owned Firms
José Mata, University Nova of Lisbon, jmata@fe.unl.pt
Pedro Portugal, Banco de Portugal and NOVA

Contingent Payouts in International Acquisitions
Jeffrey Reuer, Ohio State University, reuerj@cob.ohio-state.edu
Oded Shenkar, Ohio State University, shenkar_1@cob.osu.edu
Roberto Raguzzino, Ohio State University, raguzzino.1@osu.edu

Organizational Size and Choice of Ownership in Foreign Markets: A Meta-Analysis of the Effect of Organizational Size on Ownership Choice in FDI
Taewon Suh, Saint Louis University, suht@slu.edu
3.4.4 - WORKSHOP

INTERNATIONAL FINANCE AND REGIONAL INTEGRATION

Room: Tropical A  Time: SUNDAY - 1:30-3:00 P.M.
Chair: Raj Aggarwal, Kent State University, raggarwa@bsa3.kent.edu
Discussant: Animesh Ghoshal, DePaul University, aghoshal@depaul.edu

Dollarization in the Americas: Is the Dollar the Option for One Currency, One America?
Harvey Arbeláez, Monterrey Institute for International Studies, harvey.arbelaez@miis.edu

Financial Liberalization and Bank Lending Spreads: The Case of Mexico
Erika Mendez, University of Texas Pan-American, emendez3@panam.edu

The Impact of the Euro on Global Financial Markets
Scheherazade Rehman, George Washington University, rehman@gwu.edu

Financial Integration, Dis-integration and Emerging Re-integration in the Eastern Mediterranean, 1918 to the Present
Adrian Tschoegl, Massachusetts Institute of Technology and University of Delaware, tschoegl@alum.mit.edu

3.4.5 - PANEL

CENTRAL AND EASTERN EUROPE: LESSONS FROM THE 1990S

Room: San Cristobal E  Time: SUNDAY - 1:30-3:00 P.M.
Chair: Jan Svenjar, University of Michigan, svejnar@umich.edu
Discussant: Vladimir Pucik, IMD, pucik@imd.ch

Sonia Ferencikova, University of Economics-Bratislava, ferencik@euba.sk

Carl Fey, Stockholm School of Economics, Carl.Fey@hhs.se
Ingmar Björkman, Swedish School of Economics
H.J. Park, Cornell University

Competing in Eastern Europe: Transitions in IB Management Research
Klaus Meyer, Copenhagen Business School, km.kees@cbs.dk
Mike W. Peng, Ohio State University

3.4.6 - WORKSHOP

BUSINESS ENVIRONMENTS AND THE MNE

Room: Tropical B  Time: SUNDAY - 1:30-3:00 P.M.
Chair: Donald Lessard, Massachusetts Institute of Technology, dlessard@mit.edu
Discussant: Anil Gupta, University of Maryland, agupta@rhsmith.umd.edu

Manuel Ferreira, University of Utah, pmgtmpf@business.utash.edu
Dan Li, University of Texas at Dallas
Stephen Guisinger, University of Texas at Dallas

French Multinationals’ Acquisitive Behaviour Abroad: Nationality vs. Host Country Effects
Monia Mtar, Warwick Business School, m.mtar@warwick.ac.uk

The Emerging Implications of Complexity Theory for Transnational Strategic Leader Effectiveness
Marguerite Schneider, NJ Institute of Technology, m.schneider@adm.njit.edu
Rajib Sanyal, The College of New Jersey, rsanyal@tcnu.edu
Lorna Wallace, lornawallace@hotmail.com

International Production, Relocation and the Geography of Employment within European Multinational Enterprises
Douglas van den Berghe, Erasmus University Rotterdam, dberghe@fbk.eur.nl

Small Business and Entrepreneurship Development in Emerging Economies
Piotre Ploszajski, Warsaw School of Economics, pplosz@sgh.waw.pl

Marketing in Central and Eastern Europe: A Reason For Reconsidering the International Marketing Concept
Arnold Schuh, Vienna University of Economics and Business Administration, arnold.schuh@wu-wien.ac.at
3.4.7 - COMPETITIVE

GLOBAL BRANDING CONSIDERATIONS

Room: Tropical C  Time: SUNDAY - 1:30-3:00 P.M.

Chair: Tomasz Lenartowicz, University of Texas-Austin,
tomasz.lenartowicz@bus.utexas.edu
Discussant: Lloyd Russow, Philadelphia University,
russowl@philau.edu

Why Are Foreign Products More Likely to Bear a Private Brand Than Domestic Ones?
Shih-Fen Chen, Brandeis University,
shihfen@brandeis.edu

Familiarity and Esteem of Global Brands: A Preliminary Analysis
Johny K. Johansson, Georgetown University,
johnanssj@georgetown.edu
Ilkka A. Ronkainen, Georgetown University

Name Translations based on Sound and Meaning
Shi Zhang, UCLA, shi.zhang@anderson.ucla.edu
Bernd H. Schmitt, Columbia University

3.4.8 - COMPETITIVE

INTERNATIONAL HRM: CULTURE, CONTINGENCY
AND TRANSACTION COST PERSPECTIVES

Room: San Cristobal G  Time: SUNDAY - 1:30-3:00 P.M.

