Bridging with the Other: The Importance of Dialogue in International Business

Conference Program

Academy of International Business
2004 Annual Meeting
July 10-13, 2004
Stockholm, Sweden
2004 Conference Program

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“Bridging with the Other: The Importance of Dialogue in International Business”

Program Chair
Nakiye Boyacigiller, Sabanci University

Local Host
Institute for International Business, Stockholm School of Economics
The 46th Annual Meeting
of the Academy of International Business

“Bridging with the Other: The Importance of Dialogue in International Business”

Stockholm, Sweden
July 10-13, 2004

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Dear Colleagues,

Welcome to Stockholm!

The theme of this year’s Conference “Bridging with the Other” could hardly be more relevant to the world and to the context of international business in 2004. The programme assembled by Nakiye and her colleagues looks fantastic and highly relevant to both the theory and practice of international business as we enter the new Millennium. I am sure that the sessions will be provocative and stimulating and that we will leave Stockholm with our horizons widened and our understanding deepened.

Stockholm in July will provide a wonderful background for our deliberations and we particularly hope that you will enjoy the ambiance of this delightful city in addition to meeting old friends and making new ones. We owe an enormous debt to Udo Zander, Peter Hagström and their colleagues at the Institute for International Business, Stockholm School of Economics for shoestringing the burdens of local hosts at short notice.

I cannot welcome you to our 2004 Conference without expressing regret on behalf of the whole Board that we felt constrained to move the Conference from its original location in Istanbul. I know that this was an extreme disappointment to Nakiye and her Turkish colleagues but the way in which she has organised this Conference in the new circumstances is a tribute to her dedication to AIB and the leadership that she has shown.

Incredibly, this will be my last “Letter from the President” as the current Board’s term of office ends on 31st July 2004. I would like to thank the Board members (Steve, Udo, Marjorie and Nakiye) for their commitment, good humour and persistence in furthering the goals of AIB. I am sure I can say that despite all the difficulties and vicissitudes that we have faced we emerge from the experience not only as colleagues but also as firm friends. I would also like to thank the past Executive Secretary and Managing Director, Jim Wills and Laurel King for their sterling support for AIB over a nine year period which we will be honouring at the Conference. I would also like to welcome Tomas Hult as the new Executive Secretary and Tunga Kiyak as Managing Director. I am sure that the future of AIB will be a bright one because of the support and dedication of the new executive team.

Many people contribute to the success of the AIB annual Conference and I would like to thank those individuals who freely gave their time to make this an outstanding Conference. The Track Chairs, organisers of our associated awards, consortia and other services are listed in the programme acknowledgements and I would like to pay tribute to the immense amount of work that they put in to make this event a success.

I would like to thank the following sponsors of the Conference:

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Sabanci University
Schulich School of Business, York University, Toronto
University of Leeds

I would like to express thanks to them for their generosity on behalf of all AIB members.

Finally, thank you to all AIB members who will no doubt ensure that the AIB Conference 2004 will be an outstanding success.

Yours sincerely,

Peter J Buckley

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Letter from the Program Chair

Dear Colleagues,

Welcome to Stockholm and the 2004 Annual Meeting of the Academy of International Business!

Those of you who have followed the AIB website and news know that arranging the conference this year has been particularly challenging for all of us involved. What a journey it has been! The exhilaration I felt when the board chose my beloved Istanbul for the venue, the heartbreak of the bombings in November and the resulting decision to move the meeting to Stockholm, the uncertainty and then joy we felt with the record number of submissions and registrations.

Despite all this, due to the work of many, many people we have been able to construct a fantastic program, one that is intellectually rich and one I hope exemplifies our theme of "Bridging with the Other: The Importance of Dialogue in International Business." The program is comprised of 45 panels, 84 competitive paper sessions and 3 interactive poster sessions (including 111 papers). More than 900 people from 37 countries have made a contribution to the program this year (as this program goes to press we have 700 registrations, a record I believe). To have a conference of this size required us to have more parallel sessions than is typical for an AIB conference---thus, I urge you to study your program carefully!

When originally planning the meeting in Istanbul, I thought it would be important to give AIB members the chance to develop a deeper understanding of Turkey and the Islamic world. To this effect we had planned several plenary sessions to focus on the region. Even with the change in venue, I was urged to keep these plenary sessions-----in a sense bridging Stockholm to Istanbul.

Some additional highlights from the next three days:

Saturday July 10th

- We have greatly expanded the pre-conference day into a full day of professional development activities. In addition to our highly valued Doctoral and Junior Faculty Consortia, respectively chaired by Marina Papanastassiou and Bruce Kogut, this year marks the inauguration of two events which we hope will become AIB traditions, the AIB-JIBS Paper Development Workshop organized by Tatiana Kostova and Arie Lewin and the Teaching Roundtables, organized by Maggi Phillips and Sonja Sackmann. Please note that all four of these events require pre-registration.
- The formal program begins Saturday afternoon with the Fellows Panel, “Aharoni, Wilkens, Vahle and Doz: A Retrospective on Cultural, Institutional and Historical Approaches to the Growth of MNEs,” organized by Jose de la Torre. We then have a special session with AIB Fellow Nancy Adler, who draws on her scholarship and art to lead us in a dialogue on Global Leadership, so important in these troubled times. We adjourn from this session to the Presidential Reception to be held at the renowned Vasa Museum. Please note that there will be bus service from the conference center to the Vasa Museum.

Sunday, July 11th

- Start off the first day of the conference (7:00) with an early morning walk with your colleagues and a local host.
- Join your colleagues for a “track welcome” to be led by our dedicated track chairs.
- Sessions from 8:30-18:00.
- Our conference this year includes several sessions submitted by members of the Association of Japanese Business Studies (AJBS) and the Business Association of Latin American Studies (BALAS). Thanks to Tom Roehl and Joseph Ganitsky for their efforts to organize these panels.
- If you are on the market, as a school or candidate, check out the AIB Placement Center, organized this year by Lyn Amine.
- At 10:15 we will gather in a plenary session to listen to Timur Kuran, Professor of Economics and Law and King Faisal Professor of Islamic Thought and Culture at the University of Southern California, who will speak on “Why the Middle East is Economically Underdeveloped: Historical Mechanisms of Institutional Stagnation.”
- Poster sessions and light lunch from 13:00-14:30.
- End the day with the JIBS Decade Award Session followed by the WAIB (Women in the AIB) Meeting and Reception and the JIBS Decade Award Reception, which will run concurrently (19:00-20:00), allowing many opportunities for building bridges.

Monday, July 12th

- Morning walk around Stockholm, 7:00-7:45.
- Sessions from 8:30-18:00.
- Grad a bite to eat from 1:00-2:30 and participate in the Interactive Poster Session specifically focused on studies related to Asia.
Attend the plenary session devoted to “Remembering Sumantra Ghoshal” to honor our colleague who made such enduring contributions to our field and whose untimely death has brought much sadness to our community. Later that day, John Dunning will lead a distinguished panel in a dialogue on “The Moral Challenges of Global Capitalism” where his speakers will highlight perspectives from Judaism, Christianity and Islam.

End the day with a brief walk to the Stockholm City Hall, site of the Nobel Prize ceremonies, for a reception hosted by the City of Stockholm. Business attire please.

Tuesday, July 13th

Morning walk at 7:00, followed by sessions from 8:30-18:00.

Interactive Poster session and light lunch from 13:00-14:30.

Our final plenary session will be a keynote address by Cem Koçlu, President of Coca Cola, Central Europe, Eurasia and Middle East Group, who will take us on a journey to our original venue, Istanbul and speak on the subject of “Turkey and the EU: Beyond the Headlines”

While I have refrained from highlighting particular paper or panel sessions, I would be remiss if I didn't draw your attention to a special session, “Industrial Parks and the Middle East Peace Process” which brings together prominent academic researchers and businessmen from both sides of the Israel/Palestinian divide to discuss how international business might be employed to enhance peace (see session 3.2.4 at 11:30).

AIB Annual Business Meeting and Awards Ceremony. Not to be missed! Come cheer your colleagues as they are honored for their scholarly work, learn about the venue for next year’s meeting and exercise your right to question your Executive Board!

Farewell Wine and Cheese Reception

Anyone who has ever ventured on such an endeavor knows that organizing a conference the scale of AIB is amazing team effort. Heartfelt thanks to:

- My wonderful track chairs, for their countless hours of hard work, done with creativity and good humor, Hildy Teegen, Stephen Salter, Sumit Kundu, Ben Gomes-Casseres, Nick Athanassiou, Steve Tallman, Martha Maznevski, Allan Bird, Esra Gencturk, Atila Yaprak, and the pre-conference organizers, Maggi Phillips, Sonja Sackmann, Tatiana Kostova, Arie Lewin, Marina Papanastassiou and Bruce Kogut.

- Our website designer, Kasper Svendsen, Torben Pedersen's amazingly talented son.

- The Institute of International Business team (Peter Hagstrom, Udo Zander and David Ohman) who jumped in at the last minute to host us in Stockholm and have helped in many details of the conference including acting as guides during our morning walks.

- Our generous sponsors: City of Stockholm; Boeing Institute of International Business, Saint Louis University; Indiana University CIBER; INSEAD; Manchester School of Management, UMIST; Michigan State University CIBER; Penn Lauder CIBER at University of Pennsylvania; Sabanci University; Schulich School of Business, York University, Toronto; and the University of Leeds.

- Lyn Amine for volunteering to organize the AIB Placement Center.

- The incredibly efficient AIB Secretariat at MSU, in particular Tunga Kiyak, who beyond the normal work of the secretariat acted as a virtual local host!

- Past track chairs, in particular, Lorraine Eden—who always answers her emails and is unfailingly generous with her advice.

- Murat Fis, my wonderful assistant, who dealt with countless emails and details on my behalf, patiently, efficiently and with good cheer.

- My fellow AIB Executive Board members for their unstinting support.

- The more than 300 reviewers who generously gave their time to help ensure a high quality program.

- My original Istanbul local committee for all their hard work and good grace.

I hope you find this AIB conference provides you many opportunities to bridge, dialogue and understand. Enjoy!

Nakiye Boyacigiller
AIB 2004 Program Chair
Dean
Graduate School of Management
Sabanci University, Istanbul
Welcome to the City of Stockholm!

On behalf of the City Council, the citizens of Stockholm and myself I offer our warmest greetings to the participants of the Annual Meeting of the Academy of International Business being hosted by the School of Commerce in Stockholm. I hope you will all enjoy the opportunity to share your experiences with our professionals on how international business continues to bring all of us together.

Stockholm is one of the most beautiful capitals in the world. It is built on fourteen islands and the surrounding water is so clean that one can even go for a swim just outside the Royal Palace in the city centre. The landscape, and the unique archipelago of 24,000 islands, offers numerous excursions to all visitors. With its well-preserved medieval city centre, royal palaces and impressive monuments, Stockholm is considered to be of great beauty and historical interest. Culture, entertainment and restaurants abound catering all tastes.

In the world of science, medicine and literature, Stockholm is associated with Alfred Nobel and the Nobel Prize. The City Hall of Stockholm, site of the annual Nobel Prize Award festivities, often hosts receptions of international conventions.

We are proud and pleased that the Stockholm School of Commerce is the host of this conference and we are certain that you will find Stockholm a wonderful summer city.

Once again, welcome to Stockholm.

Barry Andersson
Program Acknowledgements

Program Chair
Nakiye Boyacigiller, Sabanci University

Sabanci University Program Assistant
Ahmet Murat Fis

Track Chairs
Stephen Salter, University of Cincinnati (International Economics, Finance, Accounting & Tax)
Sumit Kundu, Florida International University (New Institutional Environments: Emerging Markets and Transition Economies)
Ben Gomes-Casseres, Brandeis University (Modes of Expansion and Operation Abroad: International Alliances and Networks)
Nick Athanassiou, Northeastern University and Steve Tallman, University of Utah (Competing Across Countries: International Strategic Management)
Allan Bird, University of Missouri and Martha Maznevski, IMD (Managing Across Countries: Organization Theory, Organizational Behavior and Human Resource Management)
Esra Genceturk, Koc University and Atila Yapar, Wayne State University (Buying and Selling Across Countries: Marketing and Supply Chain Management)

AIB/JIBS Paper Development Workshop
Arie Lewin, Duke University
Tatiana Kostova, University of South Carolina

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David Ohman
We would like to thank the 585 reviewers that helped make the 2004 conference a possibility. The three Best Reviewer Award winners, as nominated by the AIB 2004 Track Chairs are highlighted in bold and listed first.

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Sedef Aktingörg, Isik University
Shamsul Alam, University of Lethbridge
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Tamar Almor, College of Management
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Stephen Luxmore, State University of New York at Oswego
Xufei Ma, National University Of Singapore
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Tatiana S. Manolova, Suffolk University
Rebecca Marschan-Piekkari, Swedish School of Economics
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CONGRATULATIONS!

Palgrave Macmillan congratulates the winners of the 2004 PalgraveMacmillan/JIBS Decade Award:

Benjamin M. Oviatt and Patricia Phillips McDougal
for their paper
*Toward a Theory of International New Ventures*
(JIBS 25.1 pp 45 - 64)

Please join us on
Sunday 11th July at 6.15pm
for the Decade Award plenary session,
followed by a drinks reception.
Best Paper Awards

AIB Best Paper Award
Sponsored by Temple University’s Fox School of Business

The AIB Best Paper Award was created in 2002 through a generous endowment by Temple University’s Fox School of Business. All of the accepted papers are eligible for the award. The program chair, track chairs and reviewers nominate finalists. The winner receives a plaque and a $500 award. The runner-up is recognized with a certificate. Nominees for the award are noted throughout the program by the following logo:

Haynes Prize

Each year, the Academy of International Business Foundation and the Eldridge Haynes Memorial Trust award the Haynes Prize for the best paper written by an author or authors under 40 years of age. All papers accepted through the review process are eligible for the prize as long as the age criteria is met. The program chair, track chairs and reviewers nominate finalists. The winner receives a plaque and a US$2,000 cash award. The runner-up is recognized with a certificate. Nominees for the award are noted throughout the program by the following logo:

Richard N. Farmer Dissertation Award
Sponsored by the Indiana University CIBER

Eligibility for the 2004 “Richard N. Farmer Award” for the best dissertation in international business was all Ph.D. and D.B.A. students who successfully defended their dissertations between January 1, 2003 and December 31, 2003. The winner receives a plaque and a US$1,000 cash award. Furthermore, all finalists receive a $500 travel stipend to allow them to present their research at the annual meeting. This year’s finalists will present their works at Session 2.2.1 scheduled at 11:30am on Monday, July 12th in Room 456 (Musiksalen).

JIBS Decade Award
Sponsored by Palgrave Macmillan

The award is designed to recognize the most influential paper published in the Journal of International Business Studies one decade before the Annual Conference. In order to be considered for the 2004 award, a paper must have been included among the five most cited papers published in the 1994 Volume of JIBS. The winner of the Decade award will make a retrospective presentation of their work, as well as some comments on where the field has progressed and where it should go next, in the JIBS Decade Award Special Session at 6:15pm on Sunday, July 11th in the Auditorium.
Dezsö J. Horváth is Dean and Tanna H. Schulich Chair in Strategic Management at the Schulich School of Business, York University (Toronto, Canada), where he has been a member of the faculty since 1977. Dr. Horváth received his Electrical Engineering, MBA and PhD degrees in Sweden. Following an early career in research and development with the Swedish multinational ASEA (now ABB) in the electrical industry, he was appointed to senior academic positions at Swedish and then Canadian universities. In addition to publishing books and articles on strategic management and international business, he has consulted widely in these fields to major corporations and to government.

Since becoming Dean in 1988, Dean Horváth has worked with internal and external stakeholders to position Schulich as “Canada’s Global Business School™”. It now has strategic partnerships in more than 75 countries worldwide, including academic exchange agreements with more than 70 leading international business schools. Innovative and diverse, the School offers degrees at the postgraduate (PhD), graduate (MBA, International MBA, MBA/LLB, MBA/MFA, MPA) and undergraduate (BBA, International BBA) levels. It also offers North America’s first cross-border executive MBA degree, the Joint Kellogg-Schulich EMBA. In executive education, the School’s program is the largest in Canada. Schulich is currently ranked 22nd globally (7th outside the US) by the Economist Intelligence Unit (EIU), the business research and intelligence arm of The Economist magazine, 22nd globally by the Financial Times of London (6th outside the US). BusinessWeek and Forbes rank Schulich among the top 10 non-US schools in the world.

In addition to being a faculty member at York University, Dean Horváth is a Director of Dofasco Inc., Inscape Corporation, Westport Innovations Inc., and The Toronto International Leadership Centre for Financial Sector Supervision; an Advisory Board Member of the Corporate Social Responsibility Advisory Council, EDC (Export Development Canada), of the UC Berkeley-St. Petersburg University School of Management Program, and of The Czech Management Centre, Prague, The Czech Republic, of which he is also a Co-Founder.

He is affiliated with the following organizations globally: PACIBER (Pacific Asian Consortium for International Business Education and Research); AIB (The Academy of International Business); CLADEA (Consejo Latino Americano de Escuelas de Administración); AACSB (American Assembly of Collegiate Schools of Business); EFMD (European Foundation for Management Development); the Strategic Management Society; the Academy of Management; CFBSD (Canadian Federation of Business School Deans); and ASAC (the Administrative Sciences Association of Canada).

In addition to his AIB Dean of the Year award, Dean Horváth was invited to become a Member of the Board of Advisors on the “Canada Global Leadership Initiative” by the Canadian Council of Chief Executives (CCCE) (1999-2000); a Fellow of the World Economic Forum, Geneva, Switzerland (1995 to present); a Member of the Premier’s Council of Ontario (1991-1995); and to speak at a number of ICC (International Chamber of Commerce) conferences. In 1995, he received the B’nai Brith Canada Award of Merit.

June 2004
Please check in with the AIB staff at our registration desk located in front of the auditorium, on the Third Floor of the Norra Latin Conference Centre to pick up your name badge and conference materials.

Registration

Location: Third Floor, In front of the Auditorium (Aulan)

Hours: Saturday, July 10: 7:45am – 6:30pm
       Sunday, July 11: 8:00am – 6:00pm
       Monday, July 12: 8:00am – 6:00pm
       Tuesday, July 13: 8:00am – 6:00pm
Conf erence Facility Map

Placement Center
Location: First Floor, the Marble Vault (Marmor Valvet)
Hours: Sunday, July 11: 9:00am – 6:00pm
       Monday, July 12: 9:00am – 6:00pm
       Tuesday, July 13: 9:00am – 6:00pm

Exhibits
Location: First Floor, the Pillared Hall (Pelarsalen)
Hours: Sunday, July 11: 9:30am – 6:00pm
       Monday, July 12: 9:30am – 6:00pm
       Tuesday, July 13: 9:30am – 6:00pm

Internet Access
Free Internet access is available through two terminals located in the Atrium (Ljusgård) on the Second Floor of the Conference Centre.

Business Center
A service room with computers and printers is available. For access, please contact the Conference Centre Help Desk on the Second Floor.
## 2004 Program Overview

**Stockholm, Sweden**  
**July 10-13, 2004**

<table>
<thead>
<tr>
<th>Saturday July 10</th>
<th>Sunday July 11</th>
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- **Opening Plenary (open to all):** "Aharoni, Wilkins, Vahline and Doz: A Retrospective on Cultural, Institutional and Historical Approaches to the Growth of MNEs" 16:30-18:00
- **Plenary 2 - "From Istanbul to Stockholm: A Reflective Dialogue on Global Leadership" - 18:15-19:00
- **JIBS Decade Award Session 18:15-19:00**
- **Bus Transportation from Conference Center and Hotels to City Hall 18:30-19:00**
- **Nobel Reception (hosted by City of Stockholm) 19:00-21:00 City Hall**
- **Farewell Party with Wine & Cheese (hosted by York University) 19:30-20:00**
Overview

2004 AIB Summary Program
Stockholm, Sweden
July 10-13, 2004

<table>
<thead>
<tr>
<th>Registration</th>
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<tbody>
<tr>
<td>Room: Third Floor, In front of Aulen</td>
</tr>
<tr>
<td>Hours: 9:00 - 18:00 (Sat-Tue)</td>
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</tbody>
</table>

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<th>Placement Center</th>
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<tbody>
<tr>
<td>Room: Marmor Valvet (The Marble Vault)</td>
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<tr>
<td>Hours: 9:00 - 18:00 (Sun-Tue)</td>
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<tr>
<th>Exhibits</th>
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<tbody>
<tr>
<td>Room: Pelarsalen (The Pillared Hall)</td>
</tr>
<tr>
<td>Hours: 9:30 - 18:00 (Sun-Tue)</td>
</tr>
</tbody>
</table>

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SATURDAY, JULY 10

SATURDAY JUL 10 - 08:00-16:00

SESSION: PRECONF1
JIBS/AIB Paper Development Workshop
Room: 456  Time: 08:00-16:00  

SESSION: PRECONF2
Doctoral Consortium
Room: 254  Time: 08:00-16:00  

SESSION: PRECONF3
Junior Faculty Consortium
Room: 255  Time: 08:00-16:00  

SATURDAY JUL 10 - 14:00-16:00

SESSION: PRECONF4
Teaching Roundtables
Room: Pelarsalen  Time: 14:00-16:00  

SATURDAY JUL 10 - 16:00-16:20

Track and Session Chairs Meeting
Room: Aulan  Time: 16:00-16:20  

SATURDAY JUL 10 - 16:30-18:00

Opening Plenary: "Aharoni, Wilkins, Vahlne and Doz: A Retrospective on Cultural, Institutional and Historical Approaches to the Growth of MNEs"
Room: Aulan  Time: 16:30-18:00  

SATURDAY JUL 10 - 18:15-19:00

Plenary 2 - Nancy J. Adler - "From Istanbul to Stockholm: A Reflective Dialogue on Global Leadership"
Room: Aulan  Time: 18:15-19:00  

SATURDAY JUL 10 - 19:30-23:00

AIB Presidential Dinner at the Vasa Museum  Time: 19:30-23:00

SUNDAY, JULY 11

SUNDAY JUL 11 - 07:00-07:45

Morning Walk  Time: 07:00-07:45  

---
Overview

SUNDAY JUL 11 - 07:00-08:30

JIBS Editors Meeting
Room: 361 Time: 07:00-08:30

SUNDAY JUL 11 - 08:15-08:30

Track Welcome
Time: 08:15-08:30

1.1 - SUNDAY JUL 11 - 08:30-10:00

SESSION: 1.1.1 - COMPETITIVE Track 4 - Alliances
Alliances and Knowledge Flows
Room: 456 Time: 08:30-10:00

