Bringing the Country Back In: The Importance of Local Knowledge in a Global Economy

Indianapolis, Indiana, USA
June 25-28, 2007

Program Chair: Oded Shenkar
The Ohio State University
Hosted by: The Kelley School of Business at Indiana University
# Table of Contents

<table>
<thead>
<tr>
<th>Section</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>Letter from the President</td>
<td>2</td>
</tr>
<tr>
<td>Letter from the 2007 Program Chair</td>
<td>3</td>
</tr>
<tr>
<td>Letter from the Dean</td>
<td>5</td>
</tr>
<tr>
<td>Program Acknowledgements</td>
<td>6</td>
</tr>
<tr>
<td>Conference Sponsors</td>
<td>7</td>
</tr>
<tr>
<td>AIB 2007 Reviewers</td>
<td>8</td>
</tr>
<tr>
<td>Program Awards</td>
<td>13</td>
</tr>
<tr>
<td>Executive of the Year</td>
<td>15</td>
</tr>
<tr>
<td>Dean of the Year</td>
<td>16</td>
</tr>
<tr>
<td>Eminent Scholar</td>
<td>17</td>
</tr>
<tr>
<td>Keynote Speaker</td>
<td>18</td>
</tr>
<tr>
<td>When you Arrive</td>
<td>19</td>
</tr>
<tr>
<td>Venue Maps</td>
<td>20</td>
</tr>
<tr>
<td>Program Overview</td>
<td>21</td>
</tr>
<tr>
<td>Program Summary</td>
<td>23</td>
</tr>
<tr>
<td>Program Details</td>
<td>33</td>
</tr>
<tr>
<td>Program Index</td>
<td>68</td>
</tr>
<tr>
<td>Exhibitor Listing</td>
<td>76</td>
</tr>
<tr>
<td>Ads</td>
<td>77</td>
</tr>
<tr>
<td>Institutional Members</td>
<td>81</td>
</tr>
<tr>
<td>AIB Fellows</td>
<td>82</td>
</tr>
<tr>
<td>Past Presidents</td>
<td>83</td>
</tr>
<tr>
<td>Past Meetings</td>
<td>83</td>
</tr>
<tr>
<td>AIB 2008 Call for Papers</td>
<td>84</td>
</tr>
<tr>
<td>AIB 2008 Preview</td>
<td>86</td>
</tr>
</tbody>
</table>
Welcome from the President

With great pleasure, I welcome you to Indianapolis for the 2007 Annual Meeting of the Academy of International Business. Indianapolis, a friendly Midwestern American city, is probably best known for Indy 500, an automobile race that attracts more than 250,000 spectators every year. Indianapolis also serves as the U.S. home to many large multinational corporations, including Eli Lilly, Dow Agrosciences, Thomson, Wellpoint, Roche Diagnostics and Conseco. As such, Indianapolis offers a great setting for the 49th Annual Meeting of our organization.

As I write this letter, the number of registrations for this conference is over 700 indicating yet another successful year for the AIB Annual Conference. We would like to thank our hosts at the Kelley School of Business at Indiana University for the tireless work they have put into making sure that this conference is a success. Kelley School Professor Marjorie Lyles deserves our special thanks. Marjorie chaired the hard-working local arrangements committee and spent many hours organizing every little detail to ensure that we have the opportunity to experience and enjoy our time in Indianapolis.

We are also very pleased to thank the sponsors of the AIB 2007 Annual Meeting, which include:

• Our corporate sponsors, Cummins Inc. and Deloitte for their enthusiastic support for international business research
• Sheth Foundation for providing us with a grant for Doctoral Travel Stipends
• Society for the Advancement of Management Studies (SAMS) for sponsoring the Doctoral Consortium and the Doctoral Dissertation Proposal Award
• Boeing Institute of International Business, Saint Louis University for sponsoring the Junior Faculty Consortium
• CIBER at University of South Carolina for sponsoring the JIBS/AIB Paper Development Workshop
• CIBER at Duke University for putting together the JIBS/AIB Paper Development Workshop
• Fox School, Temple University for the Temple/AIB Best Paper Award
• CIBER at Indiana for the Farmer Dissertation Award
• Palgrave Macmillan for the JIBS Decade Award
• MSU-CIBER
• Tobias Center for Leadership Excellence
• Business Horizons
• BAA Indianapolis
• TRS – The Registration System
• Vis-à-Vis Communications Design
• Indiana University Purdue University Indianapolis
• And, of course, the Kelley School of Business at Indiana University for hosting the conference and for their sponsorship of the Gala Dinner

We would also like to express our appreciation to this year’s program chair, Oded Shenkar, and his team of track chairs for putting together such a great program. Please refer to his letter on the next page for the highlights of this year’s program. We would also like to thank The Ohio State University for supporting Oded as he worked on this program.

I look forward to greeting each of you as you arrive in Indianapolis and to the celebration of our collective progress in International Business research that will occur at the conference.

Stefanie Lenway, AIB President
Dear Colleagues,

Welcome to Indianapolis and the 2007 Annual Meeting of the Academy of International Business!

We have designed a program that I am sure you will find intellectually challenging, and professionally rewarding, centered on the theme of “Bringing the Country Back In: The Importance of Local Knowledge in a Global Economy”. The program is comprised of 29 panels, 85 competitive paper sessions, and 3 interactive poster presentation sessions.

As this program goes to press we have some 700 registrations, and more than one thousand people from 40 countries will make a contribution as authors, panelists, presenters, session chairs, faculty consortium organizers and track chairs.

Indianapolis is a cosmopolitan city in the heartland of the United States that is experiencing a dynamic renaissance and offers a venue that is very symbolically suited for this year’s theme of The Importance of Local Knowledge in a Global Economy. Many of our sessions will explore the many different angles of how to transcend the tensions between globalization and local communities.

Among the highlights of the program for the coming several days:

Monday, June 25th – A full day of professional activities with:
- The Doctoral Consortium chaired by Lena Zander (Stockholm School of Economics).
- The Junior Faculty Consortium, chaired by Srilata Zaheer (University of Minnesota), is being structured to provide many opportunities for interaction between junior faculty and senior scholars on the faculty panel.
- Building on the great success of the 2004 inaugural workshop in Stockholm, the AIB-JIBS Paper Development Workshop has become a staple of the AIB conferences. As always, Arie Lewin (Duke University) will co-chair the session with Tatiana Kostova (University of South Carolina) and the session will be structured in nine parallel tracks representing the nine editorial areas of JIBS.
- The formal program begins on Monday with the Welcome Remarks and AIB Fellows’ Opening Plenary Honoring Douglass C. North who was the co-recipient of the 1993 Nobel Prize in Economics and concentrated his lifelong research to further the concepts of institutional change and economic climates. This will be followed by the Presidential Reception in the Grand 1-2-3 Ballrooms at the Westin Hotel.

Tuesday, June 26th
- We will start the day on an exuberant note with a Fellow’s Panel on “The Value of Local Knowledge in International Business” to be chaired by Oded Shenkar with panelists: Mary Ann Von Glinow, Rosalie L. Tung, Alan M. Rugman, John Cantwell and Masaaki Kotabe.
- Competitive paper sessions and panels start at 9:50am and among the many attractive sessions are a WAIB Special Session on “Gender, Geography, and Leadership in International Business” and an AJBS Special Session on “Perspectives on Japanese Business” Best Paper Finalists.
- Interactive poster sessions and light lunch will come together from 12:30-13:45.
- The female gender again takes the spotlight in another WAIB Special Session titled “Four Deans Tell It Like It Is” which is certainly going to bring a special perspective to that theme.
- The Keynote Address is scheduled for Tuesday from 15:30 to 17:00 and will be given by James T. Morris, Executive Director, United Nations World Food Programme which will address the many concerns of the world community.
Wednesday, June 27th

- The day begins with its usual provocative panels and competitive sessions at 8:10am leading into the Interactive sessions at 12:30pm.
- One session of note to consider is “Emerging Scholars in Australia and New Zealand” a panel organized by ANZIBA that usually showcases the talent found in this part of the world.
- Another highlight of Wednesday is a panel convened by our sponsors from Deloitte in a special session titled “Priming for M&A Success in a Foreign Market—China” which will be addressed from a pragmatic perspective by those who work and function in that environment/country.
- One of the most anticipated and exciting events of any conference is the gala event. This year’s Gala Event at the Eiteljorg Museum from 19:00-22:00 will showcase the art of the American Indians and you will immerse yourself in the history and cultures of the American West and Native Americans while enjoying the company of your fellow participants.

Thursday, June 28th

- Thursday sessions begin at 8:10am.
- One special session will excitedly bring together the finalists for the 2007 Richard N. Farmer Dissertation Award Presentations from 8:10-9:25am.
- Another special session scheduled for 9:50-11:05am that should undoubtedly attract some attention is The UNCTAD World Investment Report (WIR) whose theme “Emergent Trends in International Business and Development” is always a critical focus for so many.
- Two Plenary award presentations are saved for the last and generate much interest. Those are The JIBS Decade Award Presentation which will be presented from 13:45-15:00pm and will recognize the most influential paper published in the 1997 volume of the Journal of International Business Studies followed by The AIB Awards Ceremony and Business Meeting from 15:30-17:00pm at which time several recognitions will be announced.
- Culminating the entire program event will be the JIBS Decade Award Reception and Farewell Party where the only expectation is to celebrate and bid your fond farewells to your fellow participants.

As you can see by this very full agenda we are hoping to make this year’s program one of the most exciting.

Among the giant team of volunteers I would like to thank particularly: nine of the most dedicated and hardest working Track Chairs in many years whose unfailing contribution of their time will contribute to the overall success of the program: Karl J. Moore, Timothy M. Devinney, Raj Aggarwal, Hemant Merchant, Stephen B. Tallman, Shaker A. Zahra, Rabie S. Bhagat, Ahmet H. Kirca and Mona Makhij; the pre-conference organizers Lena Zander, Srilata Zaheer, Arie Lewin and Tatiana Kostova, and over one thousand plus reviewers and session chairs. My fellow Executive Board members who met in Indianapolis in March despite cold and blizzard conditions to check out the venue: Tomas Hult, John Cantwell, Susan Feinberg, Stefanie Ann Lenway, and Alan Rugman. The local organizing committee guided by Marjorie Lyles and Florence May who so carefully prepared conference events and invited local speakers in addition to worrying about sponsorship. The AIB Fellows for organizing the various panels. This conference would never have taken place without the full dedication and unparalled support of Tunga Kiyak and his team at the AIB Secretariat, and of my assistant, Steve Stenner, who helped us put the program together. All worked very long hours, showing unflagging commitment.