Chair: Adrienne Colella, Texas A&M University,
acolella@cgsb.tamu.edu
Discussant: Sully Taylor, Portland State University,
sullyt@sba.pdx.edu

++The Politics of Globalizing Expatriate Assignments: A Transaction Cost Analysis
Marina Dubic, University of Wisconsin – La Crosse
Milorad M. Novicevic, Faculty of Mechanical Engineering in Slavonski Brod
Michael Harvey, University of Mississippi,
mharvey@bus.olemiss.edu

Determinants of International Human Resource Management-The Case of Australian Multinational Corporations (MNCs)
Youngok Kim, University of New South Wales,
y.kim@unsw.edu.au

Corporate Culture, Institutional and Traditional Influence on Hotel Management in China
Yanni Yan, City University of Hong Kong,
mkyany@cityu.edu.hk
John R Fawn, Rangemore Software Ltd

3.5 - SUNDAY - 3:30-4:30 P.M.

3.5.1 - JIBS DECADE AWARD


Room: Auditorium  Time: SUNDAY - 3:30-4:30 P.M.

Winner: Sanjeev Agarwal and Sridhar N. Ramaswami,
"Choice of Foreign Market Entry Mode: Impact of Ownership, Location And Internalization Factors"
Vol. 23, No. 1, pp. 1-28

Chair: Thomas Brewer, Georgetown University,
brewert@msb.edu

Participants:
David Tse, Hong Kong University,
davidtse@business.hku.hk
Yigang Pan, Hong Kong University,
ypan@business.hku.hk

Respondents:
Sanjeev Agarwal, Iowa State University,
sagarwal@iastate.edu
Sridhar N. Ramaswami, Iowa State University,
sramaswa@iastate.edu
3.5.2 - FARMER AWARD FINALISTS  
PRESENTATIONS BY THE FARMER DISSERTATION AWARD FINALISTS  
Room: San Cristobal D  
Time: SUNDAY - 3:30-4:30 P.M.  
Chair: Nakiye A. Boyacigiller, San Jose State University, boyacigiller_n@cob.sjsu.edu  
Selection Committee:  
Robert Grosse, Thunderbird, grosser@t-bird.edu  
Kiyohiko Ito, University of Hawaii, kito@cba.hawaii.edu  
Bernard Simonin, Tufts University, bsimon01@tufts.edu  
D. Eleanor Westney, Massachusetts Institute of Technology, ewestney@mit.edu  
Presenters:  
Juan Alcacer, New York University (PhD from University of Michigan), jalcacer@stern.nyu.edu  
Strategy and Geography: The Impact of Firm Rivalry on Location Choices in Global High Tech Industries  
Jeffrey E. Johnson, University of Strathclyde, (PhD from University of Strathclyde), jeffrey.johnson@strath.ac.uk  
Firm-Specific Determinants of Success for Small High Technology International Start-ups: A Performance Study of UK and US Firms  
Chang-Su Kim, Nanyang Technology University, (PhD from Rutgers University), acskim@ntu.edu.sg  
The Co-Evolution Alliance and Technology Networks: Cross-Border R&D Alliances and Interfirm Learning in the Global Pharmaceutical Industry  
Douglas E. Thomas, University of New Mexico (PhD from Texas A&M University), thomas@mgt.unm.edu  
Who Goes Abroad? International Diversification by Emerging Market Firms into Developed Markets  

3.6 - SUNDAY - 4:30-6:00 P.M.  
3.6.1 - PLENARY PANEL HONORING JOHN STOPFORD AND LOUIS T. WELLS, JR.  
(SPONSORED BY THE AIB FELLOWS)  
STRATEGY AND STRUCTURE IN THE MNE: LOOKING FORWARD, LOOKING BACK  
Room: San Geronimo  
Time: SUNDAY - 4:30-6:00 P.M.  
Chair: Steve Kobrin, University of Pennsylvania, kobrins@wharton.upenn.edu  
Discussant: George Yip, London Business School, gyip@london.edu  
Discussants/Responders:  
John Stopford, London Business School, jstopford@london.edu  
Louis T. Wells, Jr., Harvard Business School, lwells@hbs.edu  
Strategy and Structure Revisited: The Emergence of Customer- and Solution-focused Organization Structures in MNEs  
Julian Birkinshaw, London Business School, jbirkinshaw@london.edu  
Organization design of MNEs: The Neglected Role of Geography as a Design Variable  
D. Eleanor Westney, Massachusetts Institute of Technology, ewestney@mit.edu  
Strategy and Structure among Emerging Latin American Multinationals  
José P. Esperança, ISCTE, Portugal  
José de la Torre, UCLA, jose.de.la.torre@anderson.ucla.edu  
Jon Martinez, Universidad Adolfo Ibáñez  

3.7 - SUNDAY - 6:15-7:30 P.M.  
3.7.1 – ENTERTAINMENT  
THE PUERTO RICO NATIONAL BAND  
RECEPTION HOSTED BY BACARDI AND THE FOX SCHOOL OF BUSINESS AT TEMPLE UNIVERSITY  
Room: Las Olas  
Time: SUNDAY - 6:15-7:30 P.M.
MONDAY – July 1, 2002

4.0 - MONDAY - 7:30-8:30 A.M.