SESSION: 1.1.2 - PANEL Track 5 - Global Strategy
Why Has IB Failed at Methodological Development and What to Do About it?
Room: 361 Time: 08:30-10:00

SESSION: 1.1.3 - PANEL Track 6 - Organization
Bridging with the Other: A Dialogue within Cross-Cultural Management
Room: 359 Time: 08:30-10:00

SESSION: 1.1.4 - COMPETITIVE Track 7 - Marketing
International Entry and Expansion: Drivers, Barriers, Processes
Room: 358 Time: 08:30-10:00

SESSION: 1.1.5 - PANEL Track 1 - Political Economy
Is Bargaining Theory Still Relevant to Government-Business Relations?
Room: 357 Time: 08:30-10:00

SESSION: 1.1.6 - COMPETITIVE Track 2 - Economics
Global Capital Market Integration
Room: 356 Time: 08:30-10:00

SESSION: 1.1.7 - PANEL Track 3 - Emerging Markets
The Base of the Pyramid and the Sustainable Growth: Concepts and Experiences
Room: 354 Time: 08:30-10:00

SESSION: 1.1.8 - COMPETITIVE Track 1 - Political Economy
Governance and Influence in the Global Environment
Room: 353 Time: 08:30-10:00

SESSION: 1.1.9 - COMPETITIVE Track 5 - Global Strategy
Internationalization as a Process: How Do We Do This?
Room: 352 Time: 08:30-10:00

SESSION: 1.1.10 - COMPETITIVE Track 6 - Organization
Bridging Across Cultures I: The Interpersonal Dynamics
Room: 253 Time: 08:30-10:00

SESSION: 1.1.11 - COMPETITIVE Track 5 - Global Strategy
Are You Experienced? The Role of Personal Knowledge
Room: 254 Time: 08:30-10:00

SESSION: 1.1.12 - COMPETITIVE Track 6 - Organization
International HRM I: Managing for Performance Around the Globe
Room: 255 Time: 08:30-10:00

SUNDAY JUL 11 - 10:00-10:15

Coffee Break
Room: Pelarsalen Time: 10:00-10:15

SUNDAY JUL 11 - 10:15-11:15

Plenary 3 - Timur Kuran - "Why is the Middle East Economically Underdeveloped?"
Room: Aulan Time: 10:15-11:15
### SUNDAY JULY 11 - 11:15-11:30

**Coffee Break**  
Room: Pelarsalen  
Time: 11:15-11:30

### 1.2 - SUNDAY JULY 11 - 11:30-13:00

**SESSION: 1.2.1 - COMPETITIVE**  
Track 4 - Alliances  
*Alliance Management: Relationship Capital*  
Room: 456  
Time: 11:30-13:00

**SESSION: 1.2.2 - PANEL**  
Track 5 - Global Strategy  
*Research in International Business: A Bridge Across Disciplines*  
Room: 361  
Time: 11:30-13:00

**SESSION: 1.2.3 - PANEL**  
Track 6 - Organization  
*Global Teams as Bridges: Spanning Organizational & Theoretical Divides*  
Room: 359  
Time: 11:30-13:00

**SESSION: 1.2.4 - COMPETITIVE**  
Track 7 - Marketing  
*Foreign Market Performance*  
Room: 358  
Time: 11:30-13:00

**SESSION: 1.2.5 - PANEL**  
Track 1 - Political Economy  
*The Evolution of Institutions and International Business*  
Room: 357  
Time: 11:30-13:00

**SESSION: 1.2.6 - COMPETITIVE**  
Track 3 - Emerging Markets  
*Environmental/Internationalization Issues in Emerging/Transitional Economies*  
Room: 356  
Time: 11:30-13:00

**SESSION: 1.2.7 - PANEL**  
Track 3 - Emerging Markets  
*Enterprise Strategies in Emerging Economies: A Comparative Approach*  
Room: 354  
Time: 11:30-13:00

**SESSION: 1.2.8 - COMPETITIVE**  
Track 3 - Emerging Markets  
*Strategies in Emerging Markets*  
Room: 353  
Time: 11:30-13:00

### SUNDAY JULY 11 - 13:00-14:30

**SESSION: POSTER1**  
*Poster Session 1 with Light Lunch*  
Room: Pelarsalen  
Time: 13:00-14:30

### 1.3 - SUNDAY JULY 11 - 14:30-16:00

**SESSION: 1.3.1 - COMPETITIVE**  
Track 5 - Global Strategy  
*Corporate International Strategy: Buy, Sell, or Hold?*  
Room: 456  
Time: 14:30-16:00

**SESSION: 1.3.2 - COMPETITIVE**  
Track 5 - Global Strategy  
*Hazardous Waste or Fountain of Knowledge? Spillovers and Geography*  
Room: 361  
Time: 14:30-16:00

**SESSION: 1.3.3 - COMPETITIVE**  
Track 1 - Political Economy  
*Country Risk Assessment and Firm Response*  
Room: 359  
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<td>Institutional Systems and International Business: Emerging Research Themes</td>
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<td>Language and Communication in International Management</td>
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<td>Track 5 - Global Strategy</td>
<td>Where Did My Job Go? Is Outsourcing a Taboo or a Boon?</td>
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<td>Look Out! External Flows of Trade and Investment</td>
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<td>Managing Innovation I: Setting the Stage</td>
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<td>Alliance Performance I: Role of Strategy</td>
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<td>Globalisation and Innovation: The Multinational’s Dilemma</td>
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<td>An Emerging Market Perspective on Global Strategy and Success</td>
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<td>Were Hymer Writing Now: Stephen Hymer, International Business Scholarship and ‘Globalisation’</td>
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<td>Market Orientation and Joint Venture in Emerging Markets</td>
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SUNDAY, JULY 11

SESSION: 1.4.8 - PANEL
BALAS Session I: The “Janet Kelly” Panel

Dealing Effectively with Latin America’s Ethically-Questionable Practices and High-Risk Business Environment
Room: 353  Time: 16:30-18:00

SESSION: 1.4.9 - COMPETITIVE
Track 5 - Global Strategy

Networks: Links for Lifts
Room: 352  Time: 16:30-18:00

SESSION: 1.4.10 - COMPETITIVE
Track 6 - Organization

Managing Innovation II: Leading and Guiding
Room: 253  Time: 16:30-18:00

SESSION: 1.4.11 - COMPETITIVE
Track 5 - Global Strategy

Internationalization and Performance: Who Does it Better?
Room: 254  Time: 16:30-18:00

SESSION: 1.4.12 - COMPETITIVE
Track 6 - Organization

Knowledge I: Networks and Flows
Room: 255  Time: 16:30-18:00

SUNDAY JUL 11 - 18:15-19:00

JIBS Decade Award
Room: Aulan  Time: 18:15-19:00

SUNDAY JUL 11 - 19:00-19:45

JIBS Decade Award Reception
Room: Café  Time: 19:00-19:45

WAIB Meeting and Reception
Room: 456  Time: 19:00-19:45

MONDAY, JULY 12

MONDAY JUL 12 - 07:00-07:45

Morning Walk
Time: 07:00-07:45

MONDAY JUL 12 - 07:00-08:30

JIBS Editorial Review Board Meeting
Room: 361  Time: 07:00-08:30

MONDAY JUL 12 - 07:30-09:00

AIB Chapter Chairs Meeting
Time: 07:30-09:00

2.1 - MONDAY JUL 12 - 08:30-10:00

SESSION: 2.1.1 - PANEL
Track 7 - Marketing

Global Customer and Supplier Management
Room: 456  Time: 08:30-10:00

SESSION: 2.1.2 - PANEL
Track 5 - Global Strategy

Local Roots, Global Links
Room: 361  Time: 08:30-10:00

SESSION: 2.1.3 - COMPETITIVE
Track 6 - Organization

The Dilemma of Organizational Cultures in Multinational Organizations
Room: 359  Time: 08:30-10:00

SESSION: 2.1.4 - COMPETITIVE
Track 4 - Alliances

Alliances vs. Acquisitions in Entry
Room: 358  Time: 08:30-10:00

SESSION: 2.1.5 - COMPETITIVE
Track 2 - Economics

Learning from the Other: MNE’s as a Source of Control
Room: 357  Time: 08:30-10:00
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<td>Understanding Expatriates I: Addressing the Local - Global Dilemma</td>
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<td>Ownership/Governance in Emerging Markets</td>
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<td>Building Bridges Under Conditions of Adversity</td>
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<td>Session: 2.1.10</td>
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<td>From Both Sides Now: Exploring HRM Issues for Foreign MNCs in India and Indian MNCs Overseas</td>
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<tr>
<td>Session: 2.1.11</td>
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<td>A Dialogue Between the Resource-Based Theory and International Management</td>
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<td>Bridging Programs and Research to Emerging Markets and Transition Economies with Third Party Funding: How to Apply and be Successful.</td>
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<tr>
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<tr>
<td>Session: 2.2.1</td>
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<tr>
<td>Richard N. Farmer Dissertation Award sponsored by Indiana University CIBER</td>
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<td>Alliance Design: Risk vs. Reward</td>
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<td>Learning from Experience in the International Marketplace</td>
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Room: 354  Time: 11:30-13:00

SESSION: 2.2.8 - COMPETITIVE  Track 1 - Political Economy
Global Problems, Global Solutions
Room: 353  Time: 11:30-13:00

SESSION: 2.2.9 - COMPETITIVE  Track 1 - Political Economy
Policy Implications on Firm Performance and National Competitiveness
Room: 352  Time: 11:30-13:00

SESSION: 2.2.10 - COMPETITIVE  Track 6 - Organization
Understanding Expatriates II: Adjustment and Readjustment
Room: 253  Time: 11:30-13:00

SESSION: 2.2.11 - COMPETITIVE  Track 5 - Global Strategy
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Room: 254  Time: 11:30-13:00

SESSION: 2.2.12 - PANEL  Track 3 - Emerging Markets
Developing Partnerships and Programs in Developing Economies
Room: 255  Time: 11:30-13:00

MONDAY JUL 12 - 13:00-14:30

SESSION: POSTER2
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SESSION: 2.3.1 - PANEL  Track 4 - Alliances
Dynamic Perspectives on International Alliances and Acquisitions
Room: 456  Time: 14:30-16:00

SESSION: 2.3.2 - COMPETITIVE  Track 5 - Global Strategy
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Room: 361  Time: 14:30-16:00

SESSION: 2.3.3 - PANEL  Track 6 - Organization
Strategy and Organization in Global Corporate Networks
Room: 359  Time: 14:30-16:00

SESSION: 2.3.4 - COMPETITIVE  Track 7 - Marketing
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Room: 358  Time: 14:30-16:00

SESSION: 2.3.5 - PANEL  Track 1 - Political Economy
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Room: 357  Time: 14:30-16:00

SESSION: 2.3.6 - COMPETITIVE  Track 3 - Emerging Markets
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SESSION: 2.3.7 - COMPETITIVE  Track 4 - Alliances
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SESSION: 2.3.8 - COMPETITIVE  Track 6 - Organization
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SESSION: 2.3.9 - PANEL  Track 1 - Political Economy
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<td>Aulan</td>
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<td>Nobel Reception at Stockholm City Hall</td>
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<td>Morning Walk</td>
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<td>Network Competition and Network Organizations</td>
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<td>The Localization Processes of Japanese Companies in the Chinese Societies in Hong Kong, Taiwan, and Mainland China</td>
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<td>The Old Squeeze Play: Exogeneous Pressures on International Strategy</td>
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Coffee Break
Room: Pelarsalen Time: 10:00-10:15

TUESDAY JUL 13 - 10:15-11:15

Plenary 6 - Cem Kozlu - "Turkey and the EU"
Room: Aulan Time: 10:15-11:15

TUESDAY JUL 13 - 11:15-11:30

Coffee Break
Room: Pelarsalen Time: 11:15-11:30

3.2 - TUESDAY JUL 13 - 11:30-13:00

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Room: 456 Time: 11:30-13:00

SESSION: 3.2.2 - PANEL Track 5 - Global Strategy
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Room: 361 Time: 11:30-13:00

SESSION: 3.2.3 - PANEL Track 6 - Organization
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Room: 359 Time: 11:30-13:00

SESSION: 3.2.4 - COMPETITIVE Track 7 - Marketing
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Room: 358 Time: 11:30-13:00

SESSION: 3.2.5 - COMPETITIVE Track 3 - Emerging Markets
Internationalization of SME's
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SESSION: 3.2.6 - COMPETITIVE Track 2 - Economics
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SESSION: 3.2.7 - PANEL Track 1 - Political Economy
THE Great Debate: IB is a Failed Discipline: Yeh or Ney?
Room: 354 Time: 11:30-13:00

SESSION: 3.2.8 - PANEL Track 1 - Political Economy
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SESSION: 3.2.9 - COMPETITIVE Track 4 - Alliances
Alliances Portfolios: Synergy or Chaos
Room: 352 Time: 11:30-13:00

SESSION: 3.2.10 - COMPETITIVE Track 6 - Organization
Trusting Individuals, Organizations, and Societies
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SESSION: 3.2.11 - PANEL Track 5 - Global Strategy
Researching Service MNEs: Past Trends, Present Thoughts, and Future Directions
Room: 254 Time: 11:30-13:00

SESSION: 3.2.12 - COMPETITIVE Track 6 - Organization
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Room: 255 Time: 11:30-13:00

TUESDAY JUL 13 - 13:00-14:30

SESSION: POSTER3
Poster Session 3 with Light Lunch
Room: Pelarsalen Time: 13:00-14:30

3.3 - TUESDAY JUL 13 - 14:30-16:00

SESSION: 3.3.1 - COMPETITIVE Track 4 - Alliances
Alliance Performance III: Role of Partner Fit
Room: 456 Time: 14:30-16:00
<table>
<thead>
<tr>
<th>SESSION: 3.3.2 - COMPETITIVE</th>
<th>Track 5 - Global Strategy</th>
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<tbody>
<tr>
<td>Soaking up the Spillovers: Organisational Knowledge Sharing</td>
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<tr>
<td>Room: 361</td>
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<thead>
<tr>
<th>SESSION: 3.3.3 - PANEL</th>
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<tbody>
<tr>
<td>1st Annual WAIB Panel</td>
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<tr>
<th>SESSION: 3.3.4 - PANEL</th>
<th>Track 6 - Organization</th>
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<tr>
<td>Bentley, The Global Business University: The Realities and Benefits of a Globalized Curriculum</td>
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<tr>
<td>Room: 358</td>
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<tr>
<th>SESSION: 3.3.5 - COMPETITIVE</th>
<th>Track 6 - Organization</th>
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<tr>
<td>Knowledge II: Becoming Strategically Intelligent</td>
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<td>Room: 357</td>
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<tr>
<th>SESSION: 3.3.6 - COMPETITIVE</th>
<th>Track 3 - Emerging Markets</th>
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<tr>
<td>Organizational Issues in Emerging Markets</td>
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<tr>
<th>SESSION: 3.3.7 - COMPETITIVE</th>
<th>Track 8 - Japanese</th>
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<tbody>
<tr>
<td>AJBS Session</td>
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<tr>
<th>SESSION: 3.3.8 - PANEL</th>
<th>Track 1 - Political Economy</th>
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<tr>
<td>The New International Economy: Alternative Perspectives on Institutions and Organisations in IB Research</td>
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<td>Room: 353</td>
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<tr>
<th>SESSION: 3.3.9 - COMPETITIVE</th>
<th>Track 1 - Political Economy</th>
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<tr>
<td>Development Linkages to Trade, Investment, and Privatization</td>
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<tr>
<th>SESSION: 3.3.10 - COMPETITIVE</th>
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<tr>
<td>Culture’s Influence II: Management Implications</td>
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<tr>
<th>SESSION: 3.3.11 - COMPETITIVE</th>
<th>Track 5 - Global Strategy</th>
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<tr>
<td>Shopping for Firms: Acquisitions can be Fun</td>
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<td>Room: 254</td>
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<tr>
<th>SESSION: 3.3.12 - COMPETITIVE</th>
<th>Track 6 - Organization</th>
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<tr>
<td>Bridging Across Cultures II: The Organizational Dynamics</td>
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<td>Room: 255</td>
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</table>

**TUESDAY JUL 13 - 16:00-16:30**

**Coffee Break**
Room: Pelarsalen | Time: 16:00-16:30

**3.4 - TUESDAY JUL 13 - 16:30-18:00**

<table>
<thead>
<tr>
<th>SESSION: 3.4.1 - PANEL</th>
<th>Track 4 - Alliances</th>
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<tr>
<td>International Business Relocation: Developing the Research Programme</td>
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<tr>
<th>SESSION: 3.4.2 - COMPETITIVE</th>
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<tr>
<td>Internationalization and Technology: An Electrifying Choice</td>
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<td>Room: 361</td>
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<tr>
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<tr>
<td>New Perspectives on Global Teams</td>
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<td>Room: 359</td>
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<tr>
<th>SESSION: 3.4.4 - COMPETITIVE</th>
<th>Track 4 - Alliances</th>
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<tr>
<td>Alliances in China: Beyond Subcontracting</td>
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<td>Room: 358</td>
<td>Time: 16:30-18:00</td>
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<tr>
<th>SESSION: 3.4.5 - PANEL</th>
<th>BALAS Session II: BALAS Presidents Panel</th>
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<tbody>
<tr>
<td>Emerging Trends and Innovative Business Practices in Latin America</td>
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<td>Room: 357</td>
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<tr>
<th>SESSION: 3.4.6 - COMPETITIVE</th>
<th>Track 3 - Emerging Markets</th>
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<tr>
<td>Strategic Issues in Central and Eastern Europe II</td>
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<tr>
<td>Room: 356</td>
<td>Time: 16:30-18:00</td>
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</tbody>
</table>
### Overview

**SESSION: 3.4.7 - COMPETITIVE**  
Track 2 - Economics

*Box Wallahs and Nawab’s: Trade and Government Policy*

Room: 354  
Time: 16:30-18:00

**SESSION: 3.4.8 - COMPETITIVE**  
Track 6 - Organization

*The Social Psychology of International Management: Exploring the Universals*

Room: 353  
Time: 16:30-18:00

**SESSION: 3.4.9 - PANEL**  
Track 1 - Political Economy

*Anticipating and Mitigating Institutional Policy Risk and Shock: What Have We Learned in the Last 35 Years?*

Room: 352  
Time: 16:30-18:00

**SESSION: 3.4.10 - COMPETITIVE**  
Track 6 - Organization

*Understanding Expatriates III: Characteristics of Time and Person*

Room: 253  
Time: 16:30-18:00

**SESSION: 3.4.11 - COMPETITIVE**  
Track 5 - Global Strategy

*Subsidiaries: Tricks and Treats*

Room: 254  
Time: 16:30-18:00

**SESSION: 3.4.12 - COMPETITIVE**  
Track 6 - Organization

*International HRM II: Selecting the Right People, Developing Them*

Room: 255  
Time: 16:30-18:00

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**TUESDAY JUL 13 - 18:00-19:30**

*AIB General Business Meeting & AIB Awards Ceremony*

Room: Aulan  
Time: 18:00-19:30

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**TUESDAY JUL 13 - 19:30-21:00**

*AIB General Business Meeting & AIB Awards Ceremony*

Room: Café  
Time: 19:30-21:00
2004 AIB Detailed Program
Stockholm, Sweden
July 10-13, 2004

SATURDAY, JULY 10

Placement Center
Room: Marmor Valvet (The Marble Vault)
Hours: 9:00 - 18:00 (Sun-Tue)

Exhibits
Room: Pelarsalen (The Pillared Hall)
Hours: 9:30 - 18:00 (Sun-Tue)

SESSION: PRECONF1

JIBS/AIB Paper Development Workshop
Room: 456  Time: 08:00-16:00
Chair: Tatiana Kostova, University of South Carolina & Arie Lewin, Duke University
Pre-registered participants only. Lunch is provided.

SESSION: PRECONF2

Doctoral Consortium
Room: 254  Time: 08:00-16:00
Chair: Marina Papanastassiou, Athens University of Economics and Business

Speakers:
Robert Pearce, University of Reading
Tamar Agmon, College of Management, Tel Aviv
Raj Aggarwal, Kent State University
Lena Zander, Stockholm School of Economics
Susan Feinberg, University of Maryland
Christian Bellak, Wirtschaftsuniversität Wien
Pervez N. Ghauri, UMIST
Pre-registered participants only. Lunch is provided.

SESSION: PRECONF3

Junior Faculty Consortium
Room: 255  Time: 08:00-16:00
Chair: Bruce Kogut, INSEAD

Speakers:
Chris Ahmadjian, Hitotsubashi University
Allan Afuah, University of Michigan
Michel Berry, Ecole de Paris and Ecole Polytechnique
Witold J. Henisz, University of Pennsylvania
Bruce Kogut, INSEAD
Udo Zander, Stockholm School of Economics
Pre-registered participants only. Lunch is provided.

SESSION: PRECONF4

Teaching Roundtables
Room: Pelarsalen  Time: 14:00-16:00
Chair: Maggi Phillips, Pepperdine University & Sonja Sackmann, University BW Munich

Facilitators:
Cross-Cultural and Intl Management
Zeynep Aycan, Koç University
International Accounting and Finance
James J. Stewart, University of Maryland University College
Intl Economics & Transition Economies
Bernard Wolf, York University
International Entrepreneurship
William Johnson, Bentley College
Intl Human Resources Management
Colette Frayne, Seattle University
Global Leadership and Ethics
Allan Bird, University of Missouri, St. Louis
International Marketing
Saeed Samiee, University of Tulsa
International Trade and Negotiations
Robert Spich, UCLA
Global Strategic Management
Jeffrey Shay, University of Montana
Saturday, July 10

**Track and Session Chairs Meeting**
Room: Aulan  Time: 16:00-16:20

Chair: Nakiye Boyacigiller, Sabanci University

All Track and Session Chairs are asked to attend this session to discuss the duties of the session chair and to receive current information on the program.