I hope you will agree that, besides a being fun and practical venue for AIB 2007, Indianapolis is ideally situated and structured to further study the notion of The Importance of Local Knowledge in a Global Economy. Enjoy the conference!

Oded Shenkar
2007 AIB Program Chair
Welcome to Indianapolis for the 2007 meeting of the Academy of International Business!

As Dean of the Indiana University Kelley School of Business, I speak for the faculty and local organizing committee in conveying our enthusiasm to serve as the 2007 host in the state of Indiana’s capital city.

Best known as the Racing Capital of the World, Indianapolis is also the twelfth largest city in the United States and is recognized nationally with a leading and dynamic business climate. A popular convention and meeting destination, Indy is also full of world-class attractions, arts and culture.

Indiana University’s Kelley School of Business was one of the first American universities to offer International Business courses and programs. We continue to be supportive and in the forefront of International Business through our programs, through faculty interests and research and through the rich resources of Indiana University.

Our host committee has been preparing passionately for your visit. I am confident that you will find the 2007 AIB Indianapolis program to be exciting with gifted speakers, exceptional tours, and welcoming volunteers!

Daniel C. Smith
Dean, Kelley School of Business
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Rudolf Sinkovics, Manchester Business School
Arjen Slangen, Erasmus University Rotterdam
Kamal Smimou, University of Lethbridge
Patricia Smith, North Carolina Wesleyan College
J. Alexander Smith, Saint Louis University
Coral Ruth Snodgrass, Canisius College
Minna Söderqvist, Helsinki University of Technology
Wolfgang Sofka, Centre for European Economic Research
Mikael Søndergaard, University of Aarhus
Sangcheol Song, Ohio State University
Jennifer Spencer, George Washington University
Jack Spillan, Penn State University
Padma Srinivasan, ICFAI Business School
Suphawan Srisuphaoarn, Kasetsart University
Shirish C. Srivastava, National University of Singapore
Deepak K. Srivastava, Nirma University
David William St. George, Victoria University of Wellington
Martin H. Stack, Rockhurst University
Karim Michelle Staub, Saint Louis University
Richard M. Steers, University of Oregon
Charles Stevens, Ohio State University
Joselyn L. Steward, University of Alabama at Birmingham
Carmen Stoian, Kent Business School
Pavel Strach, Skoda Auto University
Roger Strange, King’s College London
Stephen Donald Strombeck, Azusa Pacific University
Muthu Subbiah, University of Texas at Dallas
Venkat Subramanian, University of Hong Kong
Gabriele Suder, CERAM Sophia Antipolis
Badri Munir Sukoco, National Cheng Kung University
Bridge Sullivant-Taylor, Warwick Business School
Qian Sun, Old Dominion University
K. Scott Swan, College of William & Mary
Jennifer Ann Swanston, Stonehill College
Sabina Tacjeva, Copenhagen Business School
Florian A. Taebue, Imperial College, London
Hiroo Takahashi, Hakuoh University
Norihiko Takeuchi, Tokyo University of Science
Nizam “Jim” Wiryawan, Swiss German University
Peter James Williamson, INSEAD
Nila Maria Wiese, University of Scranton
Jocelyn L. Wise, ITESM - Campus Monterrey
Bernard M. Wolf, York University
Alexander Wolfsberg, National University of Singapore
Susan So Shan Wong, University of Sydney
Verner Worm, Copenhagen Business School
Zheying Wu, University of Southern California
Sibin Wu, University of Texas-Pan American
Jianfeng Wu, Peking University
Changqiu Wu, Peking University
Youmin Xi, Xian Jiaotong University
Sophie Hulin Xiao, University of Sydney
Yu Henry Xie, College of Charleston
Jian Qian Xie, Southern Illinois University
Carbondale
Xiao Jun Xu, Fudan University
Weiwei Xu, National University of Singapore
Bin Xu, China Europe International Business School
Serkan Yalcin, Texas A&M & International University
Szu-Chi Yang, National Sun Yat-Sen University
Qin Yang, Temple University
Gracy (Jinju) Yang, Sydney University
Deli Yang, Bradford University
Chi-Lin Yang, National Cheng Kung University
Xiaotao Yao, Xian Jiaotong University
Attila Vaprak, Wayne State University
R. Isil Yavuz, University of Minnesota
Jasmine Ai Leen Yeap, Universiti Sains Malaysia
Hamid Yeganeh, Winona State University
Sengun Yeniyurt, University of Nevada
Pamela Yeow, University of Kent
Ha-Chin Yi, Texas State University
Susan Young, Ohio State University
Yang Yu, Victoria University of Wellington
Jisun Yu, University of Minnesota
C. Joseph Yu, National Chengchi University
Jing Yuan, Sun Yat-Sen University
Siti Rohni Yusof, Open University
Norhayati Zakaria, Universiti Utara Malaysia
Tatiana Zalan, University of Melbourne
Lena Zander, Stockholm School of Economics
Ivo Zander, Uppsala University
Srdan Zdravkovic, St. Louis University
Yuping Zeng, Peking University
Peter Zettting, Victoria University of Wellington
Zhen Zhang, University of Minnesota
Man Zhang, Bowling Green State University
Chun Zhang, University of Vermont
Youzhen Zhao, Fudan University
Weiting Zhang, National University of Singapore
Xin Zhou, Saint Louis University
Lianxi Zhou, Lingnan University
Changhui Zhou, Peking University
Tao Zhu, Fudan University
Hong Zhu, Texas A&M University
Cherrie J. Zhu, Monash University
Joerg Zimmermann, Max Planck Institute of Economics
Anna Vladimirovna Zueva, Manchester Business School
2007 Program Awards

JIBS Decade Award
(Award Presentation on June 28, 1:45-3:00pm)
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 Conference. In order to be considered for the 2007 award, a paper must have been included among the five most cited papers published in the 1997 Volume of JIBS. The winner of the 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 Plenary, Session 3.5, June 28, 1:45-3:00pm, in Room Capitol II-III.

SAMS/AIB Dissertation Proposal Award
(Award Presentation on June 28, 3:30-5:00pm)
Sponsored by the Society for the Advancement of Management Studies

The Dissertation Proposal Award is awarded in conjunction with the AIB Doctoral Consortium. The proposals are judged based on the originality and theoretical foundations of the work, the rigor and soundness of the proposed method, and the potential contribution and impact of the proposal in advancing the field. Winner receives a plaque and a US$1,500 cash award, while runner-ups receive a US$500 cash award. Nominees for this year's award are:

“Multimarket Competition in the International Commercial Airframe Industry: An Empirical Study of Competitive Positioning in Product Space” by David St George, Victoria University of Wellington

“International Regimes and MNC Strategy” by Srividya Jandhyala, University of Pennsylvania

“Development of Biculturalism in Cross-Cultural Managers in Multinational Corporations: A Cultural Participation Approach” by Gundula Lücke, University of South Carolina

“Antecedents of the Offshoring Governance Mode and the Implications of Offshore Outsourcing on the Client Headquarters - Service Provider Relationship” by Marc Schürch, University of St. Gallen

Richard N. Farmer Dissertation Award
(Award Presentation on June 28, 3:30-5:00pm)
Sponsored by Indiana University CIBER

Eligibility for the 2007 “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, 2006 and December 31, 2006. 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 3.1.1, June 28, 8:10am-9:25am, in Room Grand 1.

“When is Trust Produced and When Does it Matter? Taking a Closer Look at Trust and International Alliance Performance” by Rekha Krishnan, Simon Fraser University (Ph.D. awarded by Tilburg University)


“Knowledge Transfer in Multinational Enterprises: A Language and Information Processing View” by Margaret Schomaker, University of Kansas (Ph.D. awarded by University of Minnesota)

IMR Best Paper in International Marketing
(Award Presentation on June 27, 9:50-11:05am)
Sponsored by International Marketing Review (IMR) and its publisher, Emerald Group.

Presented for the first time in the AIB 2006 Conference and sponsored by International Marketing Review (IMR), the award is given to the best paper accepted to a competitive session in the Marketing track of the AIB Annual Meeting. The author(s) of the winning manuscript will receive a certificate and a cash award of £200 following their regularly scheduled presentation at the conference.

Winner: “Order-of-Entry Effects for Knowledge-Based Service Firms in Emerging Markets” by Peter Magnusson, Saint Louis University; Stanford A. Westjohn, Saint Louis University; David J. Boggs, Eastern Illinois University

Presented: Session 2.2.4, June 27, 9:50-11:05, in Room Council
Haynes Prize for the Most Promising Scholar(s)
(Award Presentation on June 28, 3:30-5:00pm)
Each year, the AIB 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 for competitive sessions are eligible for the prize as long as the age criterion is met. One finalist from each track is nominated by the track chairs based on reviewer input and their own assessments. An independent Haynes Award Committee reviews the finalists and chooses the winning manuscript. The authors of the winning manuscript receive a plaque and a US$1,000 award. Nominees for this year’s award are as follows (ordered by presentation time):

“Innovation Activities Abroad and the Effects of Liability of Foreignness: Where It Hurts” by Wolfgang Sofka, Centre for European Economic Research (ZEW)
**Presented:** Session 1.3.4, June 26, 11:15-12:30, **Room Council**

“Globalisation in History” by Sandra Seno Alday, University of Sydney
**Presented:** Session 2.1.5, June 27, 8:10-9:25, **Room Chamber**

“Local, Regional, or Global? Quantifying MNC Geographic Scope” by Christian Geisler Asmussen, Copenhagen Business School
**Presented:** Session 2.5.4, June 27, 13:45-15:00, **Room Council**

“When Cultures Cross National Borders: Exploring the Boundaries of Advertising Standardization” by Rick T. Wilson, Hofstra University and Karin M. Staub, Saint Louis University
**Presented:** Session 2.6.9, June 27, 15:30-16:45, **Room Congress**

**Temple/AIB Best Paper Award**
(Award Presentation on June 28, 3:30-5:00pm)
**Sponsored by Temple University’s Fox School of Business**
The Temple/AIB Best Paper Award was created in 2002 through a generous endowment by Temple University’s Fox School of Business. All papers accepted for competitive sessions are eligible for the award. One finalist from each track is nominated by the track chairs based on reviewer input and their own assessments. An independent Best Paper Award Committee reviews the finalists and chooses the winning manuscript. The authors of the winning manuscript receive a plaque and a $1000 award. Nominees for this year’s award are as follows:

“Patent Systems and Dominance Loops: Toward a Model of Biotech Dominance” by Amanda E.K. Budde, University of Hawai’i at Manoa
**Presented:** Session 1.2.4, June 26, 9:50-11:05, **Room Council**

“Domestic Rivalry and Export Performance: Theory and Evidence from International Airline Markets” by Joseph Clougherty, Wissenschaftszentrum Berlin (WZB) / CEPR-London and Anming Zhang, University of British Columbia
**Presented:** Session 1.3.6, June 26, 11:15-12:30, **Room Caucus**

“Order-of-Entry Effects for Knowledge-Based Service Firms in Emerging Markets” by Peter Magnusson, Saint Louis University / Northern Illinois University; Stanford A. Westjohn, Saint Louis University; and David J. Boggs, Eastern Illinois University
**Presented:** Session 2.2.4, June 27, 9:50-11:05, **Room Council**

“Excess Control, Corporate Governance, and Implied Cost of Equity: International Evidence” by Omrane Guedhami, Memorial University of Newfoundland and Dev R. Mishra, University of Saskatchewan
**Presented:** Session 3.1.2, June 28, 8:10-9:25, **Room Grand 2**

“The Impact of Nationality of Ownership on the Networking Intensity of Firms” by Lilach Nachum, Baruch College, CUNY
**Presented:** Session 3.2.10, June 28, 9:50-11:05, **Room Senate 1**

“Interaction Effects of Time Performance and Market Knowledge Competence on Product Success in Global New Product Development” by William H.A. Johnson, Bentley College; Zeljana Piccolotto, University of Padova; and Roberto Filippini, University of Padova
**Presented:** Session 3.3.6, June 28, 11:15-12:30, **Room Caucus**

**Presented:** Session 3.3.8, June 28, 11:15-12:30, **Room Cameral**
Theodore M. (Tim) Solso  
Chairman and Chief Executive Officer  
Cummins Inc.

After spending his youth in Oregon, Mr. Solso earned a bachelor’s degree in psychology from De Pauw University and an MBA from Harvard. In 1971, he began his career as assistant to the Vice President of Personnel at Cummins Inc. then a small Midwestern engine manufacturer based in Columbus, Indiana. Later, he moved to the operations side of the business, including overseas assignments in England and Brazil. After 29 years in the business, he was promoted to Chairman and CEO in 2000.

Under his leadership, the Cummins team has had an outstanding financial performance including the achievement of an average annual total return of 46 percent—well above that of the S & P 500 and of the industry peer group. Moreover, the company has made significant progress in its international growth. Its global workforce of more than 24,000 employees currently serve customers in more than 160 countries through its network of 550 company-owned and independent distributor facilities and more than 5,000 dealer locations.

In addition to its financial and international growth success, the company is recognized as a leading example of an implementer of diversity and corporate responsibility. Business Ethics magazine has cited it as one of the nation’s “Best Corporate Citizens” for the past eight years, including first and second-place rankings. Fortune magazine includes Cummins as one of the “Top 50 Companies for Minorities.” The Cummins emphasis on improving communities resulted in the development of numerous projects focused on the environment, health care, education and economic development of the poor, especially in such major emerging markets as India, Brazil and Mexico. Much of this community development activity has been accomplished with the assistance of the half-century old Cummins Foundation also chaired by Mr. Solso.

Mr. Solso serves on several boards of directors including the Board of Trustees of his undergraduate alma mater DePauw University which recognized him as an Outstanding Alumnus in 2004. Moreover, Rose Human University awarded him an honorary doctorate in engineering.

In sum, Mr. Solso is an outstanding example of a great corporate leader who understands the importance of international growth as a major contributor to financial success and who leads an organization that is an outstanding example of commitment to the dual concepts of diversity in the workplace and global community citizenship.
Joyce J. Elam  
Executive Dean, College of Business Administration  
James L. Knight Professor of Management Information Systems  
Vice Provost, FIU Online  
Florida International University

FIU’s College of Business Administration is South Florida’s business education leader with unique expertise in international business, entrepreneurship, information technology and a broad range of financial service industries. It serves approximately 6000 undergraduate students in its Landon Undergraduate School of Business, more than 1150 graduate students in its Chapman Graduate School of Business and about 1000 business executives in its professional and executive education programs.

Under Dean Elam’s leadership (1997-2007), the College has been transformed from a conventional undergraduate teaching school to one of the world’s leading international business schools. Capitalizing on the school’s hub international business and trade location in the Miami area, she supported the development of a strategic focus on expanding the school's research and teaching expertise to link South Florida to Latin American and the world economy.

US News and World Report currently ranks the FIU undergraduate business program as one of the ten best in the nation and its graduate international business program among the top twenty. Meanwhile Business Week includes FIU among the top 25 public business schools. The school also ranks among the top ten nationally for Hispanic and Latino students.

After her success in directing the FIU Executive MBA program that included two-week residencies in India, China, Singapore, Australia and Europe, Dr. Elam’s assumption of the deanship was associated with internationalizing the curriculum throughout the college and building its graduate school. Among the College’s recent accomplishments are:

- Launching a unique Master of Science in International Real Estate
- Obtaining continuing grants to support the college’s CIBER
- Obtaining grants and gifts to establish a global entrepreneurship center
- Obtaining grants for the college’s Knight Ridder Center for Excellence in Management, including assistance and training to farmers in Honduras and Guatemala and distance learning for senior level officers studying at the Inter-American Defense College in Washington, DC
- Putting greater emphasis on global logistics in the College’s Ryder Center for Supply Chain Management
- Expanding an already strong cadre of international business faculty (including three new faculty members in 2006-2007, whose focus is primarily in international business)

Dean Elam was instrumental in helping FIU students establish the first national chapter of the International Business Honor Society, which since has led several Global Leadership and Service projects to Bangkok, Thailand and Guatemala City. Members of the honor society recently launched an online undergraduate international business journal, the Journal for Global Business and Community.

Dean Elam’s professional activities include significant research and publication activity in her discipline (management information systems), serving on AACSB review teams for institutions around the world, and membership of several public and non-profit positions, both at state and international levels, including the presentation of her study about women-led business in Florida at a recent conference in the United Arab Emirates.

After completing her undergraduate and PhD degrees from the University of Texas at Austin, Dr. Elam was Assistant Professor at the Wharton School and a Marvin Bower Fellow at the Harvard Business School. She also taught at her alma mater prior to joining the FIU faculty in 1990 as a chaired Professor of Management Information Systems. She directed the College’s executive MBA program for three years prior to assuming her current duties as Executive Dean in 1997.
Douglass Cecil North is the Spencer T. Olin Professor in Arts & Sciences, Department of Economics, Washington University in Saint Louis. He joined the faculty of Washington University in Saint Louis in 1983 as the Henry R. Luce Professor of Law and Liberty in the Department of Economics, and served as director of the Center for Political Economy from 1984 to 1990. He was Professor of Economics at the University of Washington from 1950 - 1983. North also held visiting positions at Stanford University, Cambridge University, and Rice University.

In 1992, he became the first economic historian ever to win one of the economics profession’s most prestigious honors, the John R. Commons Award, which was established by the International Honors Society in Economics in 1965. In 1993 he was awarded the Nobel Memorial Prize in Economics. He is a fellow of the American Academy of Arts and Sciences and has served as president of the Economic History Association and the Western Economic Association. North is also the Hoover Institution’s Bartlett Burnap Senior Fellow and has served as an expert for the Copenhagen Consensus and as an advisor to governments around the world.

North’s research has focused on the formation of political and economic institutions and the consequences of these institutions on the performance of economies through time, including such areas as property rights, transaction costs, and the free rider problem. North is recognized as one of the founders of the “new institutional economics,” and has done important work on the connection of the cognitive sciences to economic theory. Along with Ronald Coase and Oliver Williamson, he helped found the International Society for the New Institutional Economics which held its first meeting in St. Louis in 1997.

Born in Cambridge, Massachusetts in 1920, he graduated from the University of California, Berkeley with a B.A. in General Curriculum-Humanities in 1942 and a Ph.D. in Economics in 1952. He joined the United States Merchant Marine during World War II. Prior to finishing his PhD, North had also been a semi-professional photographer and had worked with Dorothea Lange as well as other notable photographers.

Douglass North is being honored by the AIB Fellows as an Eminent Scholar who was not an AIB member but who marked the research of many members of the Academy of International Business. Past honorees include Charles Kindleberger (1987), Edith Penrose (1994), Geert Hofstede (1998), Richard Caves (1999), Alfred Chandler (2000), Oliver Williamson (2003).
James T. Morris
Executive Director, United National World Food Programme

James T. Morris became the tenth Executive Director of the United Nations World Food Programme at the beginning of April 2002 and retired from that position in April 2007.

As leader of WFP, Mr. Morris oversaw the world’s largest food aid organization, which in 2005 fed 97 million people in 82 countries with contributions totaling US$2.8 billion. WFP reaches out to hungry people who cannot help themselves - victims of war and natural disasters, families affected by HIV/AIDS and orphans who have lost their parents to the pandemic, and school children in poor communities.

As Executive Director, he visited all WFP’s major operations around the world—the tsunami region, the Pakistan earthquake region, Niger, Darfur, southern Africa and DPRK. Traveling to most of the 80 countries where WFP is operational, he met staff and beneficiaries as well as government and NGO partners. At the same time Mr. Morris met with presidents and prime ministers in both the developing and developed world to discuss ways of reducing hunger. Besides his role as the UN Secretary General’s Special Envoy to southern Africa, he addressed numerous international meetings, including the UN Security Council, while continuing his tireless campaign on behalf of the hungry poor.