4.0.1 - AIB ANNUAL MEMBERS MEETING

ANNUAL MEETING OF AIB MEMBERS’
(WITH LIGHT REFRESHMENTS)
Room: Auditorium Time: MONDAY - 7:30-8:30 A.M.
Chair: Steve Kobrin, President, Academy of International Business

4.1 - MONDAY - 8:30-10:00 A.M.

4.1.1 - PLENARY PANEL HONORING PETER J. BUCKLEY AND MARK CASSON

BUCKLEY AND CASSON’S THESIS IN THE FUTURE OF THE MULTINATIONAL ENTERPRISE AND BEYOND
Room: San Geronimo Time: MONDAY - 8:30-10:00 A.M.
Chair: Bernard Yeung, New York University, byeung@stern.nyu.edu
Discussant/Responders:
Peter J. Buckley, University of Leeds, p.j.buckley@bes.leeds.ac.uk
Mark Casson, University of Reading, m.c.casson@reading.ac.uk

The Intellectual History of Buckley & Casson’s “The Future of the Multinational Enterprise”
John H. Dunning, University of Reading, j.m.turner@reading.ac.uk

The Generality of Buckley & Casson’s Thesis to International Business and Strategic Management Theory
Alan M. Rugman, Indiana University, rugman@indiana.edu

Globalization as Market Integration and Future of International Business
Pankaj Ghemawat, Harvard University, pghemawat@hbs.edu

Expanding the Buckley and Casson Thesis towards Power: The Ability to Manage Institutional Idiosyncrasies
Witold Henisz, University of Pennsylvania, henisz@wharton.upenn.edu

The Impact of Foreign Direct Investment on Host Country Productivity
Wilbur Chung, New York University, wchung@stern.nyu.edu

4.2 - MONDAY - 10:30 A.M.-12:00 P.M.

4.2.1 - THEME PANEL

GEOGRAPHIC STRATEGIES IN KNOWLEDGE INTENSIVE INDUSTRIES
Room: San Cristobal B Time: Monday 10:30 A.M.-12:00 P.M.
Chair: Wilbur Chung, New York University, wcchung@stern.nyu.edu
Discussant: Iain Cockburn, Boston University, cockburn@bu.edu

Location and Organizing Strategy: Exploring the Influence of Location on the Organization of Pharmaceutical Research
Jeffrey Furman, Boston University, furman@bu.edu

Motives for Foreign Direct Investment in Knowledge-Intensive Settings
Walter Kuemmerle, Harvard University, wkuemmerle@hbs.edu

Knowledge Seeking and Location Choice of Foreign Direct Investment in the United States
Wilbur Chung, New York University, wcchung@stern.nyu.edu
Juan Alcacer, New York University, jalcacer@stern.nyu.edu

Learning-by-Hiring: When is Mobility Useful for Inter-Firm Knowledge Transfer?
Jaeyong Song, Yonsei University and Columbia University, jsong@yonsei.ac.kr
Paul Almeida, Georgetown University, almeidap@georgetown.edu
Geraldine Wu, Columbia University, gaw18@columbia.edu

4.2.2 - PANEL

INTEGRATING OPTION THINKING INTO INTERNATIONAL BUSINESS THEORIES
Room: Auditorium Time: Monday 10:30 A.M.-12:00 P.M.
Chair: Tailan Chi, University of Illinois at Urbana-Champaign, tchi@uiuc.edu
Discussant: Michael Leiblein, Ohio State University, leiblein.1@osu.edu

Real Options and International Business
Peter J. Buckley, University of Leeds, pjb@lubs.leeds.ac.uk

The Trade-off between Flexibility and Commitment in the Choice of Market Entry Mode under Uncertainty
Tailan Chi, University of Illinois at Urbana-Champaign, tchi@uiuc.edu
Anju Seth, University of Illinois at Urbana-Champaign, a-seth@cba.uiuc.edu
Monday Program

Traveling Through the Value Landscape: How to Successfully Build a Multinational Corporation
Harry Barkema, Tilburg University, h.g.barkema@kub.nl
Dorota Piaskowska, Tilburg University, dorota@kub.nl

Real Options and Foreign Direct Investment: Theory and Evidence
Jeffrey J. Reuer, Ohio State University, reuer_1@cob.osu.edu

4.2.3 - THEME WORKSHOP
LOCATION, LOCATION, LOCATION
Room: San Cristobal D Time: Monday 10:30 A.M.-12:00 P.M.
Chair: Jennifer Spencer, George Washington University, jspencer@gwu.edu
Discussant: Alvaro Cuervo-Cazurra, University of Minnesota, acuervo@csom.umn.edu

The Location of Technological Activities of MNCs: Evidence from the European Regions.
Lucia Piscitello, Politecnico di Milano, lucia.piscitello@polimi.it
John Cantwell, University of Reading, j.a.cantwell@reading.ac.uk