**Opening Plenary: "Aharoni, Wilkins, Vahlne and Doz: A Retrospective on Cultural, Institutional and Historical Approaches to the Growth of MNEs"**
Room: Aulan  Time: 16:30-18:00

Chair: Jose de la Torre, Florida International University

Participants:
- Yair Aharoni, Tel Aviv University and Duke University
- Mira Wilkins, Florida International University
- Jan-Erik Vahlne, Göteborg University
- Yves L. Doz, INSEAD

For the past 30 years, the influence of internalization or transaction-cost based theories of FDI and the growth of Multinational Enterprises have dominated much of the literature on these phenomena.

Yet, there is a rich and varied literature in the international business field that approaches such developments from different discipline or institutional perspectives.

The purpose of this Fellows Panel is to bring these older but certainly no less relevant approaches to the forefront of our discussion and conceptualization.

For that purpose, we have gathered four prominent authors and Fellows of the Academy to give us a retrospective view on their work and to provide us with a vision of where these theoretical or conceptual approaches fit in today's globalized economy.

This plenary is sponsored by the AIB Fellows and is open to all conference attendees.

**Plenary 2 - Nancy J. Adler - "From Istanbul to Stockholm: A Reflective Dialogue on Global Leadership"**
Room: Aulan  Time: 18:15-19:00

Chair: Nakiye Boyacigiller, Sabanci University

"The twenty-first century will be anything but business as usual." We know that the world yearns for leadership that transcends the narrow definitions used during most of the 20th century.

As Klaus Schwab, President of the World Economic Forum, reminded the world's top business leaders convening at Davos:

"In today's trust-starved climate, our market-driven system is under attack. Large parts of the population feel that business has become detached from society, that business interests are no longer aligned with societal interests.

To respond, business must take the lead and reposition itself clearly and convincingly as part of society."

Global business strategist Gary Hamel echoes Schwab's sentiments as he rhetorically demands, "By what law must competitiveness come at the expense of hope (p 24)?"

Given the extremely competitive nature of the global economy, is it reasonable to aspire to both business success and societal well-being? Perhaps not previously, but it's definitely a reasonable aspiration in the twenty-first century.

As we open the AIB 2004 Conference, this session will allow us to reflect individually and as a community on our roles as global leaders and those of our profession in bridging societal and business issues.

The session will include both reflection and dialogue on our role as scholars, teachers, and citizens with a global society.

**AIB Presidential Dinner at the Vasa Museum**
Time: 19:30-23:00

The Presidential Reception and Dinner celebrating the official opening of the 2004 AIB Conference will take place at the Vasa Museum. Business casual attire is recommended.

Bus transportation to the Vasa Museum will be available from both the Conference Center and the Nordic Hotels. The buses will run to the museum between 19:00-20:00. Return buses will run between 21:00-23:30.
**SUNDAY, JULY 11**

**Placement Center**
Room: Marmor Valvet (The Marble Vault)
Hours: 9:00 - 18:00 (Sun-Tue)

**Exhibits**
Room: Pelarsalen (The Pillared Hall)
Hours: 9:30 - 18:00 (Sun-Tue)

**SUNDAY JUL 11 - 07:00-07:45**

*Morning Walk*

**Time:** 07:00-07:45

Meet at the lobby of Nordic Sea and Best Western Wallin Hotels at 7:00am sharp for a leisurely walk around the city.

**SUNDAY JUL 11 - 07:00-08:30**

*JIBS Editors Meeting*

**Room:** 361

**Time:** 07:00-08:30

JIBS Departmental Editors, Associate Editors in Chief, and Consulting Editors only.

**SUNDAY JUL 11 - 08:15-08:30**

*Track Welcome*

**Time:** 08:15-08:30

An overview of the tracks and what to expect for all conference attendees.

- **Track 1** - Political Economy - Room: 357
- **Track 2** - Economics - will not meet
- **Track 3** - Emerging Markets - Room: 354
- **Track 4** - Alliances - Room: 456
- **Track 5** - Global Strategy - Room: 352
- **Track 6** - Organization - Room: 359
- **Track 7** - Marketing - Room: 358

**1.1 - SUNDAY JUL 11 - 08:30-10:00**

**SESSION: 1.1.1 - COMPETITIVE**

**Track 4 - Alliances**

**Alliances and Knowledge Flows**

**Room:** 456

**Time:** 08:30-10:00

- **Chair:** John T. Steen, University of Queensland Business School
- **Discussant:** Bo Bernhard Nielsen, Western Washington University

Managing the Dynamics of Tacit and Explicit Learning in IJVs

- Charles Dhanaraj, Indiana University
- Marjorie A. Lyles, Indiana University
- H. Kevin Steensma, University of Washington, Seattle
- Laszlo Tihanyi, University of Oklahoma

Social Networks as Drivers of Knowledge Diffusion

- Jasjit Singh, Harvard Business School

Intellectual Property Rights and the Governance of International R&D Partnerships

- John Hagedoorn, Maastricht University
- Danielle Cloodt, Maastricht University
- Hans van Kranenburg, Maastricht University

**SESSION: 1.1.2 - PANEL**

**Track 5 - Global Strategy**

**Why Has IB Failed at Methodological Development and What to Do About it?**

**Room:** 361

**Time:** 08:30-10:00

- **Panelists:**
  - Timothy M. Devinney, Australian Graduate School of Management
  - Peter J. Buckley, Leeds University Business School
  - Joseph Cheng, University of Illinois
  - Andrew Delios, National University of Singapore
  - Oded Shenkar, Ohio State University
  - Sri Zaheer, University of Minnesota

**SESSION: 1.1.3 - PANEL**

**Track 6 - Organization**

**Bridging with the Other: A Dialogue within Cross-Cultural Management**

**Room:** 359

**Time:** 08:30-10:00

- **Panelists:**
  - Laurence Romani, Stockholm School of Economics
  - Olivier Irmann, INSEAD
  - Sylvie Chevrier, University of Marne-la-Vallée
  - Philippe d'Iribarne, CNRS Gestion et Societe
  - Hèla Yousfi, Project Avicenne (UNESCO - European Union)
### SESSION: 1.1.4 - COMPETITIVE
**Track 7 - Marketing**

**International Entry and Expansion: Drivers, Barriers, Processes**

**Room:** 358  
**Time:** 08:30-10:00

Chair: Constantine S. Katsikeas, Cardiff University  
Discussant: Syed Tariq Anwar, West Texas A&M University

**Perceived Export Barriers: The Roles of Strategic Priority, Championing, and International Expertise**  
J. Chris White, Michigan State University  
Brian R. Chabowski, Michigan State University  
Stephen W. McDaniel, Texas A&M University

**Drivers of Managerial Job Satisfaction in Export Market Ventures: A UK Study**  
Evangelia S. Katsikea, Athens University of Economics and Business  
Marios Theodosiou, University of Cyprus  
Nikolaos Papavassiliou, Athens University of Economics and Business

**An Investment Model Explanation of Commitment in International Strategic Alliances**  
Mat Robson, Cardiff University  
Dionisis Skarmeas, Piraeus University  
Constantine S. Katsikeas, University of Leeds

### SESSION: 1.1.5 - PANEL
**Track 1 - Political Economy**

**Is Bargaining Theory Still Relevant to Government-Business Relations?**

**Room:** 357  
**Time:** 08:30-10:00

Chair: Robert Grosse, Thunderbird, AGSIM  
Discussant: Jean Bod dewyn, Baruch College, CUNY

**Panelists:**  
Robert Grosse, Thunderbird  
Lorraine Eden, Texas A&M University  
Alvin Wint, University of the West Indies

### SESSION: 1.1.6 - COMPETITIVE
**Track 2 - Economics**

**Global Capital Market Integration**

**Room:** 356  
**Time:** 08:30-10:00

Chair: Sidney J. Gray, University of Sydney  
Discussant: Brigitte Levy, University of Ottawa

**The Impact of Firm-Specific Factors on the Success of Cross-Listing Shares: Evidence from Canadian Cross-Listings in the United States**  
Dorothee J. Feils, University of Alberta  
Florin Sabac, University of Alberta

**The Integration of International Financial Markets 1988-2001**  
Catarina Figueira, Cranfield University  
Joseph Nellis, Cranfield University  
David Parker, Cranfield University

### SESSION: 1.1.7 - PANEL
**Track 3 - Emerging Markets**

**The Base of the Pyramid and the Sustainable Growth: Concepts and Experiences**

**Room:** 354  
**Time:** 08:30-10:00

Chair: Joan E. Ricart, IESE Business School

**Panelists:**  
Joan E. Ricart, IESE Business School  
Miguel A. Rodriguez, IESE Business School  
Jan Oosterveld, Senior Vice-President Royal Philips Electronics

### SESSION: 1.1.8 - COMPETITIVE
**Track 1 - Political Economy**

**Governance and Influence in the Global Environment**

**Room:** 353  
**Time:** 08:30-10:00

Chair: Robert Weiner, George Washington University  
Discussant: Robert Ware, University of Michigan-Flint

**Governance Environment and Mode of Investment**  
Shaomin Li, Old Dominion University  
Larry Filer, Old Dominion University

**The Translation of Corporate Governance Changes Across National Cultures: The Case of Germany**  
Trevor Buck, De Montfort University, Leicester  
Azura Shahrim, De Montfort University, Leicester

**Corporate Governance in the European Union: Multinationality and Convergence**  
Manzur Rahman, University of San Diego

**Time - Sensitive Lobbying: Approaches to Corporate Disaster Impact Reduction**  
Gabriele Suder, CERAM Sophia Antipolis European School of Management  
Wilf Greenwood, International University of Monaco

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**A New Approach in Determining the Relative Importance of Domestic and Global Factors on International Government Bond Markets**  
Hasan Fehmi Baklac, Izmir University of Economics

**Shareholder Values from International Acquisitions**  
Jongmoo Jay Choi, Temple University  
Eric C. Tsai, State University of New York, Oswego
**SESSION: 1.1.9 - COMPETITIVE**  
Track 5 - Global Strategy  

*Internationalization as a Process: How Do We Do This?*  
Room: 352  
Time: 08:30-10:00

Chair: Len Trevino, Washington State University  
Discussant: Len Trevino, Washington State University

**Internationalization or Business Diversification – Is there a Dominant Path?**  
Niron Hashai, Hebrew University  
Avraham Meshulach, Hebrew University

**The Non-Sequential Internationalization Process**  
Alvaro Cuervo-Cazurra, University of Minnesota, Carlson School of Management

**Exploiting the Complementarities, the Effects of External Linkages on Group Innovation**  
Ishtiaq Mahmood, National University of Singapore  
Zixia Sheng, Carnegie Mellon University  
Chi-Nien Chung, National University of Singapore

**International Diversification or Firm Resources? Examining their Effects on Firm Performance**  
Nejat Capar, American University of Sharjah

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**SESSION: 1.1.10 - COMPETITIVE**  
Track 6 - Organization  

*Bridging Across Cultures I: The Interpersonal Dynamics*  
Room: 253  
Time: 08:30-10:00

Chair: Joo-Seng Tan, Nanyang Technological University  
Discussant: Gbolahan Gbadamosi, University of Botswana

**Bridging Between American Managers and Chinese Employees: Using Open-Minded Dialogue as Mediator**  
Yifeng Chen, Lingnan University, Hong Kong  
Dean Tjosvold, Lingnan University, Hong Kong

**How to Reach Consensus From a Diversity of Viewpoints: The Dutch Decision Process as a Case Study**  
Jacqueline De Bony, CNRS Gestion et Société, France

**Understanding Leadership in Cultural Context as a Way of Bridging With the Other: The Case of Paternalism**  
Zeynep Aycan, Koc University

**Cross-Cultural Competence: Towards a Definition and a Model**  
James Patrick Johnson, Rollins College  
Tomasz Lenartowicz, Florida Atlantic University  
Salvador Apud, University of Texas, Austin

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**SESSION: 1.1.11 - COMPETITIVE**  
Track 5 - Global Strategy  

*Are You Experienced? The Role of Personal Knowledge*  
Room: 254  
Time: 08:30-10:00

Chair: James P. Neelankavil, Hofstra University  
Discussant: James P. Neelankavil, Hofstra University

**Firm Capabilities and its Impact on Knowledge Increase in an International Assignment**  
Sylvie Chetty, Massey University  
Jessica Lindbergh, Uppsala University

**“A Passage to India”: An Ethnography of Cross-Cultural Market Learning**  
Julien Cayla, Australian Graduate School of Management

**CEO Experiences: Effects on the Choice of FDI Entry Mode**  
Deepak Datta, University of Kansas  
Pol Herrmann, Iowa State University

**Small Firm Internationalization: Understanding the Practice Through an Interpretive Approach**  
Peter Lamb, La Trobe University and University of Queensland Business School  
Jorgen Sandberg, University of Queensland Business School  
Peter W. Liesch, University of Queensland Business School

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**SESSION: 1.1.12 - COMPETITIVE**  
Track 6 - Organization  

*International HRM I: Managing for Performance Around the Globe*  
Room: 255  
Time: 08:30-10:00

Chair: Dharma deSilva, University of Wichita  
Discussant: Davina Vora, University of Texas, Dallas

**Top Management Incentive Compensation and Knowledge Sharing in Multinational Corporations**  
Carl F. Fey, IIB, Stockholm School of Economics and SSE in Saint Petersburg  
Patrick Furu, Swedish School of Economics and Business Administration  
Gang Ji, China Europe International Business School and the Finnish Central Bank

**Attitudes, Reward System, and Patenting Propensity Among R&D Personnel**  
Lena Lee, NUS Entrepreneurship Centre, National University of Singapore  
Poh Kam Wong, NUS Entrepreneurship Centre, National University of Singapore

**Differential Effects of Motivational Variables on Reward Effectiveness: an International Comparison**  
Flora Birtch, The Chinese University of Hong Kong
Self-Ratings of Workplace Behavior: Contrasting Russia and Poland With the U.S.
Selim S. Ilter, St. John Fisher College
Robert D. Costigan, St. John Fisher College
Richard C. Insinga, State University of New York at Oneonta
Grazyna Kranas, Warsaw University
J. Jason Berman, St. John Fisher College

Sunday

Sunday, July 11

SUNDAY JUL 11 - 10:00-10:15
Coffee Break
Room: Pelarsalen Time: 10:00-10:15

SUNDAY JUL 11 - 10:15-11:15
Plenary 3 - Timur Kuran - "Why is the Middle East Economically Underdeveloped?"
Room: Aulan Time: 10:15-11:15
Chair: Nakiye Boyacigiller, Sabanci University
Discussant: Ben Gomes-Casseres, Brandeis University
Timur Kuran is Professor of Economics and Law, and King Faisal Professor of Islamic Thought and Culture at the University of Southern California.
His teaching and research draw on multiple disciplines, including economics, political science, sociology, psychology, and legal studies.

SUNDAY JUL 11 - 11:15-11:30
Coffee Break
Room: Pelarsalen Time: 11:15-11:30

1.2 - Sunday Jul 11 - 11:30-13:00

SESSION: 1.2.1 - COMPETITIVE Track 4 - Alliances
Alliance Management: Relationship Capital
Room: 456 Time: 11:30-13:00
Chair: Jamie D. Collins, Texas A&M University
Discussant: Vladimir Pucik, IMD
The Relationship Development Process in the Franchise Network: the Effect of Internationalization on Relationship Performance
Inmaculada Galván-Sánchez, University of Las Palmas de GC
Margarita Fernández-Monroy, University of Las Palmas de GC

SESSION: 1.2.4 - COMPETITIVE Track 7 - Marketing
Foreign Market Performance
Room: 358 Time: 11:30-13:00
Chair: Esra Gencturk, Koc University
Discussant: Esra Gencturk, Koc University
What Drives Brand Performance in Transitional Economies?
Yigang Pan, York University
Where is it Best to be Best?
Sanjeev Agarwal, Iowa State University
Michael Barone, Iowa State University

The Role of Trust in Interorganizational Learning: An Empirical Study of Polish-Foreign Joint Ventures.
Martyna Janowicz, Tilburg University
Niels George Noorderhaven, Tilburg University
How and When Does Governance Flexibility Influence Trust in International Strategic Alliances: An Empirical Study
Rekha Krishnan, Tilburg University
Niels Noorderhaven, Tilburg University
Alliance Learning: A Conceptual Model Explaining the Alliance Learning Process
Vanessa Ratten, Queensland University of Technology
Neil Paulsen, University of Queensland
John Gardner, University of Queensland

SESSION: 1.2.2 - PANEL Track 5 - Global Strategy
Research in International Business: A Bridge Across Disciplines
Room: 361 Time: 11:30-13:00
Chair: Tamir Agmon, College of Management, Tel Aviv
Panelists:
Raj Aggarwal, Kent State University
Steve Kobrin, University of Pennsylvania
Marina Papanastassiou, Athens University of Economics and Business
Mary Ann Von Glinow, Florida International University

SESSION: 1.2.3 - PANEL Track 6 - Organization
Global Teams as Bridges: Spanning Organizational & Theoretical Divides
Room: 359 Time: 11:30-13:00
Chair: Mary M. Maloney & Mary Zellmer-Bruhn, University of Minnesota
Panelists:
Julian Birkinshaw, London Business School
Julia Gluesing, Wayne State University
Martha L. Maznevski, IMD
Torben Pedersen, Copenhagen Business School
Mohan Subramaniam, Boston College

SESSION: 1.2.5 - PANEL Track 7 - Marketing
Foreign Market Performance
Room: 358 Time: 11:30-13:00
Chair: Esra Gencturk, Koc University
Discussant: Esra Gencturk, Koc University
What Drives Brand Performance in Transitional Economies?
Yigang Pan, York University
Where is it Best to be Best?
Sanjeev Agarwal, Iowa State University
Michael Barone, Iowa State University

SESSION: 1.2.6 - PANEL Track 8 - Organization
Alliance Learning: A Conceptual Model Explaining the Alliance Learning Process
Vanessa Ratten, Queensland University of Technology
Neil Paulsen, University of Queensland
John Gardner, University of Queensland

SESSION: 1.2.7 - PANEL Track 9 - Marketing
Research in International Business: A Bridge Across Disciplines
Room: 361 Time: 11:30-13:00
Chair: Tamir Agmon, College of Management, Tel Aviv
Panelists:
Raj Aggarwal, Kent State University
Steve Kobrin, University of Pennsylvania
Marina Papanastassiou, Athens University of Economics and Business
Mary Ann Von Glinow, Florida International University

SESSION: 1.2.8 - PANEL Track 10 - Organization
Global Teams as Bridges: Spanning Organizational & Theoretical Divides
Room: 359 Time: 11:30-13:00
Chair: Mary M. Maloney & Mary Zellmer-Bruhn, University of Minnesota
Panelists:
Julian Birkinshaw, London Business School
Julia Gluesing, Wayne State University
Martha L. Maznevski, IMD
Torben Pedersen, Copenhagen Business School
Mohan Subramaniam, Boston College

SESSION: 1.2.9 - PANEL Track 11 - Marketing
Foreign Market Performance
Room: 358 Time: 11:30-13:00
Chair: Esra Gencturk, Koc University
Discussant: Esra Gencturk, Koc University
What Drives Brand Performance in Transitional Economies?
Yigang Pan, York University
Where is it Best to be Best?
Sanjeev Agarwal, Iowa State University
Michael Barone, Iowa State University
Antecedents and Outcomes of Modular Production in the Brazilian Automobile Industry: A Grounded Theory Approach
Ronaldo Parente, Salisbury University
Masaaki Kotabe, Temple University
Janet Murray, Saint Louis University
Customer Relationship Management: Its Dimensions and Impact on Company Performance—Findings from Hong Kong
Srinivasan, Drexel University
Frederick Hong-kit Yim, Drexel University
Rolph Anderson, Drexel University

SESSION: 1.2.5 - PANEL
Track 1 - Political Economy
The Evolution of Institutions and International Business
Room: 357 Time: 11:30-13:00
Chair: Pankaj Ghemawat, Harvard Business School & Bernard Yeung, New York University
Panelists:
Tarun Khanna, Harvard Business School
Randall Morck, University of Alberta and Harvard University
Alexander Dyck, Harvard Business School
Pankaj Ghemawat, Harvard Business School

SESSION: 1.2.6 - COMPETITIVE
Track 3 - Emerging Markets
Environmental/Internationalization Issues in Emerging/Transitional Economies
Room: 356 Time: 11:30-13:00
Chair: Ahmet Murat Fis, Sabanci University
Discussant: John E. Spillan, Penn State University - DuBois
Important Decision Factors Considered By MNCs in their Reevaluation and/or Modification of Foreign Entry Modes During the Argentinian Financial Crisis
Tao Gao, Hofstra University
Talin S. Eshaghoff, Island Products Division of Ipsos Insight
How Do Institutions Matter? A Longitudinal Study of Private Investment in Infrastructure in Emerging Markets
Jennifer Oetzel, American University
Sudeshna Ghosh Banerjee, The World Bank Group
Rupa Ranganathan, The World Bank Group
Intellectual Property, Multinational Enterprises and the Developing World
P.M. Rao, Long Island University
Pervez N. Ghauri, Manchester School of Management
Strategic Motivations of Finnish Manufacturing FDIs in Emerging Asian Economies
Rizwan Tahir, University of Auckland
Jorma Larimo, University of Vaasa

SESSION: 1.2.7 - PANEL
Track 3 - Emerging Markets
Enterprise Strategies in Emerging Economies: A Comparative Approach
Room: 354 Time: 11:30-13:00
Chair: Klaus Uhlbruck, Texas A&M University
Discussant: Julio de Castro, Instituto de Empresa
Panelists:
Klaus Uhlbruck, Texas A&M University
Igor Filatotchev, King's College
Jonathan P. Doh, Villanova University
Klaus Meyer, Copenhagen Business School

SESSION: 1.2.8 - COMPETITIVE
Track 3 - Emerging Markets
Strategies in Emerging Markets
Room: 353 Time: 11:30-13:00
Chair: Aysun Ficici, Southern New Hampshire University
Discussant: Jayesh Kumar, Indira Gandhi Institute of Development Research, Mumbai, India
Corporate Branding Versus Product Branding as the Initial Branding Strategy of Developed-Country Firms in Emerging Markets
David J. Boggs, Saint Louis University
Henry Yu Xie, Saint Louis University
Global Challenges Facing Emerging Regional Markets in Transition: The Case of the Southern African Region
Johan Hough, University of Stellenbosch
The Antecedents and Consequences of Emerging Market Divestitures
Omar Toulan, McGill University
Pablo Martin de Holan, Instituto de Empresa and INCAE
First Mover Advantages and Market Making Expenditures in Emerging Markets: A Conceptual Exploration
Peter Enderwick, University of Waikato