The World Food Programme is the largest program of the United Nations and the largest humanitarian agency in the world. It has more than 10,000 staff members, 90 percent of whom work in the developing world. Every day, WFP has 20 aircraft in the sky, 40 ships on the seas and hundreds of trucks bringing food to those in need. In Iraq, WFP mounted the biggest operation ever undertaken — to provide food aid to the entire population — some 27 million people. WFP established a food pipeline of over 1,000 tons per hour, 24 hours a day, seven days a week. The agency continued to surpass previous achievements — for example in the Pakistan earthquake operation, WFP conducted, jointly with UN Humanitarian Air Services and the UN Joint Logistics Centre, the biggest helicopter operation in its history, deploying a fleet comprising 14 Mi-8, two MI-26 and two KA30 helicopters. Under his leadership, WFP successfully cut levels of malnutrition in half among North Korean children and brought much-needed aid to victims of violence in Darfur, Angola, northern Uganda and Lebanon.

For over 36 years, Mr. Morris has combined a distinguished career with a personal life of public service. His leadership in business, humanitarian, and philanthropic activities has always reflected a commitment to giving something back to his city, his country, and the international community by improving the lives of others, with a special interest in young people at risk.

After serving six years in city government in Indianapolis, Indiana, primarily as chief of staff for Mayor Richard Lugar, Mr. Morris moved to the Lilly Endowment, Inc., one of the world’s largest charitable foundations. Mr. Morris ultimately was named president, and served in that role for six years.

Mr. Morris then became chairman and chief executive officer of IWC Resources Corporation and Indianapolis Water Company. Under his leadership, IWC grew to a multi-million dollar holding company. He focused on employee development through recognition programs, diversification, human relations and educational opportunities. The company experienced substantial growth in both regulated and unregulated areas.

While serving in these leadership roles and on several corporate boards, Mr. Morris was affiliated with the United States Olympic Committee both as treasurer and chairman of the audit and ethics committee. He was also chairman of the NCAA Foundation, a member of the Board of Governors of the American Red Cross, and chairman of the Board of Trustees of Indiana University.

Mr. Morris earned his BA in Political Science from Indiana University and an MBA from Butler University. He has received 11 honorary degrees including the most recent from the University of Notre Dame (US) in May of 2005. He is married to Jacqueline Harrell Morris. They have three children and seven grandchildren.
When You Arrive

Please check in with the AIB staff at our registration desk located on the Second Floor, Grand Foyer 4 to pick up your name badge and conference materials.

**Registration**
Location: Second Floor, Grand Foyer 4  
Hours:  
- Monday, June 25: 7:30am – 7:00pm  
- Tuesday, June 26: 8:00am – 5:15pm  
- Wednesday, June 27: 8:00am – 4:30pm  
- Thursday, June 28: 8:00am – 4:30pm

**Exhibits**
Location: Second Floor, Grand 4-5  
Hours:  
- Tuesday, June 26: 9:00am – 6:00pm  
- Wednesday, June 27: 9:00am – 5:30pm  
- Thursday, June 28: 9:00am – 3:30pm

**Placement Center**
Location: First Floor, Capitol I  
Hours:  
- Tuesday, June 26: 8:30am – 5:00pm  
- Wednesday, June 27: 8:30am – 5:00pm  
- Thursday, June 28: 8:30am – 3:30pm

**Internet Station**
Location: Second Floor, Senate 3  
Hours:  
- Tuesday, June 26: 9:00am – 4:30pm  
- Wednesday, June 27: 9:00am – 4:30pm  
- Thursday, June 28: 9:00am – 4:30pm

Downtown Indianapolis
### AIB 2007 Program Overview

**Indianapolis, IN, USA - June 25-28, 2007**

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**AIB Executive Board Meeting 8:30-17:00**

**AIB Fellows Plenary**

**AIB Presidential Reception Grand 1-3**

**AIB Fellows Dinner 19:00-22:00**

**COFFEE BREAK 9:25-9:50**

**COFFEE BREAK 15:00-15:30**

**AIB Fellows Plenary**

**AIB Presidential Reception Grand 1-3**

**AIB Fellows Dinner 19:00-22:00**

**COFFEE BREAK 11:05-11:15**

**AIB Fellows Plenary**

**AIB Presidential Reception Grand 1-3**

**AIB Fellows Dinner 19:00-22:00**
## AIB 2007 Program Overview
### Indianapolis, IN, USA - June 25-28, 2007

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### Concurrent Sessions
- **2.1** 8:10-9:25
- **2.2** 9:50-11:05
- **2.3** 11:15-12:30
- **2.4** 12:30-13:45
- **2.5** 13:45-15:00
- **2.6** 15:30-16:45

### Breaks
- 8:15-9:00
- 9:00-9:15
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- 21:30-22:00

### Special Events
- **JIBS Decade Award Plenary** 13:45-15:00
- **AIB Awards Ceremony and General Business Meeting** 15:30-17:00
- **JIBS Decade Award Reception / Farewell Party** 17:00-18:30

### Additional Information
- **AWIB Business Meeting** 17:00-18:00
- **AIB Gala Event** Eiteljorg Museum of American Indians and Western Art 19:00-22:00 (with bus transportation available)
2007 AIB Summary Program
Indianapolis, USA
June 25-28, 2007

<table>
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<th>Registration</th>
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<tbody>
<tr>
<td>Grand 4 Foyer (in front of Grand 4 &amp; 5)</td>
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<tr>
<td>Hours: 7:30-19:00 - Mon, June 25</td>
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<tr>
<td>8:00-17:15 - Tue, June 26</td>
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<td>8:00-16:30 - Wed, June 27 - Thu, June 28</td>
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<th>Placement Center</th>
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<tbody>
<tr>
<td>Room: Capitol I</td>
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<tr>
<td>Hours: 8:30-17:00 - Tue, June 26 &amp; Wed, June 27</td>
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<td>8:30-15:30 - Thu, June 28</td>
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<tr>
<td>Room: Grand 4-5</td>
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<tr>
<td>Hours: 9:00-18:00 (Tue, June 26)</td>
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<tr>
<td>9:00-17:30 (Wed, June 27)</td>
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<td>9:00-15:30 (Thu, June 28)</td>
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SUNDAY, JUNE 24

SUNDAY, JUNE 24 - 08:00-18:00
Time: 08:00-18:00

AJBS Annual Conference

SUNDAY, JUNE 24 - 08:30-17:00
Time: 08:30-17:00
Room: Boardroom

AIB Board Meeting

SUNDAY, JUNE 24 - 17:00-19:00
Time: 17:00-19:00
Room: State

Doctoral Student Consortium Reception

MONDAY, JUNE 25

MONDAY, JUNE 25 - 08:00-12:00
Time: 08:00-12:00

AJBS Annual Conference

MONDAY, JUNE 25 - 08:00-16:00
Session: 0.1 - Pre-Conference Workshop
Time: 08:00-16:00

Doctoral Student Consortium
Session: 0.2 - Pre-Conference Workshop
Time: 08:00-16:00

Junior Faculty Consortium
Session: 0.3 - Pre-Conference Workshop
Time: 08:00-16:00

JIBS/AIB Paper Development Workshop
<table>
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<th>TUESDAY, JUNE 26 - 09:25-09:50</th>
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<tr>
<td><strong>AIB Board Meeting</strong></td>
<td><strong>Coffee Break</strong></td>
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<td><strong>MONDAY, JUNE 25 - 12:30-14:00</strong></td>
<td><strong>TUESDAY, JUNE 26 - 09:50-11:05</strong></td>
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<tr>
<td><strong>MONDAY, JUNE 25 - 17:00-19:00</strong></td>
<td><strong>Session: 1.2.1 - Panel</strong></td>
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<td><strong>MONDAY, JUNE 25 - 19:00-22:00</strong></td>
<td><strong>Track 8-Marketing</strong></td>
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<td><strong>AIB Chapter Chairs Luncheon</strong></td>
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<td><strong>Session: 1.2.2 - Panel</strong></td>
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<td><strong>Track 2-Theory Dev. and Empirical Modeling</strong></td>
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<td><strong>MONDAY, JUNE 25 - 09:50-11:05</strong></td>
<td><strong>Opening Plenary: Welcome Remarks and AIB Fellows’ Opening Plenary Honoring Douglass C. North</strong></td>
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<td><strong>MONDAY, JUNE 25 - 19:00-22:00</strong></td>
<td><strong>Session: 1.2.3 - Competitive</strong></td>
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<td><strong>MONDAY, JUNE 25 - 19:00-22:00</strong></td>
<td><strong>Track 3-International Finance and Accounting</strong></td>
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<td><strong>Project and Political Risk</strong></td>
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<td><strong>Session: 1.2.4 - Competitive</strong></td>
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<td><strong>Track 1-The Historical Dimension in IB</strong></td>
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<td><strong>Room: Chamber</strong></td>
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<td><strong>MONDAY, JUNE 25 - 19:00-22:00</strong></td>
<td><strong>Issues and Trends in International Business – A Historical Perspective</strong></td>
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<td><strong>Track 5-Global Strategy</strong></td>
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<td><strong>Room: Chamber</strong></td>
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<td><strong>MONDAY, JUNE 25 - 19:00-22:00</strong></td>
<td><strong>Post-entry Action in Local Markets</strong></td>
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<td><strong>Session: 1.2.6 - Competitive</strong></td>
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<td><strong>Track 9-Global versus Local Knowledge</strong></td>
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<td><strong>Room: Caucus</strong></td>
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<td><strong>MONDAY, JUNE 25 - 19:00-22:00</strong></td>
<td><strong>The Nature of Local Knowledge</strong></td>
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<td><strong>MONDAY, JUNE 25 - 19:00-22:00</strong></td>
<td><strong>Track 7-Managing People across Cultures</strong></td>
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<td><strong>MONDAY, JUNE 25 - 19:00-22:00</strong></td>
<td><strong>Room: Cabinet</strong></td>
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<td><strong>MONDAY, JUNE 25 - 19:00-22:00</strong></td>
<td><strong>Management of Expatriates</strong></td>
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<td><strong>MONDAY, JUNE 25 - 19:00-22:00</strong></td>
<td><strong>Session: 1.2.8 - Competitive</strong></td>
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<td><strong>MONDAY, JUNE 25 - 19:00-22:00</strong></td>
<td><strong>Track 5-Global Strategy</strong></td>
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<td><strong>MONDAY, JUNE 25 - 19:00-22:00</strong></td>
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**Summary Program**
### Summary Program

**TUESDAY, JUNE 26**

#### Drives of International Diversification

**Session: 1.2.9 - Competitive**
Time: 09:50-11:05  
Room: Congress

Drivers of International Diversification

**Session: 1.2.10 - Competitive**
Time: 09:50-11:05  
Room: Senate 1

Finance and Emerging Markets

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**TUESDAY, JUNE 26 - 11:05-11:15**