Internationalization Process Theory and Market Selection: Does Location Matter?
Ramdas Chandra, Concordia University, rchandra@jmsb.concordia.ca

The Changing Locational Determinants of FDI among Industrialized Countries: An Empirical Assessment
Constantina Kottaridi, Athens University of Economics and Business, ck@auueb.gr
Marina Papanastassiou, University of Reading and Athens University of Economics and Business, marinap@auueb.gr

Firm-specific Attributes Affect Location Decisions Financial and Professional Service FDI to New York and London
Lilach Nachum, Cambridge University, L.Nachum@cbr.cam.ac.uk
Cliff Wymbs, Baruch College CUNY, Clifford_Wymbs@baruch.cuny.edu

4.2.4 - WORKSHOP
BUSINESS TRANSFORMATION IN CENTRAL AND EASTERN EUROPE
Room: Tropical A Time: Monday 10:30 A.M.-12:00 P.M.
Chair: Igor Filatotchev, Bradford University, I.Filatotchev@Bradford.ac.uk
Discussant: Attila Yaprak, Wayne State University, aa4506@wayne.edu

Laying the Groundwork for Change: Gradual Privatization in Socialist Countries
Chun Chen (Liz) Wang, University of Texas-Dallas, lizwang99@utdallas.edu
Richard Priem, University of Wisconsin-Milwaukee
David Berg, University of Wisconsin-Milwaukee, bergd@uwm.edu

Institution Building and the Integration of Eastern Europe in International Production
Saul Estrin, London Business School, sestrin@london.edu
Klaus Meyer, Copenhagen Business School, km.cees@cbs.dk
Alan Bevan, European Bank for Reconstruction and Development

Priorities and Sequencing in Privatization: Theory and Evidence from the Czech Republic
Jan Svejnar, University of Michigan, svejnar@umich.edu
Nandini Gupta, University of Michigan, nandinig@umich.edu
John Ham, Ohio State University

What Drives the Speed of Job Creation and Job Destruction during Episodes of Massive Adjustment?
Katherine Terrell, University of Michigan, terrell@umich.edu
Stepan Jurajda, CEPR
4.2.5 - COMPETITIVE

**EXPORT PERFORMANCE**

Room: San Cristobal E  
Time: Monday 10:30 A.M.-12:00 P.M.

Chair: Subhash Jain, University of Connecticut, subhash@sba.uconn.edu

Discussant: Syed Tariq Anwar, West Texas A&M University, sanwar@mail.wtam.edu

**Export Marketing: Perspectives from the Land Down Under**
Aron O’Cass, Griffith University, a.ocass@mailbox.gu.edu.au
Craig Julian, Griffith University, c.julian@mailbox.gu.edu.au

**A Structural Model Examination of the Relationship between Export Assistance and Export Performance Improvement**
Luis Filipe Lages, Nova University at Lisbon, lflages@fe.unl.pt
David B. Montgomery, Stanford University

**Relational Performance in Manufacturer-Distributor Interaction – A Framework for Investigation Abstract**
S. Tamer Cavusgil, Michigan State University
Rudolf R. Sinkovics, University of Manchester
Anthony S. Roath, University of Oklahoma, asroath@ou.edu

4.2.6 - PANEL

**NEW DIRECTIONS FOR CROSS-CULTURAL OB/HRM RESEARCH**

Room: San Cristobal G  
Time: Monday 10:30 A.M.-12:00 P.M.

Chair: Jing Zhou, Texas A&M University, jing-zhou@tamu.edu

Discussants:
Angelo DeNisi, Texas A&M University, adenisi@cgsb.tamu.edu
Yanjie Su, Peking University, yjsu@pku.edu.cn
Weiyang Zhang, Peking University, wyzhang@pku.edu.cn

**New Approaches to International OB Research: Understanding Cross-cultural Negotiations**
Wendi Adair, Cornell University, wla5@cornell.edu

**Examine What and How Individualism-Collectivism Affects Individual Behavior across Cultures**
Xiao-Ping Chen, University of Washington, xchen@u.washington.edu

**Cross-cultural Research in Organizational Behavior**
Lorna Doucet, University of Illinois at Urbana-Champaign, lmdoucet@cba.uiuc.edu

**Workplace Creativity in an International Frame**
Steven Farmer, Wichita State University, steven.farmer@wichita.edu

4.2.7 - PANEL ROUNDTABLE

**ORGANIZING AND BARGAINING UNDER HOSTILE, ERRATIC AND WEAK GOVERNMENTS**

Room: Tropical B  
Time: Monday 10:30 A.M.-12:00 P.M.

Chair: Jean Boddewyn, Baruch College (CUNY), jean_boddewyn@baruch.cuny.edu

Panelists:
Jone Pearce, University of California Irvine, jlpierce@uci.edu
Robert Grosse, Thunderbird, Grosser@t-bird.edu
Thomas Murtha, University of Minnesota, tmurtha@csom.umn.edu

4.2.8 - PANEL ROUNDTABLE

**INTERNATIONAL BUSINESS STUDIES IN LATIN AMERICA - MCGRAW-HILL IRWIN LATIN AMERICAN SCHOLARS**

Room: Tropical C  
Time: Monday 10:30 A.M.-12:00 P.M.