SESSION: 1.2.9 - COMPETITIVE
Track 5 - Global Strategy
How to Make an Entrance
Room: 352 Time: 11:30-13:00
Chair: Congcong Zheng, London Business School
Discussant: Peggy Ellis, Nova Southeastern University
Managing Expectations: A Critical Task in International New Ventures
Steven E Phelan, University of Nevada, Las Vegas
Tevfik Dalgic, University of Texas, Dallas
Analysis of Marketing Decision-Making Strategies of New Zealand Companies Operating in the European Union (EU)
Henry Chung, Massey University, Albany
SESSION: 1.2.10 - PANEL
Track 5 - Global Strategy

Limits to Globalization: Triad Strategies of MNEs
Room: 253 Time: 11:30-13:00

Chair: Alan M. Rugman, Indiana University
Discussant: Alain Verbeke, University of Calgary

Panelists:
Ans Kolk, University of Amsterdam
Michael J. Enright, University of Hong Kong
Robert Grosse, Thunderbird, AGSIM
Lei Li, University of Portland

SESSION: 1.2.11 - COMPETITIVE
Track 5 - Global Strategy

Can’t We All Just Get Along? The Power of International Togetherness Among Firms
Room: 254 Time: 11:30-13:00

Chair: Anoop Madhok, University of Utah
Discussant: Anoop Madhok, University of Utah

International Joint Ventures in the People’s Republic of China: The Impact of China's WTO Accession on Bargaining Power, Strategic Positioning and Trust Relations
Harald Dolles, German Institute for Japanese Studies
Andreas Moerke, German Institute for Japanese Studies

Structure and Conflict in International Cooperative Ventures
James A. Robins, City University of Hong Kong
Steven Lui, City University of Hong Kong

Relational Assets, Inter-Organizational Mechanisms, and Alliance Performance of Venture Firms in Korea
ByoungJo Kim, Seoul National University
Dong-Sung Cho, Seoul National University

A Framework for Understanding Private Firm Participation in Multisectoral, Multinational (Energy) Technology Development Consortia
Gurneeta Vasudeva, George Washington University
Hildy Teegen, George Washington University

SESSION: 1.2.12 - COMPETITIVE
Track 6 - Organization

Implementing Organizational Cultures and Systems in Multinationals
Room: 255 Time: 11:30-13:00

Chair: S. Arzu Wasti, Sabanci University
Discussant: Jane E. Salk, University of Texas, Dallas

How Universal is the Relationship Between Systems of Human Resource Management Practices and Firm Performance: A Comparison of USA, Finland, and Russia
Carl F. Fey, IIB, Stockholm School of Economics and Stockholm School of Economics in Saint Petersburg
Sergey Morgoulis-Jakoushev, Stockholm School of Economics in Saint Petersburg
Ingmar Björkman, INSEAD and Swedish School of Economics and Business Administration

HRM in US Subsidiaries: Centralization or Autonomy?
Odd Nordhaug, Norwegian School of Economics and Business Administration
Mark Fenton-O’Creevy, Open University Business School
Paul Gooderham, Norwegian School of Economics and Business Administration

Attitudes Towards Affirmative Action in India and the United States: A Theoretical and Exploratory Analysis
Gwendolyn M. Combs, University of Nebraska-Lincoln
Sucheta Nadkarni, University of Nebraska-Lincoln

Transnational Management of Values-Based Practices
Anupama Mohan, Warwick Business School

SESSION: POSTER1

Poster Session 1 with Light Lunch
Room: Pelarsalen Time: 13:00-14:30

Chair: Attila Yaprak, Wayne State University

Can Multinationals Help Reduce Global Poverty?
Raj Aggarwal, Kent State University

Global Strategy Gone Astray! A Case of Asea Brown Boveri (ABB)
Syed Tariq Anwar, West Texas A&M University

Cultural Differences in Agency Costs and its Implications for Management Control
Sri Beldona, University of Dallas
Sam Beldona, Wichita State University

Exports vs. Relative Unit Labor Costs and Firm Behavior
Alfredo Martinez Bobillo, University of Valladolid
Juan Antonio Rodriguez Sanz, University of Valladolid
Fernando Tejerina Gaite, University of Valladolid
Sunday, July 11

International Joint Venture Performance: A Key Mediating Variable Model Approach
Mustafa Colak, Temple University
Mumin Dayan, Al Ghurair University
Hayat Ebru Erdost, Ankara University

The Role of Experience in Creating Profitable Operations in Central and Eastern Europe
Rian Drogendijk, Tilburg University
Kent Eriksson, Royal Institute of Technology, Stockholm
Jukka Hohenthal, Uppsala University

Do Corporate Governance Standards of Listed Firms Create Market Value? Evidence From Emerging Markets
Aysun Ficici, Southern New Hampshire University

The Impact of Foreign Banks on the Progress of Financial Reforms to Transition Countries
Jennifer PN Foo, Stetson University

Organizational and Managerial Characteristics as Antecedents of Export Performance: A Behavioral Approach
Berrin Guner, Rowan University
Philip A. Lewis, Rowan University

On the Evolutionary Aspects of Alliances: A Knowledge Gaps Perspective
Sajjad Haider, Napier University

Towards A Holistic and Multidimensional View of Values and Spirituality: Introducing Zero Centered Model
Fahri Karakas, McGill University

A Comparison of Product Expiration Date Apprehension in Canada and Turkey: An Exploratory Study
Fahri Karakaya, University of Massachusetts Dartmouth
Talha Harcar, Pennsylvania State University at Beaver

Born Global: International Entrepreneurship in the Turkish Fashion Industry
Neri Karra, University of Cambridge, Judge Institute of Management
Nelson Phillips, University of Cambridge

Corporate Governance and Dividends Payout in India
Jayesh Kumar, Indira Gandhi Institute of Development Research

Business Gift Giving in Vietnam Within and Between Organizations
Garold Alan Lantz, Monmouth University
Sandra Loeb, Europa Universität Viadrina
Linh Le, National Economic University - Hanoi

Differences in Global Orientation and Export Strategies Among Finnish SMEs
Jorma Larimo, University of Vaasa
Johanna Pulkkinen, University of Vaasa

Global Trade Under Pressure: The Rise of Regionalism and the Proliferation of Bilateral Agreements
Brigitte Levy, University of Ottawa

Antecedents and Consequences of Effective Management Localization In MNC Overseas Subsidiaries
Haiyang Li, Texas A&M University
Yan Zhang, Rice University
Geng Cui, Lingnan University
Tsang-Sing Chan, Lingnan University

The Change of Employment Mode Among Sino-Western Joint Ventures and its Theoretical Explanations
Ji Li, Hong Kong Baptist University

Network Embeddedness and the Governance of International Alliances
Hsin-Mei Lin, National Chi Nan University
Heng-Chiang Huang, National Taiwan University, Taiwan

Network Routines and Change of Network Configuration
Angelika Lindstrand, Stockholm School of Economics/Uppsala University

Variations in Negotiation Behavior: A Three-Country Comparison of Turkey, Mexico and the United States
Lynn E. Metcalf, California Polytechnic State University
Allan Bird, University of Missouri-St. Louis
Zeynep Aycaan, Koc University, Turkey
Didimo Dewar Valdelamar, Tecnologico de Monterrey, Mexico

A Contextual and Processual Analysis of Cross-Border Post-Acquisition Integration
Monia Mtar, University of Edinburgh

Core Company Strategies Under the NAFTA
Alan Muller, Erasmus University, Rotterdam
Rob van Tulder, Erasmus University, Rotterdam

An Empirical Investigation of the Relationship Between Global Strategic Alliances and Strategic Capabilities
Francine Newth, Providence College

The Relation Between Copyright Protection and Governance Mechanism: An Integrative Perspective of Transaction Cost Economics and Resource-Based Theory
Wijn Park, Seoul National University
Dong-Sung Cho, Seoul National University

Regional Integration of Equity Markets in Sub-Saharan Africa
Jennifer Piesse, King's College London
Bruce Hearn, King's College London

Economic Casualties of War: A Look at the Lasting Effects of the Vietnam Conflict on Consumer Decision Making
Jeffrey Steven Podoshen, Temple University

Analysis of Attitudes of Turkish Citizens Toward EU Membership
David McHardy Reid, Rochester Institute of Technology
Bulent Aybar, Rochester Institute of Technology
Erhan Mergen, Rochester Institute of Technology
Victor Perotti, Rochester Institute of Technology

Building Brand Equity: A Comparative Study of French Soccer and Canadian Hockey Teams
André Richelieu, Université Laval
Vincent Couvelaere, Total France

The Esteem of Global Brands
Ilkka A. Ronkainen, Georgetown University
Johny K. Johansson, Georgetown University

The Game Metaphor for International Strategic Management and Internationalization Process Study
Pasi Sajasalo, Tampere University of Technology
Sunday, July 11

SESSION: 1.3.1 - COMPETITIVE
Corporate International Strategy: Buy, Sell, or Hold?
Room: 456 Time: 14:30-16:00
Chair: William Newburry, Rutgers University
Discussant: William Newburry, Rutgers University

Corporate Governance and Performance in Publicly Listed, Family-Controlled Firms: Evidence From Taiwan
Jennifer Piesse, King’s College
Igor Filatotchev, Bradford University School of Management
Yung-Chih Lien, King’s College

Geographic Scope of Operations by Multinational Companies: An Exploratory Study of Regional and Global Strategies
Balasubramanian Elango, Illinois State University
Domestic Mindsets and Multinationality: The Moderating Role of Global/Multidomestic Industries
Pedro David Perez, Cornell University
Sucheta Nadkarni, University of Nebraska - Lincoln
Pol Herrmann, Iowa State University

SESSION: 1.3.2 - COMPETITIVE
Hazardous Waste or Fountain of Knowledge? Spillovers and Geography
Room: 361 Time: 14:30-16:00
Chair: Tatiana Zalan, University of Melbourne
Discussant: Jennifer Spencer, George Washington University

Knowledge Spillovers: Geography, Technology and Intra-Firm Linkages
Nandini Lahiri, Indian School of Business

Knowledge Spillovers, Geographic Location, & the Productivity of Pharmaceutical Research
Jeffrey L. Furman, Boston University
Margaret K. Kyle, Carnegie Mellon University

Incentives and the Flow of Knowledge
Amir Shoham, Ben-Gurion University & Negev Academic College of Engineering
Varda Yaari, Ben-Gurion University
David M. Brock, Ben-Gurion University

Closing the Knowledge Gap in Foreign Markets - An Organizational Learning Perspective
Bent Petersen, Copenhagen Business School
Marjorie A. Lyles, Indiana University
Torben Pedersen, Copenhagen Business School

SESSION: 1.3.3 - COMPETITIVE
Country Risk Assessment and Firm Response
Room: 359 Time: 14:30-16:00
Chair: Jiawen Yang, George Washington University
Discussant: Reid Click, George Washington University

Country Risk Ex Post Foreign Direct Investment: An Examination of Foreign Firms’ Experiences in Costa Rica
Jennifer Oetzel, American University

An Interactive Framework for Assessing and Addressing Country Risk
Clarence J. Mann, University of Maryland University College

An Analysis of Country Risk in the Context of Globalization
Zhan Su, Laval University
Yao Amewokunu, Laval University

Foreign Direct Investment and Evaluation of Country Risk: An Empirical Investigation
Abdul A. Rasheed, University of Texas at Arlington
Jayaraman Vijayakumar, Virginia Commonwealth University
Rasoul Tondkar, Virginia Commonwealth University
SESSION: 1.3.4 - COMPETITIVE  Track 3 - Emerging Markets

Internationalization Issues: The Case of China I
Room: 358  Time: 14:30-16:00

Chair: Witold J. Henisz, University of Pennsylvania
Discussant: Jonathan Brookfield, Texas A&M University

Exploring the Practical Effects of Country of Origin, Animosity, and Price / Quality Issues: The Case of Taiwan's Acer in China
Lyn Suzanne Amine, Saint Louis University
Mike C.H. Chao, Saint Louis University

The Difficulties in Using a Cost Leadership Strategy in Emerging Markets
Daniel W. Baack, Saint Louis University
David J. Boggs, Saint Louis University

Spatial Determinants of Japanese FDI in China
John Francis Cassidy, University College Dublin, Ireland
BernadetteAndreouso-O'Callaghan, University of Limerick, Ireland

Guanxi as a Special Informal Institution: Toward an Integrated Framework of Social Exchange
Peter Ping Li, California State University, Stanislaus

SESSION: 1.3.5 - PANEL  Track 1 - Political Economy

Institutional Systems and International Business: Emerging Research Themes
Room: 357  Time: 14:30-16:00

Chair: Arie Y. Lewin, Duke University and Michael A. Witt, INSEAD
Discussant: Lorraine Eden, Texas A&M University

Panelists:
Arie Y. Lewin, Duke University
Ram Mudambi, Temple University
Klaus E. Meyer, Copenhagen Business School
Vo Hung Nguyen, NISTPASS
Michael A. Witt, INSEAD

SESSION: 1.3.6 - COMPETITIVE  Track 2 - Economics

Global Financing Reporting Determinants
Room: 356  Time: 14:30-16:00

Chair: Mohamed Azzim Gulamhussen, ISC TE - Business School
Discussant: Rob Larson, University of Dayton

National Culture and Financial Systems
Chuck C.Y. Kwok, University of South Carolina
Solomon Tadesse, University of South Carolina

SESSION: 1.3.7 - COMPETITIVE  Track 3 - Emerging Markets

Strategic Issues in Central and Eastern Europe
Room: 354  Time: 14:30-16:00

Chair: Susan Forquer Gupta, University of Wisconsin Milwaukee
Discussant: Jenifer Piesse, King's College, London

Strategic Flexibility in the Czech Republic
William Worthington, Texas A&M University

Ownership, Intra-Industry Trade and Factor Intensities: The Case of Poland 1993-2000
Jorgen Ulff-Moller Nielsen, Aarhus School of Business
Konrad Pawlik, Aarhus School of Business

Meeting the New Competition in the Enlarged European Union: Can IT Exporters Provide a Model of Adjustment For Central European Companies?
Tomasz Mroczkowski, Kogod School of Business, American University

SESSION: 1.3.8 - PANEL  Track 6 - Organization

Language and Communication in International Management
Room: 353  Time: 14:30-16:00

Chair: Rebecca Marschan-Piekarki, Swedish School of Economics and Business Administration and Lena Zander, Stockholm School of Economics

Language and International Management: A Review and Extension
Denice Welch, Mt Eliza Business School, Australia
Lawrence Welch, Mt Eliza Business School, Australia
Rebecca Marschan-Piekarki, Swedish School of Economics and Business Administration, Finland

Language, Communication and Social Knowledge in Foreign Knowledge Transfer to China
Peter J. Buckley, Leeds University Business School
Martin Carter, Leeds University Business School
Jeremy Clegg, Leeds University Business School
Hui Tan, Leeds University Business School

Drivers of Interunit Communication in the Multinational Corporation
Wilhelm Barner-Rasmussen, Swedish School of Economics and Business Administration
Ingmar Bjorkman, Swedish School of Economics and Business Administration
Language Diversity in International Teams
   Jane Henderson Kassis, ESCP-EAP, European School of Management, France

International Management by Talking?: The Role of Communication and Language in Interpersonal Leadership
   Lena Zander, Stockholm School of Economics, Sweden

SESSION: 1.3.9 - COMPETITIVE  Track 5 - Global Strategy

Where Did My Job Go? Is Outsourcing a Taboo or a Boon?
   Room: 352  Time: 14:30-16:00
   Chair: Ronaldo Parente, Salisbury University
   Discussant: Ivan Manev, University of Maine

Strategic Modularization and Performance Implications in the Brazilian Automotive Industry
   Ronaldo Couto Parente, Salisbury University
   Masaaki Kotabe, Temple University

The Convergence Strategies of Global High-Tech Companies: Application of SER_M Approach
   Dong-Sung Cho, Seoul National University
   Sang-Wuk Ku, Seoul National University

The Internet and the Internationalization of Small Knowledge-Intensive Firms: Promises, Problems Ad Prospects
   Shameen Prashantham, University of Strathclyde
   Stephen Young, University of Strathclyde

Internationally Competitive Clusters in Developing Countries: India’s IT Industry
   Ravi Ramamurti, Northeastern University

SESSION: 1.3.10 - COMPETITIVE  Track 2 - Economics

Global Corporate Governance and Structure
   Room: 253  Time: 14:30-16:00
   Chair: Iris Berdrow, Bentley College
   Discussant: Robert Grosse, Thunderbird, AGSIM

Transparency and Corporate Governance in Malaysia Before and After the Asian Financial Crisis
   Sidney Gray, University of Sydney
   Tam Pham, University of New South Wales
   Richard Morris, University of New South Wales

When Do Owners Make a Difference? A Comparison of Market-Centered Versus Bank-Centered Governance
   Sandra Marguerite Dow, University of Quebec at Montreal
   Jean M. McGuire, Concordia University

Bank Governance and Performance
   Ilduara Busta, Copenhagen Business School

Foreign Venture Capitalists’ Institutionalizing Effects on the Internationalization of Entrepreneurial Ventures
   Markus Mäkelä, Helsinki University of Technology
   Markku Maula, Helsinki University of Technology

SESSION: 1.3.11 - COMPETITIVE  Track 5 - Global Strategy

Look Out! External Flows of Trade and Investment
   Room: 254  Time: 14:30-16:00
   Chair: Mahmood A. Zaidi, University of Minnesota
   Discussant: Jason Z. Yin, Seton Hall University

New Theory and Evidence on Intrafirm Trade
   Subramanian Rangan, INSEAD
   Metin Sengul, INSEAD

Transforming the Scope of Activities of the Firm With Processes of Regional Economic Integration
   Alvaro Cuervo-Cazurra, University of Minnesota
   Omar N. Toulan, McGill University

The Impact of Barriers to Export on Export Marketing Performance
   Craig C. Julian, University of Adelaide
   Zafar Ahmed, Texas A&M University at Commerce

SESSION: 1.3.12 - COMPETITIVE  Track 6 - Organization

Managing Innovation I: Setting the Stage
   Room: 255  Time: 14:30-16:00
   Chair: Douglas Sanford, Towson University
   Discussant: William H. A. Johnson, Bentley College

Setting the Stage for Efficient New Product Development: An Empirical Study of the Hong Kong Electronics Industry
   Edwin K. W. Kwong, Fujitsu Microelectronics Pacific Asia Limited
   Margaret A. Shaffer, Hong Kong Baptist University

Integrative Management Practices and the Exploration/Exploitation Dilemma in Large Established Japanese and U.S. Firms
   Anique Un, Cornell University

Perceived Cultural Diversity and Their Benefits in New Ventures: Theoretical and Empirical Findings
   Ricarda B. Bouncken, Brandenburg Institute of Technology

The Role of Business Environments in the Formation of Entrepreneurial Cognitions: A Comparative Business Systems Research
   Dominic S. K. Lim, University of Western Ontario
   Eric A. Morse, University of Western Ontario

SUNDAY JUL 11 - 16:00-16:30

Coffee Break
   Room: Pelarsalen  Time: 16:00-16:30
Sunday, July 11

1.4 - Sunday Jul 11 - 16:30-18:00

SESSION: 1.4.1 - Competitive Track 4 - Alliances

Alliance Performance I: Role of Strategy
Room: 456 Time: 16:30-18:00
Chair: Bahar Ceritoglu, Marmara University
Discussant: Shih-Fen S. Chen, Brandeis University

Growth Options Implications of International Joint Ventures
Tony W. Tong, The Ohio State University
Jeffrey J. Reuer, University of North Carolina - Chapel Hill
Mike W. Peng, Ohio State University

Knowledge Flows and Innovative Performance in Biopharmaceutical MNEs
Mo Yamin, Manchester School of Management
Juliet Otto, GlaxoSmithKline

Determinants of International Strategic Alliance Performance: A Meta-Analysis
Rekha Krishnan, Tilburg University
Paulo. V Cunha, Tilburg University

Do Japanese Firms Outperform U.S. Partners in Interfirm Cooperation?: Stock Market Valuation of Technology Alliances
Byung H. (Brian) Lee, California State University, Fullerton

SESSION: 1.4.2 - Panel Track 5 - Global Strategy

Globalisation and Innovation: The Multinational’s Dilemma
Room: 361 Time: 16:30-18:00
Chair: Balasubramanian Elango, Illinois State University
Discussant: Jeffrey L. Furman, Boston University

Profiting From Innovation: When Does Participation in the Global Innovation System Contribute to Firm Performance?
Jennifer W. Spencer, George Washington University
Gurneeta Vasudevna Singh, George Washington University

Technological Strategies of the Largest Foreign MNCs in the European Regions
John Cantwell, Rutgers University and University of Reading
Lucia Piscitello, Politecnico di Milano

What Way(s) to Impactful Innovation? A Japan-U.S. Comparison and Empirical Test
Xavier Martin, Tilburg University
Atul Nerkar, Columbia University

Innovation in Multinational Subsidiaries: The Role of External Knowledge, Sourcing Capacity and Combinative Capability
Anu Phene, University of Utah
Paul Almeida, Georgetown University

SESSION: 1.4.3 - Competitive Track 6 - Organization

Culture’s Influences: Advances in Theory
Room: 359 Time: 16:30-18:00
Chair: Yifeng Nancy Chen, Hong Kong Lingnan University
Discussant: Yifeng Nancy Chen, Hong Kong Lingnan University

The Moon and the Sun of Culture: Cross-Cultural Management From a Paradox Perspective
Tony Fang, Stockholm University

Exploring the Mediating Role of Authentic and Pseudo-Vertical Harmony in Leadership Processes: A Study in Taiwan
T.K. Peng, I-Shou University
Kuen-Yung Jone, Kaohsiung Medical University
Jim-Tang Wang, Kaohsiung Medical University

Western Originated Management Theories and Developing Countries
Laurence Romani, Stockholm School of Economics

SESSION: 1.4.4 - Panel Track 3 - Emerging Markets

An Emerging Market Perspective on Global Strategy and Success
Room: 358 Time: 16:30-18:00
Chair: Gerhard A. Wuehrer, Johannes Kepler University; Ven Sriram, University of Baltimore and Zeynep F. Bilgin, Marmara University