Break

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**TUESDAY, JUNE 26 - 11:15-12:30**

#### Semiglobalization and International Business

**Session: 1.3.1 - Panel**
Time: 11:15-12:30  
Room: Grand 1

Semiglobalization and International Business

**Session: 1.3.2 - Special Session**
Time: 11:15-12:30  
Room: Grand 2

Gender, Geography, and Leadership in International Business (WAIB Special Session)

**Session: 1.3.3 - Special Session**
Time: 11:15-12:30  
Room: Grand 3

Perspectives on Japanese Business: AJBS Best Paper Finalists (AJBS Special Session)

**Session: 1.3.4 - Competitive**
Time: 11:15-12:30  
Room: Council

Liability of Foreignness

**Session: 1.3.5 - Competitive**
Time: 11:15-12:30  
Room: Chamber

Governance Strategies and Emerging Markets

**Session: 1.3.6 - Competitive**
Time: 11:15-12:30  
Room: Caucus

Econometric Modeling

**Session: 1.3.7 - Competitive**
Time: 11:15-12:30  
Room: Cabinet

Subsidiary Roles in the Multinational Firm

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#### Outsourcing, Offshoring, and the Role of Location

**Session: 1.3.8 - Competitive**
Time: 11:15-12:30  
Room: Cameral

Outsourcing, Offshoring, and the Role of Location

**Session: 1.3.9 - Competitive**
Time: 11:15-12:30  
Room: Senate 1

Communication and Negotiations across Borders

**Session: 1.3.10 - Competitive**
Time: 11:15-12:30  
Room: Senate 1

Global Branding and Segmentation Issues

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**TUESDAY, JUNE 26 - 12:30-13:45**

#### Interactive Sessions with Light Lunch (I)

**Session: 1.4 - Interactive**
Time: 12:30-13:45  
Room: Grand 4-5

Interactive Sessions with Light Lunch (I)

**Session: 1.4.1 - Interactive**
Time: 12:30-13:45  
Room: Grand 4-5

Culture and Alternative Models

**Session: 1.4.2 - Interactive**
Time: 12:30-13:45  
Room: Grand 4-5

Cross-National Influences on Corporate Governance

**Session: 1.4.3 - Interactive**
Time: 12:30-13:45  
Room: Grand 4-5

Internationalization and Emerging Markets

**Session: 1.4.4 - Interactive**
Time: 12:30-13:45  
Room: Grand 4-5

New Horizons for Emerging Markets

**Session: 1.4.5 - Interactive**
Time: 12:30-13:45  
Room: Grand 4-5

Perspectives in Global Strategy (I)

**Session: 1.4.6 - Interactive**
Time: 12:30-13:45  
Room: Grand 4-5

Networks or Alliances

**Session: 1.4.7 - Interactive**
Time: 12:30-13:45  
Room: Grand 4-5

Offshoring or National Advantage
## Summary Program

### TUESDAY, JUNE 26

<table>
<thead>
<tr>
<th>Session: 1.4.8 - Interactive</th>
<th>Time: 12:30-13:45</th>
<th>Room: Grand 4-5</th>
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<td>Cognitive and Institutional Forces Shaping International Entrepreneurship</td>
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<tr>
<td>Women Leaders In International Business Education: Four Deans Tell It Like It Is (WAIB Special Session)</td>
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<td>International Entrepreneurship: Current Debates and Future Directions (Showcase Panel)</td>
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<td>Joint Ventures, Technology, and Entry Strategies</td>
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<td>Keynote Address: &quot;Leadership on Important Global Issues&quot;</td>
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### Summary Program

**TUESDAY, JUNE 26 - 17:00-18:00**

**Time:** 17:00-18:00  
**Room:** Grand 4-5  
**Tobias Center for Leadership Excellence Reception**

**TUESDAY, JUNE 26 - 19:00-22:00**

**Time:** 19:00-22:00  
**AIB Fellows’ Dinner**

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**WEDNESDAY, JUNE 27**

**WEDNESDAY, JUNE 27 - 08:10-09:25**

<table>
<thead>
<tr>
<th>Session: 2.1.1 - Panel</th>
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<tbody>
<tr>
<td>Track 5-Global Strategy</td>
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**Debate: Is There a General Theory of Internationalization and Performance?**

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**New Country Risks and Perspectives**

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**The Use of Ex-Host Country Nationals or Returnees: The Importance of Local Knowledge in a Global Economy**

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** Exploration and Exploitation**

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**The Evolution of International Business**

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**Institutions, Institutional Effects, and Emerging Markets**

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**Japan in IB: Home and Away**

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**International Accounting**

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**Process of International Venturing**

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**Acquisition Strategies and Performance**

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**Management of People in the East Asian Context**

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<td>Track 9-Global versus Local Knowledge</td>
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**Coffee Break**

**WEDNESDAY, JUNE 27 - 09:25-09:50**

**WEDNESDAY, JUNE 27 - 09:50-11:05**

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**Future of Cross Cultural and Comparative Research in International Business (Showcase Panel)**

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**Corporate Governance in International Business: Local Requirements versus Global Expectations**

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**Modeling Inter-Firm Relationships**

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**International Marketing of Services (I)**
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**Organizational Learning and Alliances**

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**Headquarters-Subsidiary Relationships**

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**Effect of International Entrepreneurship**

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**Control & Coordination Mechanisms in Knowledge Transfer (I)**

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**Strategy, Capabilities, and Performance**

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**The Sociology of Emerging Markets’ Firms**

**WEDNESDAY, JUNE 27 - 11:05-11:15**

| Time: 11:05-11:15 | Room: Grand 4-5 |

**Break**

**WEDNESDAY, JUNE 27 - 11:15-12:30**

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*AIB Fellows’ International Executive of the Year Award - Tim Solso, Cummins Inc.*

**WEDNESDAY, JUNE 27 - 12:30-13:45**

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**Interactive Sessions with Light Lunch (II)**

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**Globalization in Perspective**

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**Foreign Direct Investment**

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**Models and Theories of the MNE**

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**International Financial Strategies**

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**International Influences on Asset Pricing**

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**Agglomeration and Emerging Markets**

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**Emerging Markets and Local Institutions**

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**Entry Issues**

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**National Culture and International Entrepreneurship**

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**International Organizational Behavior Processes**

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**Marketing in Emerging Markets and Transition Economies**

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**Knowledge Transfer within Organizations**

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**Globalization in Perspective**
### WEDNESDAY, JUNE 27 - 13:45-15:00

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<td><strong>Sport Business and Sport: Facing the Challenges of Internationalization</strong></td>
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<tr>
<td><strong>Methodological Issues in International Business: Location Choice, Knowledge Flows, and MNE Activity</strong></td>
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<td><strong>Impact of Ownership Preferences for Emerging Markets</strong></td>
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<td><strong>Is It Global or Is It Regional?</strong></td>
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<td><strong>Emerging Scholars in Australia and New Zealand (ANZIBA Special Session)</strong></td>
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<th>Time: 13:45-15:00</th>
<th>Room: Caucus</th>
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<tbody>
<tr>
<td><strong>Marketing Capabilities</strong></td>
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<th>Session: 2.5.7 - Competitive</th>
<th>Time: 13:45-15:00</th>
<th>Room: Cabinet</th>
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<tbody>
<tr>
<td><strong>International Financial Markets and Ownership</strong></td>
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<thead>
<tr>
<th>Session: 2.5.8 - Competitive</th>
<th>Time: 13:45-15:00</th>
<th>Room: Cameral</th>
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<tbody>
<tr>
<td><strong>International Organizational Behavior</strong></td>
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<th>Session: 2.5.9 - Competitive</th>
<th>Time: 13:45-15:00</th>
<th>Room: Congress</th>
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<tbody>
<tr>
<td><strong>MNC Subsidiary and Local Knowledge</strong></td>
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### WEDNESDAY, JUNE 27 - 15:00-15:30

<table>
<thead>
<tr>
<th>Session: 2.6.1 - Special Session</th>
<th>Time: 15:00-15:45</th>
<th>Room: Grand 1</th>
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<tbody>
<tr>
<td><strong>Priming for M&amp;A Success in a Foreign Market - China (Deloitte Special Session)</strong></td>
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<table>
<thead>
<tr>
<th>Session: 2.6.2 - Competitive</th>
<th>Time: 15:30-15:45</th>
<th>Room: Grand 2</th>
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<tbody>
<tr>
<td><strong>Shaping Industry Trajectories in Emerging Markets</strong></td>
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<thead>
<tr>
<th>Session: 2.6.3 - Competitive</th>
<th>Time: 15:30-15:45</th>
<th>Room: Grand 3</th>
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<tbody>
<tr>
<td><strong>Entry Mode Choices</strong></td>
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<thead>
<tr>
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<th>Time: 15:30-15:45</th>
<th>Room: Council</th>
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<tbody>
<tr>
<td><strong>Modeling Institutional and Political Risk</strong></td>
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<table>
<thead>
<tr>
<th>Session: 2.6.5 - Competitive</th>
<th>Time: 15:30-15:45</th>
<th>Room: Chamber</th>
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<tbody>
<tr>
<td><strong>Leadership in the International Context</strong></td>
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<thead>
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<th>Session: 2.6.6 - Competitive</th>
<th>Time: 15:30-15:45</th>
<th>Room: Caucus</th>
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<tr>
<td><strong>Business Groups’ Performance in Emerging Markets</strong></td>
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<thead>
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<th>Session: 2.6.7 - Competitive</th>
<th>Time: 15:30-15:45</th>
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<tbody>
<tr>
<td><strong>Networks and Intra-Firm Knowledge Transfer (I)</strong></td>
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### WEDNESDAY, JUNE 27 - 15:30-16:45

<table>
<thead>
<tr>
<th>Session: 2.6.10 - Competitive</th>
<th>Time: 15:30-15:45</th>
<th>Room: Senate 1</th>
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<tbody>
<tr>
<td><strong>Foreign Direct Investment into Emerging Markets</strong></td>
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</table>
Session: 2.6.8 - Competitive  
Track 5-Global Strategy  
Time: 15:30-16:45  
Room: Cameral

**Liability of Foreignness in International Strategy**

Session: 2.6.9 - Competitive  
Track 8-Marketing  
Time: 15:30-16:45  
Room: Congress