Chairs:
Danny Van Den Bulcke, University of Antwerp, daniel.vandenbulcke@ua.ac.be
José de la Torre, UCLA, jose.de.la.torre@anderson.ucla.edu

Participants:
Rebecca Arkader, COPPEAD, Fed. Univ. of Rio de Janeiro (BRAZIL), rebecca@coppead.ufrj.br
Adolfo Bertoa, ICDA (ARGENTINA), director@icda.ucor.edu.ar
Constanza Bianchi, Universidad Adolfo Ibanes (CHILE), constanza.bianchi@uai.cl
Robert Gonzalez, PUCMM (DOMINICAN REPUBLIC), rgonzalez@pucmm.edu.do
Marrella Olivos, Univ. San Ignacio de Loyola, CLADEA (PERU), molivos@mail.mba-sil.edu.pe
Luis Pereiro, Universidad Torcuato di Tella (ARGENTINA), lpereiro@utdt.edu
Carlos E. Ramirez, Universidad ICESI (COLOMBIA), cramirez@hotmail.com
Humberto Serna Gomez, Universidad de Los Andes (COLOMBIA), hsg@adm.uniandes.edu.co
Ryan Blankenship, McGraw-Hill/Irwin, ryan_blakenship@mcgraw-hill.com
Lisa Nicks, McGraw-Hill/Irwin, lisa_nicks@mcgraw-hill.com
4.3.1 - AIB AWARDS AND APPRECIATION BANQUET

SPEECH BY EXECUTIVE OF THE YEAR, FREDERICO SADA, PRESIDENT AND CEO, GUPO VITRO

Room: San Geronimo  Time: MONDAY - 12:00-1:30 P.M.

4.4 - MONDAY - 1:30-3:00 P.M.

4.4.1 - BALAS PANEL ROUNDTABLE

LESSONS AND CONSEQUENCES OF THE CRISIS IN ARGENTINA

Room: San Cristobal B  Time: MONDAY - 1:30-3:00 P.M.

Chair: Joseph Ganitsky, Loyola University New Orleans, ganitsky@loyno.edu

Panelists:
- Luis Pereiro, Universidad Torcuato Di Tella, lpereiro@utdt.edu
- Corinne Young, University of Tampa, Coyo22@aol.com
- Guillermo Cardoza, Instituto de Empresa, Guillermo.Cardoza@ie.edu
- Antonio Carlos Manfredini, Fundacao Getulio Vargas, amanfredini@fgvsp.br

4.4.2 - THEME PANEL

KNOWLEDGE AND GEOGRAPHY

Room: San Cristobal D  Time: MONDAY - 1:30-3:00 P.M.

Chair: Paul Almeida, Georgetown University, almeidap@msb.edu

Discussant: Subramanian Rangan, INSEAD, subramanian.rangan@insead.fr

Geography, Relationships and Knowledge
- Steve Tallman, University of Utah, mgsbt@business.utah.edu
- John Cantwell, University of Reading, j.c.cantwell@reading.ac.uk

Geographical Hierarchies and Knowledge Creation in MNCs
- Protiti Dastidar, George Washington University, dastidar@gwu.edu
- Yves Doz, INSEAD, yves.doz@insead.edu

Breaking Free from Geography: From Global to Metanational
- D. Eleanor Westney, Massachusetts Institute of Technology, ewestney@mit.edu

Knowledge and Geography: The Internationalization of R&D and the Global Management of Technology Development
- Reem El-Rafie, INSEAD, reem.elrafie@insead.fr

4.4.3 - WORKSHOP

INTERNATIONAL JOINT VENTURES: MODE, LOCATION, PERFORMANCE AND CHOICE

Room: Tropical A  Time: MONDAY - 1:30-3:00 P.M.

Chair: Syed Tariq Anwar, West Texas A &M University, sanwar@mail.wtamu.edu

Discussant: Sandra Dow, Université du Québec à Montréal, dow-anvari.sandra@uqam.ca

Strategic Choice in International Ventures: Integrating Alliance Strategy and Marketing Strategy
- Juan Florin, Bryant College, jflorin@bryant.edu
- Alphonso O. Ogbeuehi, Bryant College

Financial Performance and Ownership Structure Change of International Joint Ventures
- Myungsook Kim, Seoul National University, roselet@hanmail.net
- Dongkee Rhee, Seoul National University
- Yonggon Cho, Korea Telecom Research Institute

Greenfield Versus Acquisition: A Critical Assessment of the Foreign Establishment Mode Literature
- Arjen Slangen, Tilburg University, a.h.l.slangen@kub.nl
- Jean-François Hennart, Tilburg University

4.4.4 - PANEL IN MEMORY OF STEPHEN GUIISINGER

MULTINATIONALITY, EFFICIENCY AND FIRM VALUE

Room: San Cristobal E  Time: MONDAY - 1:30-3:00 P.M.