Panelists:
Jozsef Berács, Budapest University
Vito Bobek, University of Maribor
Rajan Chhibba, Filip, India
Helena Chiu, National Kaohsiung First University of Science and Technology
Rusty Mae Moore, Hofstra University
Dilek Zamantili Nayir, Marmara University
Ashok/Meera Vasudevan, Tasty Bite, India
SESSION: 1.4.5 - PANEL  
Track 1 - Political Economy

Were Hymer Writing Now: Stephen Hymer, International Business Scholarship and 'Globalisation'

Room: 357  
Time: 16:30-18:00

Chair: Christos N. Pitelis, University of Cambridge

Panelists:
Christos N Pitelis, Centre for International Business and Management, University of Cambridge
Edward M. Graham, Institute for International Economics
Peter J. Buckley, Centre for International Business, University of Leeds (CIBUL)
Paz Estrella Tolentino, Birkbeck College, University of London
John H. Dunning, University of Reading and Rutgers University

SESSION: 1.4.6 - COMPETITIVE  
Track 2 - Economics

Capital Markets and Global Business

Room: 356  
Time: 16:30-18:00

Chair: Elizabeth Maitland, University of New South Wales
Discussant: Raj Aggarwal, Kent State University

Stock Market Integration in ASEAN After the Asian Financial Crisis
Reid W. Click, George Washington University
Michael G. Plummer, John Hopkins University

Common Risk Factors in Returns in Asian Emerging Stock Markets
Gordon Y.N. Tang, Hong Kong Baptist University
Wai Cheong Shum, Hong Kong Baptist University

Aggregate Imports and Bank Credit in Southeast Asia: A Cointegration Analysis
Tuck Cheong Tang, Monash University, Malaysia

Stock Price Reaction to Capital Expenditures: Discred of Investors?
Jairo Laser Procianoy, EA/UFRGS + LVBS

SESSION: 1.4.7 - COMPETITIVE  
Track 3 - Emerging Markets

Market Orientation and Joint Venture in Emerging Markets

Room: 354  
Time: 16:30-18:00

Chair: Karen D. Loch, Georgia State University
Discussant: Karen D. Loch, Georgia State University

The Impact of Market Orientation on the Internationalisation of Retailing Firms
Pervez N. Ghauri, Manchester School of Management, UMIST
Helen Rogers, Manchester School of Management, UMIST
Katharine George, Manchester School of Management, UMIST

SESSION: 1.4.8 - PANEL  
BALAS Session I: The "Janet Kelly" Panel

Dealing Effectively with Latin America's Ethically-Questionable Practices and High-Risk Business Environment

Room: 353  
Time: 16:30-18:00

Chair: Miguel P. Caldas, Loyola University New Orleans

Special session organized by the Business Association of Latin American Studies (BALAS)

Panelists:
Harvey Arbelaez, Monterey Institute of International Studies
Miguel Caldas, Loyola University New Orleans
Bryan Husted, ITESM, Monterrey, Mexico and Instituto de Empresa, Madrid
Marina Onken, Touro University International

SESSION: 1.4.9 - COMPETITIVE  
Track 5 - Global Strategy

Networks: Links for Lifts

Room: 352  
Time: 16:30-18:00

Chair: Benjamin Stahl, Uppsala University
Discussant: Jongmoo Jay Choi, Temple University

Regional Business Networks in the Multinational Retail Sector
Stephane Justin Gilbert Girod, University of Oxford
Alan M. Rugman, Indiana University

Focus on Your Customer: External Business Networks and Performance in Foreign Investments
Janet L. Shaner, IMD
Martha L. Maznevski, IMD

Toward a Knowledge-Based Conceptualization of Internationalisation
Shameen Prashantham, University of Strathclyde
SESSION: 1.4.10 - COMPETITIVE  Track 6 - Organization

Managing Innovation II: Leading and Guiding
Room: 253  Time: 16:30-18:00

Chair: James Stewart, University of Maryland, University College
Discussant: John A. Volkmar, Gettysburg College

The Mediating Role of Innovation Strategy on the Relationship Between Industry Structure and National Context with Firm Performance
Brent B. Allred, College of William & Mary
K. Scott Swan, College of William & Mary

Does Socio-Cultural Context Affect the Relationship of Leadership to Innovation Influence? A Search For New Answers in the International Domain
Detelin S. Elenkov, University of Tennessee
Ivan M. Manev, University of Maine

Fostering Subsidiary Technology Innovation
John W. Medcof, McMaster University
William H. A. Johnson, Bentley College

SESSION: 1.4.11 - COMPETITIVE  Track 5 - Global Strategy

Internationalization and Performance: Who Does it Better?
Room: 254  Time: 16:30-18:00

Chair: Ravi Ramamurti, Northeastern University
Discussant: Ravi Ramamurti, Northeastern University

Internationalization and Firm Performance: Meta-Analytic Review and Future Research Directions
Hardy Wagner, University of St. Gallen
Winfried Ruigrok, University of St. Gallen

Multinationality and Performance: Review, Reflection, and Research Agenda
Lei Li, University of Portland

Economic Consequences of International Diversification: FDI Experiences of Australian Firms
Tatiana Zalan, University of Melbourne
Geoffrey Lewis, Melbourne Business School
Kevin Jarvie, Partners in Performance International

Liability of Internationalization: A Technical Efficiency Perspective
Lei Li, University of Portland

SESSION: 1.4.12 - COMPETITIVE  Track 6 - Organization

Knowledge I: Networks and Flows
Room: 255  Time: 16:30-18:00

Chair: Carlos Garcia-Pont, IESE
Discussant: David C Thomas, Simon Fraser University

Creating and Transferring Collective Knowledge Patterns in Networks - A Constructivist Perspective on Communication -
Michael Behnam, European Business School
Ulrich Gilbert Dirk, University of New South Wales
Vera Schueerhoff, European Business School

Knowledge Exploitation in Multinational Corporations: The Role of Centers of Excellence and Transnational Teams
Maria Andersson, Uppsala University
Katarina Lagerstrom, Uppsala University

Learning by Networking: Knowledge Search and Sharing in Multinational Organizations
James Nebus, Northeastern University

The Impact of Manageable Mechanisms on Interunit Knowledge Flows in Multinational Enterprises
Magnus Persson, Uppsala University

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SUNDAY JUL 11 - 18:15-19:00

JIBS Decade Award
Room: Aulan  Time: 18:15-19:00

Chair: Arie Y. Lewin, Duke University

The 2004 JIBS Decade Award, sponsored by Palgrave Macmillan, will recognise the most influential paper published in the 1994 volume of the Journal of International Business Studies.

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SUNDAY JUL 11 - 19:00-19:45

JIBS Decade Award Reception
Room: Café  Time: 19:00-19:45

Hosted by Palgrave MacMillan in honor of the winner of the 2004 JIBS Decade Award.

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WAIB Meeting and Reception
Room: 456  Time: 19:00-19:45

Women of the AIB and those interested in supporting the advancement of women in business will have a short business meeting and enjoy a light reception.

Hosted by the Boeing Institute for International Business at Saint Louis University.
Monday, July 12

**Placement Center**
Room: Marmor Valvet (The Marble Vault)
Hours: 9:00 - 18:00 (Sun-Tue)

**Exhibits**
Room: Pelarsalen (The Pillared Hall)
Hours: 9:30 - 18:00 (Sun-Tue)

**MONDAY JUL 12 - 07:00-07:45**

*Morning Walk*
Time: 07:00-07:45

Meet at the lobby of Nordic Sea and Best Western Wallin Hotels at 7:00am sharp for a leisurely walk around the city.

**MONDAY JUL 12 - 07:00-08:30**

**JIBS Editorial Review Board Meeting**
Room: 361
Time: 07:00-08:30

JIBS Editorial Review Board members and Departmental Editors only.

**MONDAY JUL 12 - 07:30-09:00**

**AIB Chapter Chairs Meeting**
Time: 07:30-09:00

AIB Board Members and AIB Chapter Chairs only. The meeting will take place at the Nordic Sea Hotel Restaurant.

**2.1 - MONDAY JUL 12 - 08:30-10:00**

**SESSION: 2.1.1 - PANEL**
Track 7 - Marketing

**Global Customer and Supplier Management**
Room: 456
Time: 08:30-10:00

Chair: Masaaki Kotabe, Temple University-IGMS

Panelists:
George Yip, London Business School
G. Tomas M. Hult, Michigan State University
Matthew Myers, University of Tennessee
Omar Toulan, McGill University

**SESSION: 2.1.2 - PANEL**
Track 5 - Global Strategy

**Local Roots, Global Links**
Room: 361
Time: 08:30-10:00

Chair: Yves Doz, INSEAD

Panelists:
Yves Doz, INSEAD
Peter Williamson, INSEAD
Seija Kulkki, Helsinki School of Economics
Jose Santos, INSEAD
Veli-Pekka Niitamo, Nokia
Julian Birkinshaw, London Business School

**SESSION: 2.1.3 - COMPETITIVE**
Track 6 - Organization

**The Dilemma of Organizational Cultures in Multinational Organizations**
Room: 359
Time: 08:30-10:00

Chair: Susan C. Schneider, University of Geneva
Discussant: Mary Yoko Brannen, San Jose State University

Global Organizational Culture? - Modeling the Relationship Between National and Organizational Culture
Lena Zander, Stockholm School of Economics

Merger of Two Subsidiaries: An Integration of Cultures as a Strategic Challenge
Krzysztof Obloj, University of Warsaw and L. Kozminski AEM

Addressing the Confusion of Organizational Culture: A Chinese-Inspired Binary Typology for Bridging Cultural Models
Mondo Secter, Simon Fraser University

Culture and Social Cognition
Catherine T. Kwantes, University of Windsor
Cheryl A. Boglarsky, Human Synergistics Inc.

**SESSION: 2.1.4 - COMPETITIVE**
Track 4 - Alliances

**Alliances vs. Acquisitions in Entry**
Room: 358
Time: 08:30-10:00

Chair: Angelika Lindstrand, Stockholm School of Economics
Discussant: Vanessa Ratten, Queensland University of Technology

The Motives for International Acquisitions: Capability Procurements, Strategic Considerations, and the Role of Ownership Structures
Shih-Fen S. Chen, Brandeis University - International Business School

Greenfield Investment or Acquisition: The Combined Effects of National Cultural Distance and Subsidiary Autonomy
Arjen H.L. Stangenberg, Tilburg University
Jean-François Hennart, Tilburg University
Entry Mode Choice and Foreign Direct Investment: Lessons From the Automotive Supplier Sector
Charalambos Th. Constantinou, University of Edinburgh, Management School and Economics

Parent Intention, Resource Condition, and Control System: Examining the Determinants of Parent Control in International Joint Ventures
Dong Chen, Rutgers University
Seung Ho Park, CEIBS/Rutgers

SESSION: 2.1.5 - COMPETITIVE
Track 2 - Economics

Learning from the Other: MNE’s as a Source of Control
Room: 357
Time: 08:30-10:00

Chair: Tuck Cheong Tang, University of Monash
Discussant: Joseph A. Clougherty, Wissenschaftszentrum Berlin (WZB)

Multinational Firms and International Knowledge Diffusion: Evidence Using Patent Citation Data
Jasjit Singh, Harvard Business School

Ana Teresa Tavares, University of Porto
Stephen Young, University of Strathclyde

Firm Configuration and Internationalization: A Model
Peter J. Buckley, Leeds University
Niron Hashai, Hebrew University

Going Global and Going Public: The Effect of Multinationality on the Performance of Newly Public Firms
Ram Mudambi, Temple University
Susan Mudambi, Temple University
Arif Khurshed, University of Manchester

SESSION: 2.1.6 - COMPETITIVE
Track 6 - Organization

Understanding Expatriates I: Addressing the Local - Global Dilemma
Room: 356
Time: 08:30-10:00

Chair: Jane Salk, University of Texas at Dallas
Discussant: Jane Salk, University of Texas at Dallas

Localization in China: Expatriate Perspectives
Jan Selmer, Hong Kong Baptist University

Overcoming Liability of Foreignness by Expatriates in Local Workgroups
Arpita Joardar, University of South Carolina
Tatiana Kostova, University of South Carolina

National Culture and MNE Subsidiary Control
David M. Brock, Ben-Gurion University
Amir Shoham, Ben-Gurion University & Negev Academic College of Engineering
Oded Shenkar, Ohio State University

SESSION: 2.1.7 - COMPETITIVE
Track 3 - Emerging Markets

Ownership/Governance in Emerging Markets
Room: 354
Time: 08:30-10:00

Chair: Deidre Bird, Providence College
Discussant: Daniel G. Van Den Bulcke, University of Antwerp

Agency Costs of Controlling Minority Owners: Evidence From Korean and Indian Business Groups
Chinmay Pattnaik, Yonsei University

Firm Behavior in the Face of Government Corruption
Jamie D. Collins, Texas A&M University
Nikolaus T. Uhlenbruck, Texas A&M University

Foreign Investor Participation in Privatizations: Does the Institutional Environment Matter?
Jean-Claude Cosset, Universite Laval
Narjess Boubakri, HEC Montreal
Omran Guedhami, Memorial University of Newfoundland
Mohammed Omran, Arab Academy for Science and Technology

SESSION: 2.1.8 - PANEL
Track 1 - Political Economy

Building Bridges Under Conditions of Adversity
Room: 353
Time: 08:30-10:00

Chair: Michael R. Czinkota, Georgetown University

Panelists:
Coskun Samli, University of North Florida
Gabriele Suder, CERAM
John T. Steen, University of Queensland
Peter W. Liesch, University of Queensland
Gary Knight, Florida State University
Joachim Bueschken, University of Ingolstadt/Eichstaett
Peter Walters, The Hong Kong Polytechnic University

SESSION: 2.1.9 - COMPETITIVE
Track 1 - Political Economy

Ethical Issues in International Business
Room: 352
Time: 08:30-10:00

Chair: David B. Allen, Instituto de Empresa
Discussant: Jonathan Doh, Villanova University

Eternal Internal Belief Path of CEO EIB to Firm Performance
William Worthington, Texas A&M University

Consumer Ethical Beliefs: A Cross-Cultural Investigation Using Best Scaling Methodology
Patrice Auger, Melbourne Business School
Timothy M. Devinney, Australian Graduate School of Management
Jordan J. Louviere, University of Technology, Sydney

Measuring Ethics and Corruption Perception in Botswana
Gbolahan Gbadamosi, University of Botswana
MONDAY, JULY 12

MONDAY JUL 12 - 10:00-10:15

Coffee Break
Room: Pelarsalen Time: 10:00-10:15

MONDAY JUL 12 - 10:15-11:15

Plenary 4 - "Celebrating the Life and Contributions of Sumantra Ghoshal"
Room: Aulan Time: 10:15-11:15

Chair: Donald Lessard, Massachusetts Institute of Technology
Discussant: Eleanor Westney, Massachusetts Institute of Technology and Christopher Bartlett, Harvard Business School,

Speakers:
Julian Birkinshaw, London Business School
Lynda Gratton, London Business School

MONDAY JUL 12 - 11:15-11:30

Coffee Break
Room: Pelarsalen Time: 11:15-11:30

2.2 - MONDAY JUL 12 - 11:30-13:00

SESSION: 2.2.1

Richard N. Farmer Dissertation Award sponsored by Indiana University CIBER
Room: 456 Time: 11:30-13:00

Chair: Bernard Simonin, Tufts University

Selection Committee:
Eleanor Westney, Massachusetts Institute of Technology
Cristina Gibson, University of California, Irvine
Elizabeth L. Rose, Victoria University of Wellington

Presentations by the 2004 AIB Richard N. Farmer Doctoral Dissertation Award Finalists.

Determinants and Performance Implications of a Global Mindset: An Attention-Based Perspective
Cyril Bouquet, York University

Knowledge Spillovers: The Role of Geography, Technology and Intra-Firm Linkages in the Global Semiconductor Manufacturing Industry
Nandini Lahiri, Indian School of Business

Strategic Modularization and Performance Implications in the Brazilian Automotive Industry
Ronaldo Parente, Temple University
Dynamics of Multinational Rivalry
Tieying Yu, Boston College

SESSION: 2.2.2 - COMPETITIVE  Track 4 - Alliances

Alliance Design: Risk vs. Reward
Room: 361  Time: 11:30-13:00

Chair: Iris Berdrow, Bentley College
Discussant: Dev K. Dutta, Ivey Business School, University of Western Ontario

Managing Risk in the Make Versus Buy Knowledge Decision Involved in FDI
Peter R. Massingham, University of Wollongong
Gary Gregory, University of New South Wales

Competing and Cooperating Similarity in Global Strategic Alliances: An Empirical Investigation
Jooheon Kim, Sookmyung Women's University, Seoul, Korea
Arvind Parkhe, Temple University

Resources and Equity Ownership in International Joint Ventures: An Empirical Analysis of International Joint Ventures in Turkey
Mehmet Demirbag, Sheffield University Management School
David Weir, CERAM

SESSION: 2.2.3 - COMPETITIVE  Track 5 - Global Strategy

Learning from Experience in the International Marketplace
Room: 359  Time: 11:30-13:00

Chair: Marina Onken, Touro University International
Discussant: B. Elisabeth Rossen, University of Oslo

Experiential Learning in Foreign Markets: When Does it Matter More?
Dan Chi Tan, National Chengchi University

Exploring the Limitations of the Knowledge Projection Model in MNCs
Louis Hebert, HEC Montreal
Philippe Véry, EDHEC
Paul W. Beamish, Ivey Business School

When Does Experience Hurt? The Confidence-Competence Paradox
Oliver Gottschalg, INSEAD
Maurizio Zollo, INSEAD

Unpacking International Experience: Foreign Expansion, Firm Value, and the Role of Host Country Factors
Dorota Piaskowska-Lewandowska, Tilburg University
Harry G. Barkema, Tilburg University

SESSION: 2.2.4 - COMPETITIVE  Track 7 - Marketing

Global Integrated Marketing Communications
Room: 358  Time: 11:30-13:00

Chair: Matthew B. Myers, University of Tennessee
Discussant: Matthew B. Myers, University of Tennessee

Revisiting Word of Mouth Communication: A Cross National Exploration on Non-Opinion Leaders
Mee-Sheue Cheung, University of Tennessee
Meral Anitsal, University of Tennessee
Ismet Anitsal, University of Tennessee

Advertising In International Markets: A Framework for Classification and Analysis
Carl Arthur Solberg, Norwegian School of Management

Sponsorship-Linked Marketing in a Small Country Context: Event Study Findings
Margaret A. Johnston, University of Queensland Business School
T. Bettina Cornwell, University of Queensland Business School

Linking Consumption to Consumer Expression of National Identity
Sergio Carvalho, Baruch College - The City University of New York
Martha Cook, Baruch College - The City University of New York

SESSION: 2.2.5 - PANEL  Track 3 - Emerging Markets

Central and Eastern Europe: Opportunities and Challenges of EU Accession
Room: 357  Time: 11:30-13:00

Chair: Vinod K. Jain, University of Maryland University College

Panelists:
Kálmán Kalotay, Economic Affairs Officer, U.N., Conference on Trade and Development (UNCTAD)
Tatiana Kostova, University of South Carolina
Tomasz Mróczkowski, American University
Francis Skrobiszewski, Managing Director, Hungarian Innovative Technology Fund
Monday, July 12

**SESSION: 2.2.6 - PANEL**  
Track 6 - Organization

Room: 356  
Time: 11:30-13:00

Chair: Chung-Sok Suh, The University of New South Wales

Panelists:
- Moonjoong Tcha, Korea Development Institute
- Christopher Wright, University of New South Wales
- Seung-Ho Kwon, The University of New South Wales
- Christopher Leggett, University of South Australia
- Dong-Kee Rhee, Seoul National University

**SESSION: 2.2.7 - COMPETITIVE**  
Track 3 - Emerging Markets

Ownership/Governance in Emerging Markets  
Room: 354  
Time: 11:30-13:00

Chair: Detelin S. Elenkov, University of Tennessee  
Discussant: Detelin S. Elenkov, University of Tennessee

ASEAN Membership, Foreign Direct Investment and Poverty Reduction: Lessons For Vietnam  
Hafiz Mirza, Bradford University School of Management  
Axèle Giroud, Bradford University School of Management

Institutional Sustainability in Latin America: Unraveling Commitments  
Carlos Rufin, Babson College  
Evanan Romero, Independent

Institutional Reform and Foreign Direct Investment Strategy in Latin America  
Len J. Trevino, Washington State University  
Franklin G. Mixon, University of Southern Mississippi

Business Development and Competitiveness in Mexico: Factors that Inhibit the Adoption of a Virtuous Circle of Innovation and Growth  
Javier Flores, UNAM, Mexico D.F.  
Juan Carlos Villa Soto, UNAM, Mexico D.F.  
Guilermo Cardoza, Instituto de Empresa, Madrid

**SESSION: 2.2.8 - COMPETITIVE**  
Track 1 - Political Economy

Global Problems, Global Solutions  
Room: 353  
Time: 11:30-13:00

Chair: Protiti Dastidar, George Washington University  
Discussant: Michael Pustay, Texas A&M University

Modeling Anti-Counterfeiting Strategies in Response to Protecting Intellectual Property Rights in a Global Environment  
Peggy Chaudhry, Villanova University  
Victor Cordell, Monterey Institute of International Studies  
Alan Zimmerman, City University of New York

An Analysis of MNCs’ Market Strategies for Climate Change  
Ans Kolk, University of Amsterdam  
Jonatan Pinkse, University of Amsterdam

Internationalization Under Terrorism–Induced Uncertainty  
John T. Steen, University of Queensland  
Peter W. Liesch, University of Queensland  
Gary A. Knight, Florida State University  
Michael R. Czinkota, Georgetown University

The Role of Reinvested Earnings in Foreign Direct Investment  
Sarianna M. Lundan, University of Maastricht

**SESSION: 2.2.9 - COMPETITIVE**  
Track 1 - Political Economy

Policy Implications on Firm Performance and National Competitiveness  
Room: 352  
Time: 11:30-13:00

Chair: Sushil Vachani, Boston University  
Discussant: Paul Vaaler, Fletcher School-Tufts University

The Impact of Regulatory Stringency on the Foreign Direct Investment of Global Pharmaceutical Firms  
Beth Ahlering, University of Cambridge

