The School of International Business is seeking a continuing appointment at Lecturer level (Level B). The School, established in 1998, is located in the Faculty of Commerce and Economics, which comprises eight Schools and more than 230 full-time academic staff. The School currently has 10 full-time academic staff specialising in International Business and offers both undergraduate and postgraduate degree programs with major sequences and specialisations in international business. The School also has an active PhD program. The major research areas of the School include foreign direct investment and entry mode strategy, international joint venturing, small business internationalisation, international human resource and cross cultural management, international business strategy, internationalisation and international business networks and has a strong focus on Asia.

The University of New South Wales is located in Sydney, just 15 minutes from the city centre and Sydney harbour, and 15 minutes from the Sydney International Airport. The campus is also located close to the world famous Bondi and Coogee beaches in Sydney’s eastern suburbs.

Applications are invited for Lecturer in International Business available from December 2003 or at a date to be agreed. The appointment will play an important role in the further development of teaching and research in the School.

The School also welcomes expressions of interest for visiting appointments to the School. Expressions of interest should be made directly to Dr Chung-Sok Suh, Acting Head, School of International Business (c.suh@unsw.edu.au).

**Essential Criteria for Lecturer:** PhD or demonstrated near-completion of PhD in International Business or closely related field; demonstrated commitment and ability to undertake teaching and research in the field; specialist teaching and research expertise in the area of international business strategy; proven capacity to work as a team member; and a knowledge and understanding of EEO/AA principles.

**Desirable criteria:** Specialist teaching and research expertise in Asian business and management systems.

The salary range for Lecturer is A$55,079-A$65,408 (under review) plus 17% employer superannuation contribution.

An additional salary supplement may be negotiated with the successful applicant.
The position is full-time (continuing), subject to satisfactory completion of a probationary period. Membership of a University approved superannuation scheme is a condition of employment for this position.

Applications for the continuing position close: 8th August 2003.

Enquiries may be directed to:

**Dr Chung-Sok Suh, Acting Head of School**  
School of International Business  
University of New South Wales  
UNSW Sydney, NSW 2052  
Australia  
Telephone: +61-2-9385-5883  
Email: c.suh@unsw.edu.au

**Note:** Dr. Suh will be available for interviews at the 2003 AIB meeting in Monterey, California.

**APPLICATION PROCEDURE**

Applicants for the continuing position should submit written applications systematically addressing the selection criteria, **quoting reference number**. Include business and private telephone numbers; a complete resume, (copies of academic transcript and qualifications where appropriate); and the names, addresses (and preferably facsimile numbers) of at least two referees to: The Recruitment Officer, Human Resources, UNSW Sydney 2052, email: recruitment@unsw.edu.au or facsimile (+61-2) 9662-2832 by applications close date. Applicants for the visiting positions should contact Dr Chung-Sok Suh directly.

UNSW website: http://www.unsw.edu.au