Chair: Peter Gray, Rutgers University, gray@rbs.rutgers.edu

Discussant: Donald Lessard, Massachusetts Institute of Technology, dlessard@mit.edu

Does Multinationality Matter? Evidence of Value Destruction in U.S. Multinational Corporations
- Paul Harrison, Federal Reserve Board, paul.harrison@frb.gov
- Reid Click, George Washington University, rclick@gwu.edu

Effects of Multinational Diversification on Firm Value
- Protiti Dastidar, George Washington University, dastidar@gwu.edu
- Yves Doz, INSEAD, yves.doz@insead.edu

The Influence of Location and Multinational Network Effects on Firm Value: Evidence from U.S. Firms, 1981-2000
- Heather Berry, Wharton School of Business, berryh@wharton.upenn.edu

Is Economic Efficiency an Obsolete Concept for Multinational Corporations?
- Lei Li, University of Texas at Dallas, lileic@utdallas.edu
- Stephen Guisinger, University of Texas at Dallas
4.4.5 - THEME WORKSHOP

REGIONAL INTEGRATION

Room: Tropical B Time: MONDAY - 1:30-3:00 P.M.

Chair: Alvin Wint, University of West Indies, awint@uwimona.edu.jm
Discussant: Lawrence C. Katzenstein, University of Minnesota, Lawrence.C.Katzenstein-1@tc.umn.edu

Measuring Economic Convergence in the European Union
Kraiwinee Bunyaratavej, George Washington University, tweety@gwu.edu
Eugene D. Hahn, George Washington University, genehahn@gwu.edu

U.S. International Trade Patterns Before and After NAFTA: Cause for Concern?
Animesh Ghoshal, DePaul University, agoshal@depaul.edu
John Berdell, DePaul University, jberdell@depaul.edu

A Korea-Australia Free Trade Agreement: Issues and Prospects
Yul Kwon, Griffith University, Y.Kwon@mailbox.gu.edu.au

Anticipating the Dynamics of Regional Integration: A Two-tier Strategic Approach
Alan Muller, Erasmus University of Rotterdam, amuller@fbk.eur.nl
Rob van Tulder, Erasmus University of Rotterdam, rtulder@fbk.eur.nl

4.4.6 - PANEL

COMPETING IN EMERGING ECONOMIES: GOVERNANCE, ACQUISITION AND ENTREPRENEURIAL STRATEGIES

Room: San Cristobal G Time: MONDAY - 1:30-3:00 P.M.

Chair: Mike W. Peng, Ohio State University, peng.51@osu.edu
Discussant: Tarun Khanna, Harvard Business School, tkhanna@hbs.edu

Governing the Corporation in Emerging Economies: A Principal-Principal Perspective
Michael Young, Chinese University of Hong Kong, michaely@baf.msmail.cuhk.edu.hk
Mike W. Peng, Ohio State University, peng.51@osu.edu
David Ahlstrom, Chinese University of Hong Kong, ahlstrom@baf.msmail.cuhk.edu.hk
Garry Bruton, Texas Christian University, g.bruton@tcu.edu

Endogenous Equity and Control: Factors Affecting the Post-privatisation Equity Levels in Hungarian firms
Igor Filatotchev, Birkbeck College London, i.filatotchev@bbk.ac.uk
Tomasz Mickiewicz, University College London, t.mickiewicz@ssees.ac.uk
Kate Bishop, University College London, k.bishop@ssees.ac.uk

Acquisition Strategies in Emerging Economies: A Comparative Study
Klaus Meyer, Copenhagen Business School, km.cees@pbs.dk

Entrepreneurship in Transition Economies: Organizational Restructuring and Entrepreneurial Outcomes
Klaus Uhlenbruck, Texas A&M University, kuhlenbruck@cgsb.tamu.edu

Board Interlocks and Corporate Performance among Firms Listed Abroad: A Micro-Macro Link
Mike W. Peng, The Ohio State University, peng.51@osu.edu
Kevin Au, Chinese University of Hong Kong, kevin@baf.msmail.cuhk.edu.hk
Denis Wang, Chinese University of Hong Kong, denis@baf.msmail.cuhk.edu.hk

4.4.7 - COMPETITIVE

ORGANIZATIONAL CHANGE AND INFORMATION IN TRANSITION ECONOMIES

Room: Tropical C Time: MONDAY - 1:30-3:00 P.M.

Chair: Marjan Svetlicic, University of Ljubljana, marjan.svetlicic@uni-lj.si
Discussant: Trevor Buck, De Montfort University, tbcor@dmu.ac.uk

Partial Privatization and Firm Performance: Evidence from India
Nandini Gupta, University of Michigan, nandinig@umich.edu

Organizational Coping with Institutional Upheaval: The Case of Transition Economies in Central and Eastern Europe
Kendall Roth, University of South Carolina, kroth@darla.badm.sc.edu
Tatiana Kostova, University of South Carolina, kostova@sc.edu

Mona Makhija, Ohio State University, makhija_2@cob.osu.edu

Dealing with Knowledge Sharing Hostility: Insights from Six Case Studies
Snejina Michailova, Copenhagen Business School, michailova@cbs.dk
Kenneth Husted, Copenhagen Business School, husted@cbs.dk
Monday Program

4.5 - MONDAY - 3:30-5:00 P.M.