Privatization, Regulation, Competition and Performance: A Comparison of New Zealand and Australian Airports  
Mark D. Domney, University of Auckland  
Er Chen, University of Auckland  
Heather I. M. Wilson, University of Auckland

The Role of Export-Driven Entrepreneurship in Economic Development  
Farok J. Contractor, Rutgers University  
Sumit K. Kundu, Florida International University

Quantifying National Competitiveness Specificity: A Test and Two Retests of a Management Level Method  
Edmund R Thompson, Graduate School of Management, Ritsumeikan Asia Pacific University

**SESSION: 2.2.10 - COMPETITIVE**  
Track 6 - Organization

Understanding Expatriates II: Adjustment and Readjustment  
Room: 253  
Time: 11:30-13:00

Chair: Manuel P. Ferreira, University of Utah  
Discussant: Rabi S. Bhagat, University of Memphis

Boundaryless Careers: The Singaporean Expatriate Perspective  
Chei Hwee Chua, University of South Carolina  
Guenter K. Stahl, INSEAD

Do You Speak Chinese? Language Proficiency and Adjustment of Business Expatriates In China  
Jan Selmer, Hong Kong Baptist University

Repatriation Readjustment of MNE Managers in Singapore: A Study of Human Resource Development Interventions  
AAhmad M. Osman-Gani, Nanyang Technological University  
Akmal S. Hyder, University of Gavle
**Monday, July 12**

**SESSION: 2.2.11 - COMPETITIVE**

**Track 5 - Global Strategy**

**Subsidiary Planet: Elephants and Minnows**

Room: 254  
Time: 11:30-13:00

Chair: Congcong Zheng, London Business School  
Discussant: Bruce McKern, Stanford University

- Exploring a Typology of Subsidiary Strategies in a Transitional Economy  
  Fan Liang, University of Tasmania  
  Stephen Nicholas, University of Sydney

- Firm Strategy, Subsidiary Type and Subsidiary Autonomy in Multinational Corporations  
  Stewart Johnston, University of Melbourne

- Choice of Location and the Roles of Foreign Subsidiaries: Evidence From UK Regions  
  Constantina Kottaridi, Athens University of Economics and Business  
  Fragiskos Filipaioi, Athens University of Economics and Business  
  Marina Papanastassiou, Athens University of Economics and Business

- Mapping the Elephant: An Organizing Framework for Subsidiary Typologies  
  Michael J. Enright, University of Hong Kong  
  Venkat Subramanian, University of Hong Kong

**SESSION: 2.2.12 - PANEL**

**Track 3 - Emerging Markets**

**Developing Partnerships and Programs in Developing Economies**

Room: 255  
Time: 11:30-13:00

Chair: Marjorie A. Lyles, Indiana University

Panelists:  
- Marjorie A. Lyles, Indiana University Kelley School  
- Nancy K. Napier, Boise State University  
- Thomas Wood Jr., Revista de Administracao de Empresas  
- H. Oner Yurtseven, Indiana University - Purdue University Indianapolis

**MONDAY JUL 12 - 13:00-14:30**

**SESSION: POSTER2**

**Poster Session 2 with Light Lunch**

Room: Pelarsalen  
Time: 13:00-14:30

Chair: Allan Bird, University of Missouri, St. Louis

- An Analysis of Marketing Practices Implemented by Japanese Companies In Thailand: What are the Problems and How Do Japanese Companies Respond to these Difficulties  
  Emiko Amano, Akita University

- Re-Evaluating Compensation and Control in a Multi-Cultural Environment  
  Richard G. Brody, University of South Florida, St. Petersburg  
  Stephen B. Salter, University of Cincinnati  
  Suming Lin, National Taiwan University

- Alliance Commitment and Control: SMES From Developing Countries  
  Keith D. Brouthers, Temple University  
  George Nakos, Clayton College and State Univeristy  
  Lance Eliot Brouthers, University of Texas at El Paso

- Export Orientation, Entry Mode and Governance Structure of Foreign Multinationals in China  
  Tunglung Steven Chang, Long Island University, C.W. Post

- The Research on Cross-Group Invariance of Knowledge-Based Economy Assessment  
  Chih-Kai Chen, National Taiwan University  
  Heng-Chiang Huang, National Taiwan University

- Revisiting the Role of Cultural Distance in MNC's Foreign Ownership Mode Choice: The Moderating Effect of International Experience  
  Kang Rae Cho, University of Colorado at Denver  
  Prasad Padmanabhan, St. Mary's University

- Do Subcultures Matter? Variations of Value Priorities in a Multicultural Workforce in the Asia Pacific Region  
  Choy Kim Weng William, University of New South Wales  
  Prem Ramburuth, University of New South Wales

- China and the 'Round-Tipping' Phenomenon: A Re-Evaluation and Future Trends  
  Adam Russell Cross, CIBUL, University of Leeds  
  Xin Liu, CIBUL, University of Leeds  
  Hui Tan, CIBUL, University of Leeds

- The Environmental Antecedents of Knowledge Management Capabilities: An MNC Subsidiary Examination  
  Shaojie Cui, Michigan State University  
  David A. Griffith, Michigan State University

- Large Business Groups From Southeast Asia  
  Marleen Dieleman, Leiden University School of Management

- Dependence & Diversity of Markets: Effects on Market Orientation  
  Paul D. Ellis, Hong Kong Polytechnic University

- A Longitudinal Study of Performance Difference of Japanese FDI in Different World Markets  
  Ajai Singh Gaur, National University of Singapore  
  Andrew Delios, National University of Singapore

- Alliance Portfolio Management: Multilevel Practices of Multinational Corporations  
  Anthony Goerzen, University of Victoria

- The Internationalization Patterns of Norwegian Firms: Does Industry Matter?  
  Birgitte Grogaard, Norwegian School of Management BI  
  Gabriel R. G. Benito, Copenhagen Business School
Japanese ‘Mini Banks’: Retail Banking Services Through Convenience Stores
Mazhar ul Islam, The International University in Germany
William V. Rapp, New Jersey Institute of Technology

International Strategic Alliances: Objectives, Motives and Success
Saleema Kauser, Manchester Business School
Vivienne Shaw, University of Otago

Inter-Linkages Between Marketing and Supply Chain Management: A Citation Based Analysis
Vikas Kumar, Saint Louis University
Ik-Whan G. Kwon, Saint Louis University

Dig Your Well Before You Thirst — Pre-Entry Strategy of Foreign Telecommunications Operators in China
Wai-Shau Mary Leung, University of Reading
Malcolm K. Chapman, University of Leeds
Jeremy Clegg, University of Leeds

R&D Spillovers From Foreign Direct Investment and the Innovation System in China’s Electronics and ICT Sector
Guoyong Liang, Erasmus University
Rob Van Tulder, Erasmus University

Cultural Impacts on the Management Style and Performance of International Joint Ventures in China: A Perspective of Foreign Parent Firms
Lung-Tan Lu, Chin-Yun University
Yuan-ho Lee, Fo Guang University

Exploring Non-Economic Motives for Buying Gray Market Goods
Cesar Mendoza Maloles III, California State University, Hayward
Swee Lim Chia, Pennsylvania State University-Abington College
William David Reisel, St. John’s University

Managing Partnerships With State-Owned Joint Venture Companies:
Klaus Meyer, Copenhagen Business School
Thanh Ha Nguyen, NISTPASS, Hanoi

How Internationalizing Firms Develop their Absorptive Capacity Over Time: The Case of Acquisitions
Anna Nadolska, Tilburg University
Harry G. Barkema, Tilburg University

Dynamic Interactions of Goal Congruency, Cultural Difference, Learning and Conflict That Affect Performance of International Joint Ventures
Yong Suhk Pak, Ewha Woman’s University
Wonchan Ra, Hankuk University of Foreign Studies
Young-Ryeol Park, Yonsei University

The Impact of Managerial and Firm Characteristics on Corporate Restructuring: Evidence From Korea
Chinmay Pattanaik, Yonsei University
Ki-Hwan Kwon, KISDI

Corporate Governance in Singapore: Developments and Prognoses
Philip Phan, Rensselaer Polytechnic Institute
Toru Yoshikawa, Singapore Management University

Japanese Banks’ International Expansion: An Application of Internalization Theory
Li Hong Qian, National University of Singapore
Andrew Delios, National University of Singapore

Conflict of Interests Within Multinational Corporations and Technology Transfer to China - A Framework
Soenke Roessing, WHU Koblenz
Lutz Kaufmann, WHU Koblenz

Case: Medimmune and Managing Global Supply Chains
Douglas N. Ross, Towson University
Douglas Sanford, Towson University
Chris Hodge, Medimmune Inc.

Cultural Impacts on the Management Style and Performance of International Joint Ventures in China: A Perspective of Foreign Parent Firms
Yunshi Mao, Sun Yat-sen University
Jiancheng Wang, Sun Yat-sen University

Tiemin Wang, London Business School

Competing in the Emerging Economy of China: The Case of IKEA
Li-Qun Wei, Chinese University of Hong Kong
Canny Zou, Chinese University of Hong Kong

The Challenge of Systemic Change: Corporate Governance Reform in Thailand
Steven White, INSEAD

Is the Chinese Currency Undervalued?
Jiawen Yang, George Washington University
Isabelle Bajeux-Besnainou, George Washington University

Singapore’s Regionalization Blueprint: The Empirics of the Case For Selective Intervention
Caroline Yeoh, Singapore Management University
Siang Yeung Wong, Singapore Management University

An Institutional Theory Perspective On the “Global Convergence” in Japanese Corporate Governance
Toru Yoshikawa, Singapore Management University
Phillip Phan, Rensselaer Polytechnic Institute

Authority Sharing Between MNCs and Local Governments in Transitional China: A Proposition
Xueyuan Zhang, Erasmus University
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<tr>
<th>Time</th>
<th>Session</th>
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<tbody>
<tr>
<td>13:30-14:20</td>
<td><strong>AIB Fellows Business Meeting</strong>&lt;br&gt;Room: 255  Time: 13:30-14:20&lt;br&gt;Fellows of the Academy of International Business only.</td>
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<tr>
<td>14:30-16:00</td>
<td><strong>SESSION: 2.3.1 - PANEL</strong>&lt;br&gt;<strong>Track 4 - Alliances</strong>&lt;br&gt;<strong>Dynamic Perspectives on International Alliances and Acquisitions</strong>&lt;br&gt;Room: 456  Time: 14:30-16:00&lt;br&gt;Chair: Tailan Chi, University of Kansas&lt;br&gt;Discussant: Charles Williams, University of Illinois at Urbana-Champaign&lt;br&gt;Knowledge, Incentives and Mode of Investment in a Continuous-Time Setting&lt;br&gt;Anju Seth, University of Illinois at Urbana-Champaign&lt;br&gt;Bart Taub, University of Illinois at Urbana-Champaign&lt;br&gt;Tailan Chi, University of Kansas&lt;br&gt;Globalization through Acquisitions and Alliances: An Evolutionary Perspective&lt;br&gt;Harbir Singh, University of Pennsylvania&lt;br&gt;Maurizio Zollo, INSEAD&lt;br&gt;<em>Is the Growth of Strategic Alliances a Permanent or a Transitory Phenomenon? The Case of Biologicals</em>&lt;br&gt;Jean-François Hennart, Tilburg University&lt;br&gt;Maciej Szymankiewicz, Tilburg University&lt;br&gt;<em>Domestic and Cross-Border Acquisitions: A Comparative Analysis of Value Creation and Motives</em>&lt;br&gt;Anju Seth, University of Illinois at Urbana-Champaign&lt;br&gt;Protiti Dastidar, George Washington University&lt;br&gt;Rajshree Agarwal, University of Illinois at Urbana-Champaign</td>
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<td><strong>SESSION: 2.3.2 - COMPETITIVE</strong>&lt;br&gt;<strong>Track 5 - Global Strategy</strong>&lt;br&gt;<strong>Reasons and Results: External Factor Effects and Foreign Investment</strong>&lt;br&gt;Room: 361  Time: 14:30-16:00&lt;br&gt;Chair: Nejat Capar, American University of Sharjah&lt;br&gt;Discussant: Madan Annavarjula, Northern Illinois University&lt;br&gt;<em>The Lead Market Strategy in International Innovation Development</em>&lt;br&gt;Marian Beise, Kobe University&lt;br&gt;Thomas Cleff, FH Pforzheim&lt;br&gt;<em>The Moderating Role of Internationalization on the Adoption of Voluntary Environmental Standards</em>&lt;br&gt;R. Scott Marshall, Portland State University&lt;br&gt;Darrell Brown, Portland State University</td>
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<td><strong>SESSION: 2.3.3 - PANEL</strong>&lt;br&gt;<strong>Track 6 - Organization</strong>&lt;br&gt;<strong>Strategy and Organization in Global Corporate Networks</strong>&lt;br&gt;Room: 359  Time: 14:30-16:00&lt;br&gt;Chair: Bruce McKern, Stanford University&lt;br&gt;Discussant: Jose de la Torre, Florida International University&lt;br&gt;Panelists:&lt;br&gt;Bruce McKern, Stanford University&lt;br&gt;Dong-Sung Cho, Seoul National University&lt;br&gt;John Mathews, Macquarie University&lt;br&gt;Charles Snow, Penn State University&lt;br&gt;George Yip, London Business School</td>
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<td><strong>SESSION: 2.3.4 - COMPETITIVE</strong>&lt;br&gt;<strong>Track 7 - Marketing</strong>&lt;br&gt;<strong>International Mode Decisions</strong>&lt;br&gt;Room: 358  Time: 14:30-16:00&lt;br&gt;Chair: Sanjeev Agarwal, Iowa State University&lt;br&gt;Discussant: Susan Mudambi, Temple University&lt;br&gt;<em>International Technology Transfer: The Nature and Determinants of Licensing Dispersion in Foreign Markets</em>&lt;br&gt;Preet S. Aulakh, York University&lt;br&gt;Shibing Jiang, York University&lt;br&gt;<em>Divestment By Foreign-Based Companies: Founding Conditions, Sourcing and Firm Boundaries</em>&lt;br&gt;Vítor Corado Simões, CEDE/ISEG, Technical University of Lisbon&lt;br&gt;<em>Firms’ Internationalization Process in a Late Investor Country: Pseudo-Longitudinal Analysis of Timing</em>&lt;br&gt;Sonia Maria Suarez-Ortega, University of Las Palmas de GC&lt;br&gt;Aristides Olivares-Mesa, University of Las Palmas de GC</td>
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</table>
|            | **SESSION: 2.3.5 - PANEL**<br>**Track 1 - Political Economy**<br>**The Birth of the Field of International Business Education**<br>Room: 357  Time: 14:30-16:00<br>Panelists:<br>Stefan Robock, Columbia University<br>Don Lessard, Massachusetts Institute of Technology<br>Jack N. Behrman, University of North Carolina<br>Noritake Kobayashi, Keio University<br>Daniel Van den Bulke, University of Antwerp
### SESSION: 2.3.6 - COMPETITIVE
**Track 3 - Emerging Markets**

**Internationalization Issues: The Case of China II**

- **Room:** 356
- **Time:** 14:30-16:00

**Chair:** James D. Goodnow, Bradley University
**Discussant:** Daniel Wayne Baack, Saint Louis University

**Internationalization of the Chinese Cellular Industry: The Inward-Outward Connection**
- Nir B. Kshetri, The University of North Carolina--Greensboro

**Strategic HRM, Market Orientation and Firm Performance in Chinese Enterprises**
- Li-Qun Wei, Chinese University of Hong Kong
- Chung-Ming Lau, Chinese University of Hong Kong

**The Emergence of a New Organizational Form: The Case of Wholly Owned Foreign Subsidiaries in China**
- Jiatao Li, Hong Kong University of Science and Technology
- Jing Yu Yang, Hong Kong University of Science and Technology

**Impacts of R&D, Exports and FDI on Productivity in Chinese Manufacturing Firms**
- Yingqi Wei, Lancaster University, Lancaster, UK
- Xiaming Liu, University of Surrey, Surrey, UK

### SESSION: 2.3.7 - COMPETITIVE
**Track 4 - Alliances**

**Alliance Performance II: Role of Governance**

- **Room:** 354
- **Time:** 14:30-16:00

**Chair:** Rusty Mae Moore, Hofstra University
**Discussant:** Louis Hebert, HEC Montreal

**International Joint Venture Performance: Empirical Evidence From Finnish International Joint Ventures**
- Jorma Larimo, University of Vaasa, Finland

**Determining International Strategic Alliance Performance: A Multi-Dimensional Approach**
- Bo Bernhard Nielsen, Western Washington University

**Knowledge, Control, and Joint Venture Survival: The Role of Product Relatedness**
- Jane Lu, NUS Business School
- Dean Xu, Peking University

**The Impact of Repeated Partnerships on MNC Performance**
- Anthony Goerzen, University of Victoria

### SESSION: 2.3.8 - COMPETITIVE
**Track 6 - Organization**

**Managing Subsidiaries: The Ideal and the Real**

- **Room:** 353
- **Time:** 14:30-16:00

**Chair:** Antoine Monteils, University of Houston Downtown
**Discussant:** Jim Mccullough, University of Puget Sound

**Is Centralization Good for Performance? A Subsidiary Perspective**
- Carlos Garcia-Pont, IESE Business School
- Fabrizio Noboa, IDE / IESE Business School

**The Struggle for Influence in the Federative MNC**
- Mats Forsgren, Uppsala University
- Ulf Holm, Uppsala University

**The Development of Network Relations of MNC Subsidiaries: How Internal MNC and External (Local) Relations Evolve**
- Rian Drogendijk, Tilburg University

**Estonian Top Managers Under Fire: When the Foreign Owners Constrain their Actions**
- Tiia Vissak, University of Tartu

### SESSION: 2.3.9 - PANEL
**Track 1 - Political Economy**

**A Roundtable on Political Risk: A Review and Reconsideration**

- **Room:** 352
- **Time:** 14:30-16:00

**Chair:** Lorraine Eden, Texas A&M University
**Discussant:** Steve Kobrin, University of Pennsylvania

**Panelists:**
- Jonathan Brookfield, Texas A&M University
- Jennifer Oetzel, American University
- Witold Henisz, University of Pennsylvania
- Llewellyn D. Howell, Thunderbird - AGSIM

### SESSION: 2.3.10 - PANEL
**Track 6 - Organization**

**Voices from the Field: A Dialogue with Anthropologists on International Organizing**

- **Room:** 253
- **Time:** 14:30-16:00

**Chair:** Julia Gluesing, Wayne State University
**Discussant:** Mary Yoko Brannen, San Jose State University

**Panelists:**
- Marietta Baba, Michigan State University
- Jean Canavan, Artifacts Group LLC
- Janine R. Wedel, George Mason University
- Julia Gluesing, Wayne State University
**MONDAY JULY 12 - 16:00-16:30**

**Coffee Break**
Room: Pelarsalen  
Time: 16:00-16:30

**MONDAY JULY 12 - 16:30-18:00**

**Plenary 5 - “Bridging With the Other: The Moral Challenges of Global Capitalism”**
Room: Aulan  
Time: 16:30-18:00

Chair: John Dunning, Emeritus Professor of International Business at Reading and Rutgers University

Panelists:
- Lord Brian Griffiths of Fforestfach, Vice Chairman, Goldman Sachs Europe
- Jack Behrman, Luther Hodges Distinguished Professor of International Business and Ethics (Emeritus) University of North Carolina
- Robert Davies, Chief Executive, Prince of Wales International Business Forum, London

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**MONDAY JULY 12 - 19:00-21:00**

**Nobel Reception at Stockholm City Hall**
Time: 19:00-21:00

The Nobel Reception is being hosted by the City of Stockholm. The reception will be held at the City Hall, the home to the Nobel Dinner every year. Recommended dress code is Business Formal.

Bus transportation will be provided from the Conference Center and the Nordic Hotels at 18:30 and again at 18:45. A short program starts at 19:00 sharp, so guests are requested to arrive on time.

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**Monday, July 12**

**SESSION: 2.3.11 - COMPETITIVE**
Track 5 - Global Strategy

**Diversification, Capabilities, and Knowledge:**
*The Value of Knowing What You are Doing*

Chair: Stewart Johnston, University of Melbourne
Discussant: James Nebus, Northeastern University

Room: 254  
Time: 14:30-16:00

**International Diversification, Resources, Intra-Network Knowledge Sharing and MNC Value**
Jangho Lee, School of Business, Sogang University

**Organizational Capabilities and the Effectiveness of Knowledge Flows Within Multinational Corporations**
Tina Claudia Chini, WU Wien
Björn Ambos, University of Edinburgh
Bodo B. Schlegelmilch, WU Wien

**A Modified Resource Based View of the Internationalization of Different Sized Companies**
Niron Hashai, College of Management, Israel and Hebrew University
Tamar Almor, College of Management, Israel

**Must Asset-Seeking MNEs Settle For Joint Ventures? A Contingency Perspective Aligning Strategic Motives and Organizational Capabilities**
Chiung-Hui Tseng, National Cheng Kung University
Tuesday

TUESDAY, JULY 13

**Placement Center**
Room: Marmor Valvet (The Marble Vault)  
Hours: 9:00 - 18:00 (Sun-Tue)

**Exhibits**
Room: Pelarsalen (The Pillared Hall)  
Hours: 9:30 - 18:00 (Sun-Tue)

TUESDAY JUL 13 - 07:00-07:45

**Morning Walk**  
Time: 07:00-07:45

Meet at the lobby of Nordic Sea and Best Western Wallin Hotels at 7:00am sharp for a leisurely walk around the city.