**Standardization/Adaptation Strategies**

Session: 2.6.10 - Panel  
Track 6-International Entrepreneurship  
Time: 15:30-16:45  
Room: Senate 1

**Global Business Research and Teaching Tools: The Case of the Global Marketing Management System Online (GMMSO) ©**

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**WEDNESDAY, JUNE 27 - 17:00-18:00**  
Time: 17:00-18:00  
Room: Grand 1

**WAIB Business Meeting**

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**WEDNESDAY, JUNE 27 - 19:00-22:00**  
Time: 19:00-22:00

**Gala Event at the Eiteljorg Museum**

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**THURSDAY, JUNE 28**

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**THURSDAY, JUNE 28 - 08:10-09:25**

Session: 3.1.1 - Special Session  
Time: 08:10-09:25  
Room: Grand 1

**Farmer Dissertation Award Presentations**

Session: 3.1.2 - Competitive  
Track 3-International Finance and Accounting  
Time: 08:10-09:25  
Room: Grand 2

**Cross Listing Effects**

Session: 3.1.3 - Competitive  
Track 2-Theory Dev. and Empirical Modeling  
Time: 08:10-09:25  
Room: Grand 3

**Alternative Modeling Techniques in IB**

Session: 3.1.4 - Competitive  
Track 5-Global Strategy  
Time: 08:10-09:25  
Room: Council

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Session: 3.1.5 - Competitive  
Track 7-Managing People across Cultures  
Time: 08:10-09:25  
Room: Chamber

**International Joint Ventures & Acquisitions**

Session: 3.1.6 - Competitive  
Track 5-Global Strategy  
Time: 08:10-09:25  
Room: Caucus

**Local Market Factors in Market Entry Decisions**

Session: 3.1.7 - Competitive  
Track 6-International Entrepreneurship  
Time: 08:10-09:25  
Room: Cabinet

**New Ventures in the Knowledge Economy**

Session: 3.1.8 - Competitive  
Track 4-Emerging Markets (EM) and MNEs  
Time: 08:10-09:25  
Room: Cameral

**Knowledge Management in Emerging Markets**

Session: 3.1.9 - Competitive  
Track 9-Global versus Local Knowledge  
Time: 08:10-09:25  
Room: Congress

**Control & Coordination Mechanisms in Knowledge Transfer (II)**

Session: 3.1.10 - Competitive  
Track 8-Marketing  
Time: 08:10-09:25  
Room: Senate 1

**Cross-Cultural Consumer Behavior**

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**THURSDAY, JUNE 28 - 09:25-09:50**

Time: 09:25-09:50  
Room: Grand 4-5

**Coffee Break**

---

**THURSDAY, JUNE 28 - 09:50-11:05**

Session: 3.2.1 - Special Session  
Time: 09:50-11:05  
Room: Grand 1

**The UNCTAD World Investment Report (WIR): Emergent Trends in International Business and Development**

Session: 3.2.2 - Panel  
Track 1-The Historical Dimension in IB  
Time: 09:50-11:05  
Room: Grand 2

**International Business Negotiations Research: Past, Present and Future Perspectives**

---

Session: 3.2.3 - Competitive  
Track 6-International Entrepreneurship  
Time: 08:10-09:25  
Room: Senate 8
### THURSDAY, JUNE 28 - 09:50-11:05

<table>
<thead>
<tr>
<th>Session</th>
<th>Track</th>
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<th>Room</th>
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<tr>
<td>3.2.3 - Competitive</td>
<td>5-Global Strategy</td>
<td>09:50-11:05</td>
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<tr>
<td><strong>How and When to Offshore</strong></td>
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<tr>
<td>3.2.4 - Competitive</td>
<td>2-Theory Dev. and Empirical Modeling</td>
<td>09:50-11:05</td>
<td>Council</td>
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<tr>
<td><strong>Debating Theoretical Perspectives in IB</strong></td>
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<td>3.2.5 - Competitive</td>
<td>8-Marketing</td>
<td>09:50-11:05</td>
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<tr>
<td><strong>International Marketing of Services (II)</strong></td>
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<td>3.2.6 - Competitive</td>
<td>5-Global Strategy</td>
<td>09:50-11:05</td>
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<tr>
<td><strong>International Merger and Acquisition Activity</strong></td>
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<td>3.2.7 - Competitive</td>
<td>9-Global versus Local Knowledge</td>
<td>09:50-11:05</td>
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<tr>
<td><strong>Networks and Intra-Firm Knowledge Transfer (II)</strong></td>
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<td>3.2.8 - Competitive</td>
<td>7-Managing People across Cultures</td>
<td>09:50-11:05</td>
<td>Cameral</td>
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<tr>
<td><strong>Virtual Teams in International Context</strong></td>
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<td>7-Managing People across Cultures</td>
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<td>Congress</td>
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<tr>
<td><strong>Cultural Variations in Work and Non-Work Contexts</strong></td>
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<td>5-Global Strategy</td>
<td>09:50-11:05</td>
<td>Senate 1</td>
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<tr>
<td><strong>Networking, Capabilities and Complementarity</strong></td>
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### Break

### THURSDAY, JUNE 28 - 11:05-11:15

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<td>3.3.1 - Panel</td>
<td>2-Theory Dev. and Empirical Modeling</td>
<td>11:05-11:15</td>
<td>Grand 4-5</td>
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<tr>
<td><strong>Multi-Level Issues in International Business Research</strong></td>
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### THURSDAY, JUNE 28 - 11:15-12:30

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<th>Session</th>
<th>Track</th>
<th>Time</th>
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<tr>
<td>3.3.2 - Competitive</td>
<td>5-Global Strategy</td>
<td>11:15-12:30</td>
<td>Grand 2</td>
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<tr>
<td><strong>Market Entry and Local Institutions</strong></td>
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<tr>
<td>3.3.3 - Panel</td>
<td>9-Global versus Local Knowledge</td>
<td>11:15-12:30</td>
<td>Grand 3</td>
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<tr>
<td><strong>Study Abroad Programs in International Business in a Post-9/11 Environment: Is the Book Being Re-written on Overseas Educational Opportunities?</strong></td>
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<tr>
<td>3.3.4 - Competitive</td>
<td>4-Emerging Markets (EM) and MNEs</td>
<td>11:15-12:30</td>
<td>Council</td>
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<tr>
<td><strong>Performance of Emerging Market Firms</strong></td>
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<td>3.3.5 - Competitive</td>
<td>5-Global Strategy</td>
<td>11:15-12:30</td>
<td>Chamber</td>
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<tr>
<td><strong>Choosing Locations for R &amp; D</strong></td>
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<tr>
<td>3.3.6 - Competitive</td>
<td>6-International Entrepreneurship</td>
<td>11:15-12:30</td>
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<tr>
<td><strong>Entrepreneurial Venturing in Different Global Contexts</strong></td>
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<td>8-Marketing</td>
<td>11:15-12:30</td>
<td>Cabinet</td>
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<td><strong>Buyer-Seller Relationships</strong></td>
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<td>9-Global versus Local Knowledge</td>
<td>11:15-12:30</td>
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<tr>
<td><strong>Knowledge Processes for Innovation (II)</strong></td>
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<td>3.3.9 - Competitive</td>
<td>7-Managing People across Cultures</td>
<td>11:15-12:30</td>
<td>Congress</td>
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<tr>
<td><strong>Legitimacy and Control of International Operations</strong></td>
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<td>3.3.10 - Competitive</td>
<td>4-Emerging Markets (EM) and MNEs</td>
<td>11:15-12:30</td>
<td>Senate 1</td>
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<tr>
<td><strong>Societal Effects of Corporate Investment in Emerging Markets</strong></td>
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### THURSDAY, JUNE 28 - 12:30-13:45

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<td>3.4 - Interactive</td>
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<td>12:30-13:45</td>
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<tr>
<td><strong>Interactive Sessions with Light Lunch (III)</strong></td>
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### Summary Program

**THURSDAY, JUNE 28**

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<tr>
<td>Track 2-Theory Dev. and Empirical Modeling</td>
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**Real Options: Real or Imagined?**

**Session: 3.4.2 - Interactive**

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**Political Risk and Productivity**

**Session: 3.4.3 - Interactive**

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**Societal Impacts on Accounting Compliance**

**Session: 3.4.4 - Interactive**

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<tr>
<td>Track 4-Emerging Markets (EM) and MNEs</td>
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**Governance Structures and Emerging Markets**

**Session: 3.4.5 - Interactive**

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<td>Track 4-Emerging Markets (EM) and MNEs</td>
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**Knowledge Management in Emerging Markets**

**Session: 3.4.6 - Interactive**

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<tr>
<td>Track 5-Global Strategy</td>
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**Various Issues Concerning China**

**Session: 3.4.7 - Interactive**

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<tbody>
<tr>
<td>Track 5-Global Strategy</td>
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**Small Countries and Internationalizing**

**Session: 3.4.8 - Interactive**

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<tbody>
<tr>
<td>Track 5-Global Strategy</td>
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**Perspectives in Global Strategy (II)**

**Session: 3.4.9 - Interactive**

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<tr>
<td>Track 6-International Entrepreneurship</td>
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**Unleashing the Powers of International Entrepreneurship**

**Session: 3.4.10 - Interactive**

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<td>Track 7-Managing People across Cultures</td>
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**Expatriate Management**

**Session: 3.4.11 - Interactive**

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**Role of Culture in Organizational Processes**

**Session: 3.4.12 - Interactive**

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<tr>
<td>Track 8-Marketing</td>
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**Cross-Cultural Promotion**

**Session: 3.4.13 - Interactive**

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<tr>
<td>Track 9-Global versus Local Knowledge</td>
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**Cultural Influences on Knowledge Transfer**

**THURSDAY, JUNE 28 - 13:45-15:00**

**Session: 3.5 - Plenary**

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<th>Time: 13:45-15:00</th>
<th>Room: Capitol II-III</th>
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**JIBS Decade Award Presentation**

**THURSDAY, JUNE 28 - 15:00-15:30**

**Coffee Break**

**THURSDAY, JUNE 28 - 15:30-17:00**

**Session: 3.6 - Plenary**

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**AIB Awards Ceremony and Business Meeting**

**THURSDAY, JUNE 28 - 17:00-18:30**

**JIBS Decade Award Reception / Farewell Party**
2007 AIB Detailed Program
Indianapolis, USA
June 25-28, 2007

SUNDAY, JUNE 24

**Placement Center**
Room: Capitol I
Hours: 8:30-17:00 - Tue, June 26 & Wed, June 27
8:30-15:30 - Thu, June 28

**Exhibits**
Room: Grand 4-5
Hours: 9:00-18:00 (Tue, June 26)
9:00-17:30 (Wed, June 27)
9:00-15:30 (Thu, June 28)

SUNDAY, JUNE 24 - 08:00-18:00
Time: 08:00-18:00

**AJBS Annual Conference**
*Annual Meeting of the Association of Japanese Business Studies. A separate registration is required to attend the AJBS Meeting.*

SUNDAY, JUNE 24 - 08:30-17:00
Time: 08:30-17:00
Room: Boardroom

**AIB Board Meeting**

SUNDAY, JUNE 24 - 17:00-19:00
Time: 17:00-19:00
Room: State

**Doctoral Student Consortium Reception**
The reception is sponsored by the Institute of International Business, Stockholm School of Economics, Sweden.
 MONDAY, JUNE 25

Placement Center
Room: Capitol I
Hours: 8:30-17:00 - Tue, June 26 & Wed, June 27
8:30-15:30 - Thu, June 28

Exhibits
Room: Grand 4-5
Hours: 9:00-18:00 (Tue, June 26)
9:00-17:30 (Wed, June 27)
9:00-15:30 (Thu, June 28)

MONDAY, JUNE 25 - 08:00-12:00

AJBS Annual Conference
Annual Meeting of the Association of Japanese Business Studies. A separate registration is required to attend the AJBS Meeting.