4.5.1 - THEME PANEL

ECONOMIC AND GEOGRAPHIC INTEGRATION IN THE AMERICAS

Room: San Cristobal B   Time: MONDAY - 3:30-5:00 P.M.

Chair: Jonathan Doh, Villanova University, jonathan.doh@villanova.edu
Discussant: Preet S. Aulakh, Temple University, Apreet@sbm.temple.edu

Economic and Geographic Integration and the Institutional Environment for Foreign Investment: A Comparison of Europe and the Americas
Ram Mudambi, Temple University, rmudambi@sbm.temple.edu

The Role of Non-Governmental Organizations and Civil Society in Geographic and Economic Integration in the Americas
Hildy J. Teegen, George Washington University, teegen@gwu.edu
Jonathan Doh, Villanova University, jonathan.doh@villanova.edu
Jacqueline Deslauriers, Organization of American States, JDeslauriers@oas.org
Barbara Kotschwar, Organization of American States, BKotschwar@oas.org

Location, Location, Location: How Integration Through Trade Agreements and Transportation Corridors Affect FDI in the Americas
Frank DuBois, American University, fdubois@american.edu

Market Liberalization and Firm Behavior: How Economic Integration Affects the Strategic Scope of “Grupos” in the Americas
Omar Toulan, McGill University, toulan@management.mcgill.ca

4.5.2 - THEME PANEL ROUNDTABLE

THE MYTH AND REALITY OF GLOBAL E-COMMERCE

Room: San Cristobal D   Time: MONDAY - 3:30-5:00 P.M.

Chair: Timothy M. Devinney, Australian Graduate School of Management, t.devinney@unsw.edu.au

Panelists:
José de la Torre, UCLA, jose.de.la.torre@anderson.ucla.edu
Steve Kobrin, University of Pennsylvania, kobrins@wharton.upenn.edu
Joanne E. Oxley, University of Michigan, Oxley@umich.edu
Sri Zaheer, University of Minnesota, szaheer@csom.umn.edu

4.5.3 - PANEL

LEARNING IN THE INTERNATIONALIZATION PROCESS

Room: San Cristobal E   Time: MONDAY - 3:30-5:00 P.M.

Chair: Torben Pedersen, Copenhagen Business School, tp.int@cbs.dk
Discussants:
Farok Contractor, Rutgers University, FJContractor@Prodigy.net
Peter Liesch, University of Queensland, P.Liesch@gsm.uq.edu.au

Top Management Heterogeneity: Promoting or Inhibiting Foreign Expansion?
Harry Barkema, Tilburg University, h.g.barkema@kub.nl
Oleg Chvyrkov, Tilburg University

The Effect of Specificity of Experience on the Firm’s Institutional Knowledge in a Current Assignment
Kent Eriksson, Uppsala University, kent.eriksson@fek.uu.se
Sylvie Chetty, Massey University
Jessica Johansoon, Uppsala University

Internationalization of Veteran Multinational Enterprises: A Dynamic Capabilities Perspective
Stewart Miller, Michigan State University and University of Texas-Austin, mille878@msu.edu
David A. Hoffman, University of North Carolina

Post-entry Change of Foreign Market Unfamiliarity: An Empirical Study
Bent Petersen, Copenhagen Business School, bp.int@cbs.dk
Torben Pedersen, Copenhagen Business School, tp.int@cbs.dk
4.5.4 - WORKSHOP

BUSINESS TRANSFORMATION IN ASIA

Room: Tropical A  Time: MONDAY - 3:30-5:00 P.M.

Chair: Louis T. Wells Jr., Harvard Business School, lwells@hbs.edu
Discussant: Jane Wenzhen Lu, National University of Singapore, fbafulj@nus.edu.sg

The Effect of Property Rights on the Sino-Foreign Joint Ventures in the Context of China’s Economic Reforms
Peter Ping Li, California State University, ptpli@toto.csustan.edu
Tung-Lung (Steven) Chang, Long Island University, tchang@titan.liu.edu

State-Owned Enterprises in China: Ownership Reform and Performance
Chi Kin (Bennett) Yim, University of Hong Kong
Pan, University of Hong Kong, ypan@hkusua.hku.hk
David K. Tse, University of Hong Kong

Knowledge Transfer from MNC Parents to China Subsidiaries
Pien Wang, National University of Singapore, bizwangp@nus.edu.sg

4.5.5 - COMPETITIVE

THE EXPORTER-IMPORTER RELATIONSHIP

Room: San Cristobal G  Time: MONDAY - 3:30-5:00 P.M.