3.1 - TUESDAY JUL 13 - 08:30-10:00

**SESSION: 3.1.1 - COMPETITIVE**  
Track 4 - Alliances

**Network Competition and Network Organizations**  
Room: 456  
Time: 08:30-10:00

Chair: Anthony Goerzen, University of Victoria  
Discussant: Jan-Erik Vahlne, Göteborg University

A *Network Analysis of the Internationalisation of Team Sports*  
April Lee Wright, University of the Sunshine Coast  
Peter W. Liesch, University of Queensland

*Bridging International Strategy and Structure With Entrepreneurship: The Internationalization of Non-Established Companies*  
Thomas Hutzschenreuter, WHU  
Bernd Oehring, J P Morgan  
Fabian Guenther, WHU

*Internationalisation Theory, Knowledge and the Resource-Based View of the Firm*  
John T. Steen, University of Queensland  
Peter W. Liesch, University of Queensland

*A Micro-Level Analysis of the Impact of Inward Foreign Direct Investment Via Foreign Affiliate-Local Enterprise Linkages*  
Joanna Scott-Kennel, Victoria University of Wellington

**SESSION: 3.1.2 - PANEL**  
Track 6 - Organization

**New Multi-Levels Approaches in International Business**  
Room: 361  
Time: 08:30-10:00

Chair: Kwok Leung, City University of Hong Kong

A *Multi-Level Examination of Individual, Subgroup and Group Effects of Demographic Faultlines*  
Dora Lau, Chinese University of Hong Kong  
Keith Murnighan, Northwestern University

A *Multi-Level Structural Equation Model on Social Axioms*  
Mike Cheung, University of Hong Kong  
Kwok Leung, City University of Hong Kong  
Kevin Au, Chinese University of Hong Kong

*Reconceptualizing Culture and its Role in International Business: A Multi-Level Perspective*  
Rabi S. Bhagat, University of Memphis  
Karen South Moustafa, University of Memphis

**SESSION: 3.1.3 - PANEL**  
Track 6 - Organization

**The Localization Processes of Japanese Companies in the Chinese Societies in Hong Kong, Taiwan, and Mainland China**  
Room: 359  
Time: 08:30-10:00

Chair: Heung Wah Wong, The University of Hong Kong

Panelists:  
Shigeto Sonoda, Chuo University, Tokyo, Japan  
Heung Wah Wong, The University of Hong Kong  
Akira Hayashi, Kanda University of International Studies, Tokyo, Japan  
Dongmei Wu, Chuo University, Tokyo, Japan  
Yasuyuki Kishi, Chuo University, Tokyo, Japan

**SESSION: 3.1.4 - COMPETITIVE**  
Track 7 - Marketing

**The Resource-Based View**  
Room: 358  
Time: 08:30-10:00

Chair: Saeed Samiee, University of Tulsa  
Discussant: J. Chris White, Michigan State University

*External Resources and SMEs Export Performance*  
Timothy J. Wilkinson, University of Akron  
Lance Eliot Brouthers, University of Texas at El Paso  
Keith D. Brouthers, Temple University

*Antecedents and Outcomes of International Knowledge Transfer: An Integrated Framework and Research Propositions*  
Janet Y. Murray, Saint Louis University  
Mike C. H. Chao, Saint Louis University
TUESDAY, JULY 13

SESSION: 3.1.5 - PANEL

New Perspectives on International Assignments
Room: 357  Time: 08:30-10:00
Chair: Rosalie L. Tung, Simon Fraser University

Cultural Intelligence: Managing the Paradox of International Assignments
David C. Thomas, Simon Fraser University

Foreigners in their Home Country? The Case of Taiwanese Ex-Host Country Nationals
Rosalie L. Tung, Simon Fraser University
Shu-Cheng Chi, National Taiwan University

Work-Life Balance and the Effective Management of Global Assignees
Paula Caligiuri, Rutgers University
Mila Lazarova, Simon Fraser University

Session: 3.1.6 - COMPETITIVE

Strategic Issues in Emerging Markets: China, India, and Turkey
Room: 356  Time: 08:30-10:00
Chair: Lyn Suzanne Amine, Saint Louis University
Discussant: John D. Daniels, University of Miami

Strategic Response of a Japanese Joint Venture During India’s Economic Liberalization
Ashok Som, ESSEC Business School

Chasing the Dragon: Accounting for the Under Performance of India by Comparison With China in Attracting Foreign Direct Investment
John S. Henley, Management School, University of Edinburgh

An Analysis of Business Strategies of Turkish Apparel Firms
A. Cemal Ekin, Providence College
Mehmet S. Kumbaraci, PISA Tekstil A.S., Turkey

Complex Configurations in the Turkish Economy
Atilla Yaprak, Wayne State University
Bahattin Karademir, Cukurova University
Huseyin Ozgen, Cukurova University
Richard Osborn, Wayne State University

SESSION: 3.1.7 - COMPETITIVE

Biting the Big Mac Index: A Global Review of Currency Trends and Issue
Room: 354  Time: 08:30-10:00
Chair: Dorothee J. Feils, University of Alberta
Discussant: Dorothee J. Feils, University of Alberta

Is Exchange Rate Pass-Through Symmetric? Evidence From U.S. Imports
Jiawen Yang, The George Washington University

Euro and Purchasing Power Parity
Arvind Mahajan, Texas A&M University
Naiwei Chen, Texas A&M University

Animesh Ghoshal, DePaul University

SESSION: 3.1.8 - COMPETITIVE

Causes and Constraints for International Trade and Investment
Room: 353  Time: 08:30-10:00
Chair: Jennifer Spencer, George Washington University
Discussant: Lorraine Eden, Texas A&M University

Is WTO Antidumping Agreement Working?
Jason Z Yin, Seton Hall University

National Cultural Distance and Bilateral Trade Flows
Arjen H.L. Stang, Tilburg University
Sjoerd Beugelsdijk, Tilburg University

A Simple and Flexible Dynamic Approach to Foreign Direct Investment Growth: Did Canada Benefit From the Free Trade Agreements With the United States?
Nicolas Forsans, CIBUL, University of Leeds

SESSION: 3.1.9 - COMPETITIVE

Stakeholders and Society: MNC Strategies and Performance Outcomes
Room: 352  Time: 08:30-10:00
Chair: Jonathan P. Doh, Villanova University
Discussant: Gurneeta Vasudeva, George Washington University

Do MNCs Care About Core Labor Standards? Evidence from the FDI Flows
Baban Hasnat, State University of New York College at Brockport
Susanne Van de Wateringen, University of Amsterdam

Corporate Social Strategy in the Multinational Enterprise: Antecedents and Value Creation
Bryan W. Husted, Tecnológico de Monterrey and Instituto de Empresa
David B. Allen, Instituto de Empresa

Investigating the Effects of Stakeholder Concerns of Australian Global Firms on Economic Performance
Nicholas Mangos, Flinders University of South Australia

SESSION: 3.1.10 - COMPETITIVE Track 5 - Global Strategy

The Old Squeeze Play: Exogeneous Pressures on International Strategy
Room: 253 Time: 08:30-10:00

Chair: Abdul A. Rasheed, University of Texas at Arlington
Discussant: Douglas Sanford, Towson University

The Effect of Environmental Uncertainty on the Value of International Real Option Investments
Mona Verma Makhija, Ohio State University
Seung-Hyun Lee, University of Texas-Dallas

Strategy Making and Culture
Kamal Fatehi, Kennesaw State University
Hameed G. Nezhad, Metropolitan State University

Why Foreign and Local Firms Dominate Different Industries in China: The Battle of Competence Approach
Ming Zeng, INSEAD
Peter Williamson, IIB, Stockholm School of Economics

Country Institutional Differences and Multinationality Advantage in Banking
Mehmet Erdem Genc, Baruch College
Xavier Castaner, HEC (France)

TUESDAY JUL 13 - 10:00-10:15
Coffee Break
Room: Pelarsalen Time: 10:00-10:15

TUESDAY JUL 13 - 10:15-11:15

Plenary 6 - Cem Kozlu - “Turkey and the EU”
Room: Aulan Time: 10:15-11:15

Chair: Esra Gencturk, Koc University
Discussant: Hildy Teegen, George Washington University

Cem M. Kozlu (Ph.D. Bogazici University, Turkey & honorary Ph.D. Denison University, USA).

President of Coca Cola Central Europe, Eurasia and Middle East Group. Has served as member of Turkish Parliament between 1989 and 1991. Published four books on business and economics, including a college textbook on International Marketing.

TUESDAY JUL 13 - 11:15-11:30
Coffee Break
Room: Pelarsalen Time: 11:15-11:30

3.2 - TUESDAY JUL 13 - 11:30-13:00

SESSION: 3.2.1 - PANEL Track 1 - Political Economy

Room: 456 Time: 11:30-13:00

Chair: Klaus Uhlenbruck, Texas A&M University
Discussant: Pankaj Ghemawat, Harvard Business School

Panelists:
Klaus Uhlenbruck, Texas A&M University
Fikret Adaman, Bogazici University
Ali Carkoglu, Sabanci University
Mohsin Habib, University of Massachusetts
Bryan Husted, Tecnologico de Monterrey
Peter Rodriguez, University of Virginia
Leon Zurawicki, University of Massachusetts

SESSION: 3.2.2 - PANEL Track 5 - Global Strategy

Global Innovation Research Framework
Room: 361 Time: 11:30-13:00

Chair: Harry Lane, Northeastern University

Panelists:
Nick Athanassiou, Northeastern University
Harry Lane, Northeastern University
James Nebus, Northeastern University
Mike Zack, Northeastern University
Patrick Regner, IIB, Stockholm School of Economics

SESSION: 3.2.3 - PANEL Track 6 - Organization

The Role of Dialogue in Cross-Border Multiple-Identity Organizations
Room: 359 Time: 11:30-13:00

Chair: Srilata Zaheer, University of Minnesota and Margaret S. Schomaker, University of Minnesota

Panelists:
Margaret S. Schomaker, University of Minnesota
Jane E. Salk, University of Texas at Dallas
Olivier Irmann, INSEAD
Tuesday, July 13

**SESSION: 3.2.4 - COMPETITIVE**  
Track 7 - Marketing  

**Scale Construction and Measurement**
Room: 358  
Time: 11:30-13:00

Chair: Attila Yaprak, Wayne State University  
Discussant: Georg Fassott, University of Kaiserslautern

**Supplier Selection Construct: Instrument Development and Cross-Regional Validation**
Chin-Chun Hsu, University of Nevada Las Vegas  
Vijay R. Kannan, Utah State University  
G. Keong Leong, University of Nevada Las Vegas  
Keah Choon Tan, University of Nevada Las Vegas

**The MIXADAPT Scale: A Measure of Marketing Mix Adaptation to the Foreign Market**
Luis Filipe Lages, Universidade Nova de Lisboa, Faculdade de Economia  
Cristiana Lages, Warwick University

**Developing a Multidimensional Instrument to Measure Psychic Distance Stimuli**
Douglas Dow, Melbourne Business School  
Amal Karunaratna, Adelaide University

**Measuring Culture’s Influence On Web Content: The Generation of an Instrument**
Daniel W. Baack, Saint Louis University  
Nitish Singh, California State University, Chico

**SESSION: 3.2.5 - COMPETITIVE**  
Track 3 - Emerging Markets  

**Internationalization of SME’s**
Room: 357  
Time: 11:30-13:00

Chair: Pervez N. Ghauri, University of Manchester  
Discussant: Bindu J. Vyas, King’s College

**The Contingent Effect of Technological Innovation on the Relationship Between International Strategy and Performance of Entrepreneurial Firms**
Congcong Zheng, London Business School  
Susanna Khavul, London Business School

**Barriers to Venture Capital Investment in Innovative SMEs in Cee Economies – Causes and Policy Implications**
Iliaan Petkov Iliiev, Judge Institute of Management, Cambridge University

**Firm Capabilities, External Resources and Electronic Commerce in SMEs: A Study in Singapore**
N. Rao Kowtha, National University of Singapore

**Diversification and Innovative Capability of Technology-Based Firms in a Transitional Economy: An Institutional Voids Perspective**
Changhui Zhou, Guanghua School of Management, Peking University

**SESSION: 3.2.6 - COMPETITIVE**  
Track 2 - Economics  

**Derivatives Rule OK**
Room: 356  
Time: 11:30-13:00

Chair: Harvey Arbeláez, Fisher Graduate School of International Business  
Discussant: Animesh Ghoshal, DePaul University

**The Feldstein- Horioka Puzzle Revisited: Gross Versus Net, and Direct Versus Portfolio**
George J. Georgopoulos, York University  
Walid Hejazi, Rotman School of Management, University of Toronto  
Edward A. Safarian, Rotman School of Management, University of Toronto

**Empirical Evidence on the Incentives to Hedge**
Bengt Pramborg, Stockholm University School of Business  
Niclas Hagelin, Stockholm University

**Real Options and Organizational Embeddedness - A Structurationist Perspective**
Michael Behnam, European Business School  
Dirk Ulrich Gilbert, University of New South Wales  
Jan Herzog, European Business School

**SESSION: 3.2.7 - PANEL**  
Track 1 - Political Economy  

**THE Great Debate: IB is a Failed Discipline: Yeh or Ney?**
Room: 354  
Time: 11:30-13:00

Chair: Joseph Cheng, University of Illinois Urbana-Champaign and Timothy M. Devinney, Australian Graduate School of Management

Panelists:
Julian Birkinshaw, London Business School  
Robert Hoskinsson, University of Oklahoma  
Stefanie Lenway, University of Minnesota  
Richard Osborn, Wayne State University  
Torben Pedersen, Copenhagen Business School  
Anju Seth, University of Illinois at Urbana-Champaign  
Bernard Yeung, New York University

**SESSION: 3.2.8 - PANEL**  
Track 1 - Political Economy  

**Industrial Parks and the Middle East Peace Process**
Room: 353  
Time: 11:30-13:00

Chair: Seev Hirsch, Tel Aviv University

**International Business Transactions and Peace Making**
Seev Hirsch, Tel Aviv University  
Hisham Awartani, A-Najah University, Nablus

**Industrial Parks in the Context of a New Marshall Plan for the Middle East**
Steff Wertheimer, Chairman, Iscar Group of Companies
Tuesday, July 13

Lessons From the Experience of Cross Border Industrial Parks
- Hafiz Mirza, Bradford University
- Niron Hashai, Hebrew University of Jerusalem

Cross-Border Israeli/Palestinian Industrial Parks
- Abdel Malik Al Jaber, CEO, Palestinian Industrial Estate Development Holding Company
- Reuven Horesh, College of Management, Israel
  Formerly Director General of Israel’s Ministry of Trade and Industry

SESSION: 3.2.9 - COMPETITIVE
Track 4 - Alliances

Alliances Portfolios: Synergy or Chaos
Room: 352
Time: 11:30-13:00
Chair: Bernard Martin Wolf, York University
Discussant: Thomas Hutzschenreuter, WHU

One More Only if it is One of Us: The Number of Partners and the Stock Market Reaction to Alliance Formation
Esteban García-Canal, Universidad de Oviedo
Pablo Sánchez-Lorda, Universidad de Oviedo

Transformation of Chains to Constellations
Johan M. Westberg, FENIX, Stockholm School of Economics

Competition in International Alliance Formation: The Role of Experiential Learning and Culture Distance
Janell D. Townsend, Michigan State University
Sengun Yeniyurt, Michigan State University
G.M. Naidu, University of Wisconsin-Whitewater

SESSION: 3.2.10 - COMPETITIVE
Track 6 - Organization

Trusting Individuals, Organizations, and Societies
Room: 253
Time: 11:30-13:00
Chair: Aparna Girish Hebbani, University of Pittsburgh-Johnstown
Discussant: Mourad Dakhli, Georgia State University

The Construct of Trust: An Assessment of Measurement Invariance Across Three Cultures
S. Arzu Wasti, Sabanci University
Hwee Hoon Tan, National University of Singapore
Holly H. Brower, Butler University
Çetin Önder, Sabanci University

The Role of Social Capital and Trust in Facilitating Alliance Performance
Vanessa Ratten, Queensland University of Technology
Yuliani Suseno, University of Queensland

The Fabric of Trust in Times of Conflict
Israel Drori, College of Management, Israel

SESSION: 3.2.11 - PANEL
Track 5 - Global Strategy

Researching Service MNEs: Past Trends, Present Thoughts, and Future Directions
Room: 254
Time: 11:30-13:00
Chair: Sumit K. Kundu, Florida International University
Discussant: Jean J. Boddewyn, Baruch College, CUNY

Panelists:
- Sumit K. Kundu, Florida International University
- Farok J. Contractor, Rutgers University
- Peter Enderwick, University of Waikato
- Alan M. Rugman, Indiana University
- Hemant Merchant, Simon Fraser University

SESSION: 3.2.12 - COMPETITIVE
Track 6 - Organization

The Powerful Dynamics of Negotiation: Explanations and Ethics
Room: 255
Time: 11:30-13:00
Chair: David C. Thomas, Simon Fraser University
Discussant: Asha Rao, California State University

Accomplishing Positive Valence in Cultural Stereotype Violations: A Framing and Re-Framing of Negotiation Practice
Malcolm Henry Cone, University of Otago
Virginia Philips, University of Otago

Negotiating Complexity and Legitimacy in Independent Power Project Development
Carlos Rufin, Babson College
Rajesh Kumar, Aarhus School of Business
Srinivasa Rangan, Babson College

Mobile Phone Wars: Language and Information Technology as Tools of Power and Negotiation in the London Branch of a German MNC
Fiona Moore, Kingston University Business School

What are they Thinking? Considerations Underlying Negotiators’ Ethical Decisions
Cheryl Janet Rivers, School of International Business, Queensland University of Technology

SESSION: POSTER3
Track 5 - Global Strategy

Poster Session 3 with Light Lunch
Room: Pelarsalen
Time: 13:00-14:30
Chair: Esra Gencturk, Koc University

Improving Overall Customer Satisfaction on Services Rendered Through Total Quality Management (TQM)
Arawati Agus, Universiti Kebangsaan, Malaysia
Zafaran Hassan, Universiti Teknologi MARA, Malaysia
Characteristics of Services, Managerial Risk Perceptions and Export Performance: An Empirical Examination of American and Indian Service SMEs

Madan Annavarjula, Northern Illinois University
Sam Beldona, Wichita State University
Mohan Madan, Indian Institute of Management

Transnational Corporations and Integrated International Production:

Funda Barbaros, Ege University
Nese Kumral, Ege University
Sedef Akgüngör, Ege University
Ayten Kaya, Ege University

The Context of International Business: Global Entrepreneurs and Ethics

Nancy L. Bodie, Boise State University

The Effects of National Innovation Systems on Internationalisation: Investment Agency Perspectives

Banu Bozkurt, Aston Business School
Okay Ozdentli, Aston Business School
David Bennett, Aston Business School
Kirit Vaidya, Aston Business School

Developing a Conceptual Foundation for the Internationalization Process of the Firm

Garimalla R Chandrashekhar, Indian Institute of Management - Lucknow
Arun Kumar Jain, Indian Institute of Management

Constructing a Conceptual Causal Model on Web Shopping

Jeng-Chung Victor Chen, University of Wisconsin - La Crosse
Jeng-Her Alex Chen, University of Hawaii - Manoa

Electronic Intermediary: A New Exporting Channel in International Commerce

Hyuksoo Cho, Washington State University
Patriya Tansuhaj, Washington State University
James McCullough, University of Puget Sound

Degree of Internationalization: Measurement, Antecedents, and Performance Effects: A Study of Small- and Medium-Sized Firms (SMEs)

Somchanok Coompanthu, Chulalongkorn University

Case: Wadi Internationalization Efforts: The Only Way to Survive

Mourad Dakhli, Georgia State University
Diaa Ghaly, Wadi Holdings

Internet Usage in Purchasing: Comparison of U.S. and European Practice

Sidney Davis, Southern Polytechnic State University
Rudolf Large, HTW des Saarlandes University of Applied Sciences, Germany
Richard Halstead-Nussloch, Southern Polytechnic State University
Zoltan Kova’cs, University of Veszpre&m, Hungary

Executives’ Perceptions Over Prospective Contributions From Developed Country Partner-Firms to Trans-National Alliances in LEMs

Claudio De Mattos, Aston Business School
Adam Cross, Leeds University Business School

Consumer Acceptance of International Websites: European Evidence

Georg Fassott, University of Kaiserslautern
Boris Bartikowski, EUROMED Marseille School of Management
Nitin Singh, California State University, Chico

A Taxonomy of International Business Strategies in a Transitional Market: A Longitudinal Analysis of Selected Firms in the Czech Republic

James D. Goodnow, Bradley University

Culture and Strategy

Tor Grenness, Norwegian School of Management

A Strategic Analysis of Malaysian Construction Firms: Their Modes of Strategy Development

Zafaran Hassan, Universiti Teknologi MARA, Malaysia
Arawati Agus, Universiti Kebangsaan, Malaysia

Does Ownership Structure Influences Firm Value? Evidence From India

Jayesh Kumar, Indira Gandhi Institute of Development Research

The Impact of Social Ties on Knowledge Transfer Within Multinational Corporations

Vikas Kumar, Saint Louis University

A Longitudinal Review and Analysis of Past Research on International Diversification

Tsai-Lung Liu, I-Shou University and Tajen Institute of Technology, Taiwan

Determinants of Industry Globalization: The Relative Importance of Scale Economies and R&D

Mona Verma Makhija, Ohio State University
Hongquan Zhu, Ohio State University

International Study of a Penetration Level of Takeoff in Technology Adoption: Two Generations of Wireless Telecommunication Technologies

Saku Juhani Mäkinen, Tampere University of Technology
Tomi Haapaniemi, Tampere University of Technology

Determinants and Patterns of International Expansion: Seven Case Studies of Smaller-Sized Firms in the High-Technology Sector

Tatiana S. Manolova, Suffolk University

The Role of HR in Cross-Border Knowledge Integration

Shad Morris, Cornell University

Job Satisfaction: A Comparative Study

Fauziah Noordin, Universiti Teknologi MARA
Maimunah Aminuddin, Universiti Teknologi MARA

Clustering Countries in Cross-Cultural Management Research: A Comparative Analysis of Neural Network Models With Traditional Statistical Approaches