Session: 0.1 - Pre-Conference Workshop
Time: 08:00-16:00

Doctoral Student Consortium
Chair: Lena Zander, Stockholm School of Economics
Facilitators:
  - Henry W. Lane, Northeastern University
  - Jane W. Lu, Singapore Management University
  - Klaus E. Meyer, University of Reading
  - William Newburry, Florida International University
  - Elizabeth L. Rose, Victoria University of Wellington
  - Alain Verbeke, University of Calgary
  - Eleanor Westney, Massachusetts Institute of Technology
  - Lena Zander, Stockholm School of Economics
  - Xavier Martin, Tilburg University
Pre-admitted participants only. Lunch is provided. The Doctoral Student Consortium is sponsored by the Society for the Advancement of Management Studies (SAMS).

Session: 0.2 - Pre-Conference Workshop
Time: 08:00-16:00

Junior Faculty Consortium
Chair: Srilata A. Zaheer, University of Minnesota
Faculty Panel:
  - Farok J. Contractor, Rutgers University
  - Jean-François Hennart, Tilburg University
  - Sumit Kumar Kundu, Florida International University
  - Torben Pedersen, Copenhagen Business School
  - Hemant Merchant, Simon Fraser University
  - Jane Salk, University of Texas at Dallas
  - Shaker Zahra, University of Minnesota
  - Africa Arino, IESE
  - Srilata A. Zaheer, University of Minnesota
Pre-admitted participants only. Lunch is provided. The Junior Faculty Consortium is sponsored by the Boeing Institute of International Business, Saint Louis University.

Session: 0.3 - Pre-Conference Workshop
Time: 08:00-16:00

JIBS/AIB Paper Development Workshop
Chair: Arie Y. Lewin, Duke University
Co-Chair: Tatiana Kostova, University of South Carolina
Pre-admitted participants only. Lunch is provided. The JIBS/AIB Paper Development Workshop is sponsored by the University of South Carolina CIBER and the Duke University CIBER.

MONDAY, JUNE 25 - 08:30-12:30

AIB Board Meeting
Room: Boardroom

MONDAY, JUNE 25 - 12:30-14:00

AIB Chapter Chairs Luncheon
AIB Board Members and AIB Chapter Chairs only.
### Detailed Program

**MONDAY, JUNE 25 - 17:00-19:00**

**Session: 0.4 - Plenary**  
**Time:** 17:00-19:00  
**Room:** Capitol II-III

**Opening Plenary: Welcome Remarks and AIB Fellows' Opening Plenary Honoring Douglass C. North**

Chair: John H. Dunning, University of Reading and Rutgers University

**Welcome Remarks - AIB President**  
Stefanie Lenway, University of Illinois at Chicago

**Welcome Remarks - Local Arrangements Committee Chair**  
Marjorie Lyles, Indiana University

**Welcome Remarks - Dean of Host School**  
Dan Smith, Indiana University

**Presentation of the AIB Fellows' International Dean of the Year Award**

Jean J. Boddewyn, Dean of the AIB Fellows  
James D. Goodnow, Chair of AIB Fellows 2007 Committee

**AIB Fellows' Opening Plenary Honoring Douglass C. North**

Douglass North, Washington University in St. Louis  
Jean-François Hennart, Tilburg University  
Eleanor Westney, Massachusetts Institute of Technology  
Mira Wilkins, Florida International University

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**MONDAY, JUNE 25 - 19:00-22:00**

**Presidential Reception**

The Presidential Reception, celebrating the opening of the 2007 AIB Conference, will take place at Grand 1, 2, and 3 of the Westin Hotel. Business casual attire is recommended.
### TUESDAY, JUNE 26

#### Placement Center
- **Room:** Capitol I
- **Hours:** 8:30-17:00 - Tue, June 26 & Wed, June 27  
  8:30-15:30 - Thu, June 28

#### Exhibits
- **Room:** Grand 4-5  
- **Hours:** 9:00-18:00 (Tue, June 26)  
  9:00-17:30 (Wed, June 27)  
  9:00-15:30 (Thu, June 28)

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### TUESDAY, JUNE 26 - 07:00-08:10

**AIB Track Chairs’ Breakfast**

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### TUESDAY, JUNE 26 - 08:10-09:25

#### Session: 1.1 - Plenary
- **Time:** 08:10-09:25  
- **Room:** Capitol II-III

**The Value of Local Knowledge in International Business (AIB Fellows Plenary)**  
Chair: Oded Shenkar, Ohio State University

**Panelists:**  
- Mary Ann Von Glinow, Florida International University  
- Rosalie L. Tung, Simon Fraser University  
- Alan M. Rugman, Indiana University  
- John Cantwell, Rutgers University  
- Masaaki Kotabe, Temple University

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### TUESDAY, JUNE 26 - 09:25-09:50

**Coffee Break**

*Refreshments will be provided at the exhibit hall for conference participants.*

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### TUESDAY, JUNE 26 - 09:50-11:05

#### Session: 1.2.1 - Panel
- **Time:** 09:50-11:05  
- **Room:** Grand 1

**Publishing International Marketing Scholarship in the Leading International Business Journals: Editorial Insights (Showcase Session)**

Chair: David A. Griffith, Michigan State University

**Journal of International Business Studies, Marketing Area Editor**
- Daniel C. Bello, Georgia State University

**Journal of World Business, Co-Editor**
- John W. Slocum, Southern Methodist University

**Journal of International Marketing, Editor**
- David A. Griffith, Michigan State University

**International Marketing Review, Editorial Advisory Board Member**
- Stan Paliwoda, University of Strathclyde

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#### Session: 1.2.2 - Panel
- **Time:** 09:50-11:05  
- **Room:** Grand 2

**The Obsolescing Bargain Model: Enduring Insights and New Directions**

Chair: Lorraine Eden, Texas A&M University

**Discussant:** Jean J. Boddewyn, Baruch College, CUNY

**Analyzing State-MNC Bargaining and the OB Model: Enduring Insights and New Directions**
- Stephen Kobrin, University of Pennsylvania

**Responsible Framing of MNC-LDC Bargaining Models**
- Dale Murphy, Georgetown University

**Back to the Future: The Relevance of the Obsolescing Bargain Model in the 21st Century**
- Jonathan Doh, Villanova University

**Institutions, Interests and the Obsolescing Bargain Model**
- Witold J. Henisz, University of Pennsylvania  
- Bennet Zelner, Duke University

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#### Session: 1.2.3 - Competitive
- **Time:** 09:50-11:05  
- **Room:** Grand 3

**Project and Political Risk**

Chair: Chuck C.Y. Kwok, University of South Carolina

**Political Connections of Newly Privatized Firms**
- Narjess Boubakri, HEC Montreal  
- Jean-Claude Cosset, HEC Montreal  
- Walid Saffar, HEC Montreal
TUESDAY, JUNE 26

Session: 1.2.4 - Competitive
Track 1-The Historical Dimension in IB
Time: 09:50-11:05
Room: Council

Issues and Trends in International Business – A Historical Perspective
Chair: Alvaro Cuervo-Cazurra, University of South Carolina

Cultural Typologies, Thick Description, and Cultural Change in Triad Countries
Frank Benjamin Tipton, University of Sydney

Patent Systems and Dominance Loops: Toward a Model of Biotech Dominance
Amanda E.K. Budde, University of Hawai'i at Manoa

The Effectiveness of Laws against Bribery Abroad
Alvaro Cuervo-Cazurra, University of South Carolina

Session: 1.2.5 - Competitive
Track 1-The Historical Dimension in IB
Time: 09:50-11:05
Room: Chamber

Post-entry Action in Local Markets
The Institutionalization of Legitimacy: Newmont Mining and Community Health Assessments for Sustainable Development in Peru
Blair Demarest Gifford, University of Colorado Denver and Health Sciences Center
Andrew Kestler, University of Colorado Denver and Health Sciences Center

Ex Post Local Partner Buyout and Foreign Partner Mortality in International Joint Ventures: Explanation by Real Options Theory
Akie Iriyama, University of Pittsburgh

Business Service Firms' Foreign Market Network Development at the Early Post-entry Stage
Yang Yu, Victoria University of Wellington
Valerie J. Lindsay, Victoria University of Wellington

Can Early FDI Failures Benefit Later Entrants?
Jingyu Yang, Sydney University
Jiatao Li, Hong Kong University of Science & Technology
Andrew Delios, National University of Singapore

Session: 1.2.6 - Competitive
Track 9-Global versus Local Knowledge
Time: 09:50-11:05
Room: Caucus

The Nature of Local Knowledge
Chair: Jordan Siegel, Harvard Business School

Local Knowledge Going Global: Singapore’s Exported Expertise in Indonesia, Vietnam and China
Caroline Yeoh, Singapore Management University
Wilfred How, Singapore Management University

¿Como Se Dice ‘Deliverables’? Cross-Linguistic Knowledge Transfer in Multinationals
Margaret Spring Schomaker, University of Kansas
Srilata A. Zaheer, University of Minnesota