Chair: Saeed Samiee, University of Tulsa, samiee@utulsa.edu
Discussant: Johny Johansson, Georgetown University, johanssj@georgetown.edu

++Antecedents and Performance Consequences of Power in Importer-Exporter Relationships
Dionisis Skarmeas, Cardiff University, skarmeas@cardiff.ac.uk
Constantine S. Katsikeas, Cardiff University, katsikeas@cardiff.ac.uk

++The Role of Contract Formalization in Exporter-Importer Relationships
Preet S. Aulakh, Temple University, apreet@sbm.temple.edu
Esra Gencurk, Koç University

A Knowledge-based View of Competitive Advantage: Problem/Information Sharing for Building Trust/Commitment in Global Channels of Distribution
David A. Griffith, University of Hawaii
Michael Harvey, University of Mississippi
Matthew B. Myers, University of Tennessee-Knoxville, mmyers8@utk.edu

AIB Best Paper Finalist

4.5.6 - COMPETITIVE

CROSS-CULTURAL TEAMS

Room: Tropical B  Time: MONDAY - 3:30-5:00 P.M.

Chair: Steven Farmer, Wichita State University, steven.farmer@wichita.edu
Discussant: Lorna Doucet, University of Illinois at Urbana-Champaign, lmdoucet@cba.uiuc.edu

Cultural Moderators of ‘Perceptual Distance’ in Teams: The Relationship of Leader-Member Perceptual Differences and Team Productivity Across Cultures
Cristina Gibson, University of Southern California, cigion@marshall.usc.edu
Cecily Cooper, University of Southern California, cecily@marshall.usc.edu
Jay Conger, University of Southern California, jconger@marshall.usc.edu

Determinants of Knowledge Mobilization and Creation in Project-Teams of U.S. and Japanese MNEs Located in the United States
C. Annique Un, Cornell University, cau3@cornell.edu

Culturally Diverse Workgroups: The Effect of Status-Incongruent Communication on Performance and Satisfaction
Sigrid Westphal Khorram, University of South Carolina, ziggywest@yahoo.com

4.5.7 - COMPETITIVE

GOVERNANCE, HISTORY AND INSTITUTIONS

Room: Tropical C  Time: MONDAY - 3:30-5:00 P.M.

Chair: Michael Pustay, Texas A&M University, mpustay@cgsb.tamu.edu
Discussant: Alain Verbeke, University of Calgary, averbeke@ucalgary.ca

Geography, History and Corporate Governance Reforms
Trevor Buck, De Montfort University, tbcor@dmu.ac.uk

Foreign Ownership and Long-term Survival
Steen Thomsen, Copenhagen Business School, st.int@cbs.dk

Institutions, Exclusivity and Foreign Investment
Sarianna Lundan, University of Maastricht, S.Lundan@mw.unimaas.nl

U.S. Economic Sanctions: An Empirical Study
Hossein Askari, George Washington University, askari@gwu.edu
John Forrer, George Washington University, jforrer@gwu.edu
Hildy J. Teegen, George Washington University, teegen@gwu.edu
Jiawen Yang, George Washington University, jwyang@gwu.edu
4.6 MONDAY 5:00-6:30 P.M.

4.6.1 POSTER SESSION

POSTER SESSION 3 (WITH WINE AND CHEESE)

Room: Las Olas Time: MONDAY 5:00-6:30 P.M.
Chair: Syed Tariq Anwar, West Texas A &M University, sanwar@mail.swtamu.edu

Who Gets What: The MNE, the National State and the Distributional Effects of Globalization
Tamir Agmon, Rishon Lezion, Israel, agmont@st.colman.ac.il

Different Organisational Forms for Utilisation of Knowledge in MNCs: Centres of Excellence and Transnational Teams
Maria Andersson, Uppsala University, Maria.andersson@fek.uu.se
Katarina Lagerström, Uppsala University, Katarina.lagerstrom@fek.uu.se

Do Firms Upgrade Capability through Alliances? Alliances and Interfirm Learning In the Global Pharmaceutical Industry
Chang-Su Kim, Nanyang Technological University
Sam Beldona, Wichita State University, sam.beldona@wichita.edu
Farok J. Contractor, Rutgers University, farok@andromeda.rutgers.edu

Geography and Symbolism – Symbolic Geographies
Antoniou Christos, Plotin Travel Company
Malcolm Chapman, University of Leeds, mkc@lubs.leeds.ac.uk

Overcoming the Liability of Foreignness and Performance: Evidence of Early Investments from Hong Kong MNCs in China
Haiyang Chen, Youngstown State University, hychen@cc.ysu.edu
Michael Y. Hu, Kent State University, mhu@bsa3.kent.edu

A New Internationalization Process Model: Theory and Evidence
Rian Drogendijk, Tilburg University, h.j.drogendijk@kub.nl
Harry Barkema, Tilburg University, barkema@kub.nl

Scaling in Marketing Research: Effects of the Number of Scale Points on Testing Measurement Model in Structure Equation Modeling
Chin-Chun Hsu, Saint Louis University, hsuc5@slu.edu
Hornig-Shiuann Wu, Saint Louis University, wuh@slu.edu
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AIB 2002 - San Juan, Puerto Rico June 28-July 1, 2002
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Our institution nominates the following two individuals to attend the AIB’s Annual Meeting in San Juan, Puerto Rico on June 28 -July 1, 2002.

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(Includes meeting registration, coffee breaks, poster sessions with refreshments, Presidential Reception, Gala event and Dinner, Awards Luncheon, bag, Proceedings, and more.)

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