AAhad M. Osman-Gani, Nanyang Technological University

Haroon A. Babri, Lahore University of Management Sciences

M.Y. Siyal, Nanyang Technological University
### Tuesday, July 13

#### 3.3 - Tuesday Jul 13 - 14:30-16:00

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<tr>
<td><strong>Chair:</strong> G. Tomas M. Hult, Michigan State University</td>
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<td><strong>Discussant:</strong> Ben Gomes-Casseres, Brandeis University</td>
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<tr>
<td><strong>Partner Sponsorship and Joint Venture Performance</strong></td>
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<td><strong>Hemant Merchant, Simon Fraser University</strong></td>
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<tr>
<td><strong>The Impact of Degree of Similarity in Organizational Culture on Product Innovativeness in New Product Alliances: A Resource-Based View and Social Network Theory Perspective</strong></td>
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<tr>
<td><strong>Ferdane Nukhet Harmancioglu, Michigan State University</strong></td>
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<td><strong>Performance of Cooperative Alliances: A Comprehensive Model of the Transaction Cost, Social Capital, and National Culture Perspectives</strong></td>
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<td><strong>I Han, National Taiwan University</strong></td>
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<td><strong>It Takes Two to Tango: Impact of Expatriates on the Relationship Between Experience Diversity as Tacit Knowledge and Firm Performance in International Joint Ventures</strong></td>
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<td><strong>Dev K. Dutta, Ivey Business School, University of Western Ontario</strong></td>
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<td><strong>Chair:</strong> Tina Claudia Chini, WU Wien</td>
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<tr>
<td><strong>Discussant:</strong> Bjorn Ambos, University of Edinburgh</td>
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<tr>
<td><strong>From Which Peers Do Firms Absorb Knowledge Spillovers?: Evidence From the Global Semiconductor Manufacturing Industry</strong></td>
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<td><strong>Nandini Lahiri, Indian School of Business</strong></td>
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<tr>
<td><strong>An Investigation into Knowledge Sharing Across Cultures</strong></td>
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<td><strong>Wen-Kuei Liang, Tatung University</strong></td>
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<td><strong>Intra-Firm Technology Transfer: The Case of Japanese Manufacturing Firms in Asia</strong></td>
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<td><strong>Axèle Giroud, Bradford University School of Management</strong></td>
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<td><strong>Adaptation and Replication in Knowledge Transfer Relationships Among International Telecom Firms</strong></td>
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<td><strong>Charles Williams, University of Illinois</strong></td>
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SESSION: 3.3.3 - PANEL
1st Annual WAIB Panel
Room: 359  Time: 14:30-16:00

Chair: Lyn Suzanne Amine, Saint Louis University

Panelists:
- Susan Forquer Gupta, University of Wisconsin-Milwaukee
- Peggy Chaudhry, Villanova University
- Nancy Napier, Boise State University
- Susan Trussler, University of Scranton

SESSION: 3.3.4 - PANEL
Bentley, The Global Business University: The Realities and Benefits of a Globalized Curriculum
Room: 358  Time: 14:30-16:00

Panelists:
- Iris Berdrow, Bentley College
- Joel Deichmann, Bentley College
- Goli S. Eshghi, Bentley College

SESSION: 3.3.5 - COMPETITIVE
Knowledge II: Becoming Strategically Intelligent
Room: 357  Time: 14:30-16:00

Chair: Tamar Almor, College of Management, Israel
Discussant: Tamar Almor, College of Management, Israel

The Internationalization Process of the Firm: Progression Through Institutionalization, Exploitative and Explorative Learning
- Pieter Pauwels, Maastricht University (The Netherlands)
- Tinne Lommelen, Limburg University Center (Belgium)
- Paul Matthyssens, Limburg University Center (B) and Erasmus University (NL)

The Role of Firms' Knowledge Strategies in Developing Deep and Broad Knowledge
- Henk W. Volberda, Erasmus University Rotterdam
- Frans A.J. Van den Bosch, Erasmus University Rotterdam
- Raymond Van Wijk, Erasmus University Rotterdam
- Justin Jansen, Erasmus University Rotterdam

Antecedents and Consequences of Organizational Intelligence: A Cross-Cultural Comparison of the Perceptions of Product Managers in USA and UAE
- Mumin Dayan, Al Ghurair University
- Mustafa Colak, Temple University
- Hayat Ebru Erdost, Ankara University

SESSION: 3.3.6 - COMPETITIVE
Organizational Issues in Emerging Markets
Room: 356  Time: 14:30-16:00

Chair: Pervez Nasim Ghauri, University of Manchester
Discussant: Margaret Takeda, University of Tennessee-Chattanooga

Power and Performance of Outside Directors: Evidence from Korean companies
- Jootae Kim, Dankook University
- Dong-Sung Cho, Seoul National University

Organizational Change Through Knowledge Acquisition and Transfer: A Study of Constraints in Transitional Economies
- Aldas Pranas Kriauciuunas, Purdue University

Chandler Revisited: Interface Between Strategy and Structure During Institutional Transition
- Ishtiaq Mahmood, National University of Singapore
- Chi-Nien Chung, National University of Singapore

Firms' Business Networks: A Multi-Country Study in Developing Economies
- Dan Li, Texas A&M University
- Manuel P. Ferreira, University of Utah
- Sungu Armagan, University of Utah

SESSION: 3.3.7 - COMPETITIVE
AJBS Session
Room: 354  Time: 14:30-16:00

Chair: Tom Roehl, Western Washington University
Discussant: Patricia Nelson, University of Edinburgh Management School

Special Session organized by the Association of Japanese Business Studies (AJBS)

Cross-National Transferability of HRM Practices: A Comparative Study
- Markus Pudelko, The University of Edinburgh Management School

Convergence and Restructuring: A Comparison of Japan and the United States
- Abdal A. Rasheed, University of Texas at Arlington
- Toru Yoshikawa, Singapore Management University
- Deepak Datta, University of Kansas
- Joseph Rosenstein, University of Texas at Arlington

The Time Element in Japanese
- Brenda Sternquist, Michigan State University
- Jae-Eun Chung, Ohio State University
- Carol A. Finnegan, Michigan State University
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<td>Panelists:</td>
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<td>Elizabeth Maitland, University of New South Wales</td>
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<td>Darryl Jarvis, University of Sydney</td>
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<td>John H. Dunning, University of Reading and Rutgers University</td>
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<td>Linda Weiss, University of Sydney</td>
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<td>Alan M. Rugman, Indiana University</td>
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<td>Chair: Brigitte Levy, University of Ottawa</td>
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<td>Discussant: Hildy Teegen, George Washington University</td>
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<td>The NAFTA Trade and Investment: Does the Level of Development Matter?</td>
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<td>Walid Hejazi, University of Toronto</td>
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<td>Ed Safarian, University of Toronto</td>
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<td>FDI, EU Membership and Economic Development: A Comparative Analysis of Ireland and Turkey</td>
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<td>William L. Casey, Babson College</td>
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<td>Farhoud Kafi, Babson College</td>
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<td>The Impact of Foreign Direct Investment on Development</td>
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<td>Fabienne Fortanier, University of Amsterdam</td>
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<td>The Role of Cross-Border Acquisitions in Privatization and Restructuring of Banking Around the World</td>
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<td>Wendy Jeffus, Southern New Hampshire University</td>
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<td><strong>Culture’s Influence II: Management Implications</strong></td>
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<td>Chair: Laurence Romani, Stockholm School of Economics</td>
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<td>Discussant: Martha L. Maznevski, IMD</td>
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<td>National Variations in Work-Family Conflict in Seven Countries: A Closer Look at Vertical and Horizontal Individualism and Collectivism</td>
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<td>Rabi S. Bhagat, University of Memphis</td>
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<td>Karen South Moustafa, University of Memphis</td>
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<td>Emin Babakus, University of Memphis</td>
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<td>B.R. Baliga, Wake Forest University</td>
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<td>Investor Commitment in Cross-Border Venture Capital</td>
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<td>Markus Mäkelä, Helsinki University of Technology</td>
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<td>Markku Maula, Helsinki University of Technology</td>
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<td>Chair: Cesar E. Baena, Bordeaux Business School, France</td>
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<td>Discussant: Oliver Gottschalg, INSEAD</td>
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<td>The Asian Crisis and Inward FDI in Korea: The Choice Between Acquisition and Greenfield Investment</td>
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<td>Soonkyoo Choe, Yonsei University</td>
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<td>Changdao Jin, POSCO Research Institute</td>
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<td>International Acquisitions, Knowledge Sharing, and Firm Performance: Striking a Balance Through Reorganization</td>
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<td>Mario Schijven, Tilburg University</td>
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<td>Harry G. Barkema, Tilburg University</td>
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<td>Effects of Cultural Distance and Country Experience on the Performance of Cross-Border Acquisitions</td>
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<td>Ernst Verwaal, Erasmus University Rotterdam</td>
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<td>Rene Olie, Erasmus University Rotterdam</td>
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<td>The Speed and Success of International Acquisitions: The Cognitive Perspective</td>
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<td>Anna Nadolska, Tilburg University</td>
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<td>Harry G. Barkema, Tilburg University</td>
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<td>Chair: Selim Ilter, St. John Fisher College</td>
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<td>Discussant: Susan Schneider, University of Geneva</td>
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<td>The Impacts of Physical, Cultural and Psychic Distance on Communication Practices in a Public Relations Firm</td>
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<td>William Newburry, Rutgers University</td>
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<td>Nevena Yakova, Rutgers University</td>
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<td>Conform Or Rebel? When Does Keeping to the Rules Enhance Firm Performance?</td>
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<td>Alexander Eapen, Tilburg University</td>
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<td>Rekha Krishnan, Tilburg University</td>
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<td>Cultural Identity in Post-Acquisition Integration: A Study of a Cross-Border Acquisition.</td>
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<td>Anna Vladimirivna Zoueva, Manchester School of Management, UMIST</td>
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<td>Cultural Intelligence: Opportunities, Issues, and the Concept of Mindfulness</td>
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<td>David Thomas, Simon Fraser University</td>
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TUESDAY JUL 13 - 16:00-16:30

Coffee Break
Room: Pelarsalen Time: 16:00-16:30

3.4 - TUESDAY JUL 13 - 16:30-18:00

SESSION: 3.4.1 - PANEL Track 4 - Alliances
International Business Relocation: Developing the Research Programme
Room: 456 Time: 16:30-18:00
Chair: Brent Burmester, University of Auckland
Panelists:
Brent Burmester, University of Auckland
Jean-Louis Mucchielli, TEAM, University of Paris
Gabriel R. G. Benito, Copenhagen Business School
Julian Birkinshaw, London Business School

SESSION: 3.4.2 - COMPETITIVE Track 5 - Global Strategy
Internationalization and Technology: An Electrifying Choice
Room: 361 Time: 16:30-18:00
Chair: Klaus Uhlenbruck, Texas A&M University
Discussant: Mike C.H. Chao, Saint Louis University

SESSION: 3.4.3 - COMPETITIVE Track 6 - Organization
New Perspectives on Global Teams
Room: 359 Time: 16:30-18:00
Chair: Mary M. Maloney, University of Minnesota
Discussant: Allan Bird, University of Missouri, St. Louis

SESSION: 3.4.4 - COMPETITIVE Track 4 - Alliances
Alliances in China: Beyond Subcontracting
Room: 358 Time: 16:30-18:00
Chair: Jane Wenzhen Lu, NUS Business School
Discussant: I Han, National Taiwan University

Knowledge Transfer, Replication and Creation in Non-Equity Alliance: The Case of Contractual Joint Ventures in China
Yue Wang, University of New South Wales
Stephen Nicholas, University of Sydney
Collaborating With Universities and Research Institutes: Global R&D Alliances in China
Jiatao Li, Hong Kong University of Science and Technology
Learning From International Subcontract Partnership--A Contract Manufacturer's Perspective
Hui-Mei Wang, Fu-Jen Catholic University
Building Supplier Networks in Mainland China: A Study of Taiwan's Machine Tool Industry
Jonathan Brookfield, Texas A&M University
Ren-Jye Liu, Tunghai University
Hsien-Cheng Chien, Tunghai University

SESSION: 3.4.5 - PANEL BALAS Session II: BALAS Presidents Panel
Emerging Trends and Innovative Business Practices in Latin America
Room: 357 Time: 16:30-18:00
Chair: Jaime Alonso Gomez, ITESM, Monterrey

Special session organized by the Business Association of Latin American Studies (BALAS)
Panelists:
Denise Dimon, University of San Diego
Patricia Marquez, IESA, Caracas
Marta Lorena Gutierrez, Universidad de los Andes, Bogota
Tuesday, July 13

SESSION: 3.4.6 - COMPETITIVE
Track 3 - Emerging Markets

Strategic Issues in Central and Eastern Europe II
Room: 356  Time: 16:30-18:00
Chair: Klaus E. Meyer, Copenhagen Business School
Discussant: Klaus E. Meyer, Copenhagen Business School

Kalpana Seethepalli, George Washington University
Hildy Teegen, George Washington University

Institutional Business Environment and Firms' Networks for Financial Resources in Eastern Europe
Dan Li, Texas A&M University
Manuel P. Ferreira, University of Utah
Sungu Armagan, University of Utah

Social Networks of Leaders From Post-Soviet Countries: Theorizing on the Role of Cultural and Individual Factors on Leaders' Network Building Behavior
David L. Ford, University of Texas at Dallas
Kiran M. Ismail, University of Texas at Dallas

SESSION: 3.4.7 - COMPETITIVE
Track 2 - Economics

Box Wallahs and Nawab’s: Trade and Government Policy
Room: 354  Time: 16:30-18:00
Chair: George J. Georgopoulos, York University
Discussant: George J. Georgopoulos, York University

The EU Anti-Dumping Policy Against Russia and China - The Quality of Products and the Choice of an Analogue Country
Jørgen Ulff-Møller Nielsen, Aarhus School of Business, Denmark
Aleksander Rutkowski, Aarhus School of Business, Denmark

Do International Crises Tear the Fabric of Trade? Oil Trading in the Gulf Crisis
Robert J. Weiner, George Washington University

Subnational Investment Abroad: The Case of California
Howard Jerome Shatz, Public Policy Institute of California

Export Orientation and Domestic Merger Policy: Theory and Some Empirical Evidence
Joseph A. Clougherty, Wissenschaftszentrum Berlin (WZB)
Anming Zhang, University of British Columbia

SESSION: 3.4.8 - COMPETITIVE
Track 6 - Organization

The Social Psychology of International Management: Exploring the Universals
Room: 353  Time: 16:30-18:00
Chair: Davina Vora, University of Texas at Dallas
Discussant: Catherine Kwantes, University of Windsor

The Influence of Organizational Politics on Nurses in China: Mitigating Effects of Participative Management and Guanxi
Margaret A. Shaffer, Hong Kong Baptist University
Sandy K. Y. Chan, Hong Kong Buddhist Hospital

Coping With Organizational Stresses in Eight National Contexts:
Rabi S. Bhagat, University of Memphis
Balaji Krishnan, University of Memphis
Delwyn Harnisch, University of Nebraska at Lincoln
Karen South Moustafa, University of Memphis
David L. Ford, University of Texas at Dallas

Emotional Intelligence and Leadership Effectiveness in Singapore: An Empirical Analysis On their Relationships
AAhad M. Osman-Gani, Nanyang Technological University

Towards A Motivation-Based Theory of the Firm: Integrating Governance and Competence-Based Approaches
Oliver Gottschalg, INSEAD

SESSION: 3.4.9 - PANEL
Track 1 - Political Economy

Anticipating and Mitigating Institutional Policy Risk and Shock: What Have We Learned in the Last 35 Years?
Room: 352  Time: 16:30-18:00
Chair: Jonathan P. Doh, Villanova University
Discussant: Carlos Rufin, Babson College

Anticipating and Mitigating Institutional Policy Shocks: Signals (and Risk Mitigants) from Civil Society and the NGO Sector
Jonathan P. Doh, Villanova University
Sushil Vachani, Boston University

Witold Henisz, University of Pennsylvania

Anticipating Institutional Policy Risk: A Political Business Cycle Perspective
Paul M. Vaaler, Tufts University

Institutional Inertia: Lessons from India's Experience with Slow Privatization
Ravi Ramamurti, Northeastern University

Rent Seeking in Host Countries: Excessive Opportunism and Policy Shock
Ram Mudambi, Temple University
**Tuesday, July 13, 2004**

### SESSION: 3.4.10 - COMPETITIVE  
**Track 6 - Organization**

**Understanding Expatriates III: Characteristics of Time and Person**

- **Room:** 253  
- **Time:** 16:30-18:00

**Chair:** Jan Selmer, Hong Kong Baptist University  
**Discussant:** Jan Selmer, Hong Kong Baptist University

**Expatriate Managers Managing in a Global ‘Time’scape’ Context**
- Michael Harvey, University of Mississippi  
- Timothy Kiesling, California State University-Stanislaus  
- Milorad Novicevic, University of Mississippi

**You Can Take it With You: Individual Differences and Expatriate Effectiveness**
- Hal B. Gregersen, Brigham Young University  
- David A. Harrison, Pennsylvania State University  
- J. Stewart Black, University of Michigan  
- Lori A. Ferzandi, Pennsylvania State University

**Women Expatriates Working in Germany: Factors of Success**
- Sully Taylor, Portland State University  
- Nancy K. Napier, Boise State University  
- Ann Blair, Oregon Health Sciences University

### SESSION: 3.4.11 - COMPETITIVE  
**Track 5 - Global Strategy**

**Subsidiaries: Tricks and Treats**

- **Room:** 254  
- **Time:** 16:30-18:00

**Chair:** Rebecca Marschan-Piekkari, Swedish School of Economics  
**Discussant:** Ana Teresa Tavares, University of Porto

**Subsidiary Size and the Level of Subsidiary Autonomy In MNCs: A Trigonometric Model Investigation of Australian Subsidiaries**
- Stewart Johnston, University of Melbourne  
- Bulent Menguc, Brock University

**Leveraging Innovations: Exploring Interaction Effects**
- Benjamin Stahl, Uppsala University  
- Francesco Ciabuschi, Uppsala University  
- Olivia Kang, Uppsala University

**Subsidiary Formation in the Japanese Service Sector**
- Kiyohiko Ito, University of Hawaii at Manoa  
- Elizabeth L. Rose, Victoria University of Wellington and University of Hawaii at Manoa

### SESSION: 3.4.12 - COMPETITIVE  
**Track 6 - Organization**

**International HRM II: Selecting the Right People, Developing Them**

- **Room:** 255  
- **Time:** 16:30-18:00

**Chair:** Nicholas Mangos, Flinders University of South Australia  
**Discussant:** Nicholas Mangos, Flinders University of South Australia

**The Impact of International Experience on CEO Selection**
- Peter Hans Magnusson, St Louis University  
- David J. Boggs, Saint Louis University

**The Intercultural Hiring Interview: Studying Nonverbal Behavior**
- Aparna Girish Hebbani, University of Pittsburgh-Johnstown

**Engineering the Engineers: Newcomer Self-Efficacy, Cultural Orientation and Socialization**
- N. Rao Kowtha, National University of Singapore  
- Teck Wei Tan, National University of Singapore  
- Sankalp Chaturvedi, National University of Singapore

**An Exploratory Analysis of Corporate Training Activities and the Impact on Premium Production in the Turkish Insurance Industry**
- Selim Yazici, Istanbul University  
- Serhat Yanik, Istanbul University  
- Esra Nemli, Istanbul University

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**Tuesday, July 13, 18:00-19:30**

### AIB General Business Meeting & AIB Awards Ceremony

- **Room:** Aulan  
- **Time:** 18:00-19:30

Announcements of the winners of the AIB Best Paper, Haynes Prize, Farmer Dissertation awards and other recognitions.  
Presentation of the 2004 Dean of the Year Award and acceptance speech by Dean Dezso J. Horváth.  
AIB General Business Meeting, reporting the state of the AIB, and opening the floor to member questions and comments.

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**Tuesday, July 13, 19:30-21:00**

### Farewell Party with Wine and Cheese

- **Room:** Café  
- **Time:** 19:30-21:00

The Farewell Reception will immediately follow the AIB General Business Meeting and Awards Presentations to celebrate the end of a successful conference and to bid farewell to all members until next year’s conference.  
The reception is hosted by York University.
The Adopt-a-Library Scheme was set up by the AIB so that libraries from developing countries can subscribe to JIBS, despite their very limited resources.

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- John Child
- Michael Hitt
- Lisa Keister
- Douglas Guthrie
- Fred Luthans
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**AN INVITATION TO Meet-the-Editor**

*Asian Business & Management* provides a unique perspective on business and management issues, both within Asia and between Asia and the wider world.

The Editor, Harukiyo Hasegawa, will be at the Palgrave Macmillan Booth, Monday July 12th 3.30 - 4.30pm

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AIB 2005

AIB 2005 will be held in

Quebec City, Canada

at the

Quebec City Convention Centre

Between

July 9-12, 2005

Program Chair:

Yves Doz, INSEAD

Local Host:

Université Laval, Québec

For more details, visit the 2005 Table Exhibit at Pelarsalen (1st Floor).

For updates throughout the year, visit the conference website at http://aib.msu.edu/events/2005/
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Duke University CIBER
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Michigan State University (3 memberships)
University of Scranton
University of South Carolina (2 memberships)
York University

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Your school can join the prestigious schools above by becoming an institutional member of the AIB. A form is available on the next page, and can also be downloaded on our website (http://aib.msu.edu/membership/).

Terms of Membership
For an annual membership fee of US$1,000, a school may designate two faculty members to receive AIB membership and two to receive registration at the next AIB Annual Meeting. A Ph.D. candidate may also be nominated to receive membership and meeting registration, provided that he or she commits to attending the Doctoral Consortium. Each participating institution is recognized on the AIB website, in the annual conference program, and in one of the quarterly newsletters.
Academy of International Business

Institutional Membership Form

The AIB Executive Board hopes institutional memberships will be an attractive option for all international business schools as a vital way to foster faculty networking and increase school visibility. For an annual fee of US$1,000, the participating institution will receive the following benefits:

- Full regular memberships for two faculty members
- Conference registration for two faculty members to attend the annual conference. These can be the same faculty members designated for membership, or they can be two other faculty members. However, if two other members are being designated, then the new faculty members must be AIB members in good standing through the dates of the next conference.
- Student membership and conference registration for one Ph.D. candidate, provided that he or she commits to attending the Doctoral Consortium.

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Names of Nominees

Our institution nominates the following individuals to receive AIB membership for one year.

<table>
<thead>
<tr>
<th>Nominee#1</th>
<th>Membership</th>
<th>Nominee #2</th>
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<td>Email</td>
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</table>

Our institution nominates the following two AIB members to attend the next AIB Annual Meeting. If the nominated members are not the same members as above, then the new nominees must be AIB members in good standing through the dates of the next meeting.

<table>
<thead>
<tr>
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<th>Nominee #4</th>
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Our institution nominates the following Ph.D. student from our institution to receive AIB membership for one year and registration for the next AIB annual meeting. The student has committed to attending the doctoral consortium at the next meeting.

<table>
<thead>
<tr>
<th>Membership and Meeting Registration</th>
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</tbody>
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