What Is Local Knowledge?
Eric C. Kaldor, SUNY Brockport

Global Integration and Local Capability as Determinants of Intra-MNE Knowledge Flows
Bjoern Jindra, Halle Institute of Economic Research

Session: 1.2.7 - Competitive
Track 7-Managing People across Cultures
Time: 09:50-11:05
Room: Cabinet

Management of Expatriates
Extending Holland’s RIASEC Vocational Theory to Include International Job Choice
Laura Guerrero, University of Western Ontario
Mitchell G. Rothstein, University of Western Ontario
Alison M. Konrad, University of Western Ontario

The Management of New Zealand Expatriates in China
Peter Enderwick, Auckland University of Technology
Nareid Seak, Auckland University of Technology

The Development of the Expatriate Performance Scale Based on Campbell’s Performance Model
Leanda Lee, Monash University

Session: 1.2.8 - Competitive
Track 5-Global Strategy
Time: 09:50-11:05
Room: Camera

Capabilities, Innovation and Strategic Response
Chair: K. Scott Swan, College of William & Mary

Technology Sourcing and SBU Performance: The Interaction between Process Technology, Sourcing Strategy and Innovation Context
Brent B. Allred, College of William & Mary
Frank T. Rothaermel, Georgia Institute of Technology
K. Scott Swan, College of William & Mary

Utilization of Foreign Knowledge by Chinese Firms: Effects of Relationship-Specific Investment and Institutional Externalities
Kathleen YiJia Low, City University of Hong Kong
James A. Robins, Singapore Management University
Managing Innovation and Learning in Dynamic Environments: The Role of Rapid Response Capabilities
Christoph Grimpe, Centre for European Economic Research (ZEW)
Wolfgang Sofka, Centre for European Economic Research (ZEW)

Understanding Organizational Memory, Routines, and Real Options
David J. Maslach, University of Western Ontario

Session: 1.2.9 - Competitive
Track 5-Global Strategy
Time: 09:50-11:05
Room: Congress

Drivers of International Diversification
Chair: David Brock, Ben Gurion University

Geographic and Product Diversification of Japanese MNCs - Complementary or Substitute Strategies?
Niron Hashai, Hebrew University
Jonathan Brookfield, Tufts University

Corporate Elite Characteristics and Firms' Internationalization: CEO-Level and TMT-Level Roles
Wen-Ting Lin, National Taiwan University

Global and Regional Strategies of Multinational Enterprises: A Comparison between an Integrated Global Industry and a Multidomestic Industry
Lei Li, University of Portland
Dan Li, Indiana University

Corporate Diversification and Firm Performance: The Moderating Role of Contractual Manufacturing Model
Chia-Wen Hsu, National Taiwan University
Heng-Yih Liu, Yuan Ze University

Session: 1.2.10 - Competitive
Track 4-Emerging Markets (EM) and MNEs
Time: 09:50-11:05
Room: Senate 1

Finance and Emerging Markets
Chair: Robert Grosse, Standard Bank

Acquisition of Strategic Assets through M&A: An Institutional Perspective
Ping Deng, Maryville University of St. Louis

Trading Activities of Foreign Investors in the Korean Stock Market
Jaemin Kim, San Diego State University
James A. Landi, Temple University
Sean Sehyun Yoo, San Diego State University

Restructuring as an Image Rebuilding Strategy after Financial Fraud Punishment
Pengji Wang, National University of Singapore

IPOs in Emerging Markets: A Comparison of Brazil, India and China
Jairo Laser Procionay, EA/UFRGS
Gilles Chemale Cigerza, EA/UFRGS

Semiglobalization and International Business
Chair: Jordan Siegel, Harvard Business School

Semiglobalization and Business: The Functional Agenda
Pankaj Ghemawat, IESE and Harvard Business School

Labor Market Institutions and Global Strategic Adaptation: Evidence from Lincoln Electric
Jordan Siegel, Harvard Business School
Barbara Zepf Larson, Harvard Business School

International Knowledge Sourcing: Evidence from U.S. Firms Expanding Abroad
Wilbur Chung, University of Maryland
Stephen Yeaple, University of Pennsylvania

Global Competitors as Next-Door Neighbors: Competition and Geographic Co-location in the Semiconductor Industry
Juan Alcacer, New York University
Minyuan Zhao, University of Michigan

Innocents Abroad: Failure of the International Joint Venture with Pyramidal Group Firms
Susan Perkins, Northwestern University
Randall Morck, University of Alberta
Bernard Yeung, New York University

Gender, Geography, and Leadership in International Business (WAIB Special Session)
Chair: Susan Trussler, University of Scranton

Women’s Leadership within the Firm
Lena Zander, Stockholm School of Economics

Gender and Leadership in the External Environment of the Firm
Susan Trussler, University of Scranton

Top Women Researchers in International Business
Janet Y. Murray, University of Missouri-St. Louis
Session: 1.3.3 - Special Session  
**Perspectives on Japanese Business: AJBS Best Paper Finalists (AJBS Special Session)**  
Chair: Tom Roehl, Western Washington University  
Different Kinds of Control Mechanisms in Headquarter-Subsidiary Relations  
Markus Pudelko, University of Edinburgh  
Relational Assets and Foreign Expansion: Japanese Automotive Investments in the US and Canada  
Xavier Martin, Tilburg University  
Absorptive Capacity of MNCs: Balance between Autonomy and Control of Foreign R&D Subsidiaries  
Seiko Arai, University of Oxford  
High Commitment Human Resource Practices in Japan: How do they Affect Employee Behaviors?  
Norihiko Takeuchi, Tokyo University of Science  
Tomokazu Takeuchi, Kawaguchi Junior College  
Yutaka Toshima, Nihon University

Session: 1.3.4 - Competitive  
**Track 2-Theory Dev. and Empirical Modeling**  
**Econometric Modeling**  
Chair: Timothy Michael Devinney, Australian Graduate School of Management  
Domestic Rivalry and Export Performance: Theory and Evidence from International Airline Markets  
Joseph Clougherty, Wissenschaftszentrum Berlin (WZB) and CEPR-London  
Anming Zhang, University of British Columbia  
How Do US Economic Sanctions Affect EU's Trade with Target Countries?  
Jiawen Yang, George Washington University  
Hossein Askari, George Washington University  
John Forrer, George Washington University  
Lili Zhu, Gallaudet University  
Reevaluating Regional Effects in International Business  
Ricardo Flores, University of Illinois at Urbana-Champaign  
Ruth Aguiler, University of Illinois at Urbana-Champaign  
When Do Clusters Matter for Regional Economic Performance?  
Mercedes Delgado, Harvard Business School  
Michael Porter, Harvard Business School  
Scott Stern, Northwestern University

Session: 1.3.5 - Competitive  
**Track 4-Emerging Markets (EM) and MNEs**  
**Governance Strategies and Emerging Markets**  
Chair: Jing Li, Simon Fraser University  
Institutional Explanations of Cross-border Alliance Modes: The Case of Emerging Economies Firms  
Siah Hwee Ang, University of Auckland  
Snejina Michailova, University of Auckland  
Technology Transfer vs. Market Competition: How International Joint Ventures and Wholly Owned Subsidiaries Affect Chinese Firms Differently?  
Jing Li, Simon Fraser University  
Changhui Zhou, Peking University

Session: 1.3.6 - Competitive  
**Track 5-Global Strategy**  
**Subsidiary Roles in the Multinational Firm**  
Chair: Shaker Zahra, University of Minnesota  
The Impact of Horizontal and Vertical FDI on Economic Growth  
Sjoerd Beugelsdijk, University of Nijmegen  
Roger Smeets, University of Nijmegen  
Remco Zwinkels, University of Nijmegen  
Partial Acquisitions as an Entry Mode in Transition Economies  
Kristian Jakobsen, Copenhagen Business School  
Klaus E. Meyer, University of Reading  
The Impact of Autonomy and Organizational Relationships on Subsidiary Employment of Skilled Labour  
Jens Gammelgaard, Copenhagen Business School  
Frank Mcdonald, Bradford University  
Heinz-Josef Tüselmann, Manchester Metropolitan University  
Christoph Dörrenbächer, University of Groningen  
Andreas Stephan, Europa Universität Viadrina
The Antecedents and Consequences of Market Orientation in the MNC's UK Subsidiaries  
Riliang Qu, Aston Business School

From Activities to Strategy: Empirical Linkages between Subsidiary Activities and MNC Strategy  
Michael J. Enright, University of Hong Kong  
Venkat Subramanian, University of Hong Kong

Session: 1.3.8 - Competitive  
Track 5-Global Strategy  
Time: 11:15-12:30  
Room: Cameral

Outsourcing, Offshoring, and the Role of Location
Chair: Steve Tallman, University of Richmond

Explaining Propensity Toward Offshoring in Information Technology Industry: A Firm and Country Level Analysis  
Sumit Kumar Kundu, Florida International University  
Naveen Kumar Jain, Florida International University  
Fred A. Niederman, Saint Louis University

What Motivates Offshoring Firm's Location Decisions? Structural Appropriateness vs. Labor Arbitrage  
Shirish C. Srivastava, National University of Singapore  
Thompson S. H. Teo, National University of Singapore  
Partha S. Mohapatra, Morgan State University

Offshoring Strategy and Its Implications for FDI Location Theory  
Jonathan Doh, Villanova University  
Kralinnee Bunyaratavej, Wesley College  
Eugene D. Hahn, Salisbury University

Session: 1.3.9 - Competitive  
Track 7-Managing People across Cultures  
Time: 11:15-12:30  
Room: Congress

Communication and Negotiations across Borders
Chair: Leigh Anne Liu, Georgia State University

Intercultural Communication and Adaptation  
Leigh Anne Liu, Georgia State University  
Chei Hwee Chua, University of South Carolina  
Guenter Stahl, INSEAD

Why Cultural Intelligence Matters: Negotiating with the Chinese  
Seung Hwan (Mark) Lee, University of Western Ontario

Mexico and the U.S.: Common Border, Common Negotiating Orientations  
Lynn E. Metcalf, California Polytechnic State University  
Allan Bird, University of Missouri-St. Louis  
Didimo Dewar, Tecnologico de Monterrey, Campus Cuernavaca

Session: 1.4 - Interactive  
Time: 12:30-13:45  
Room: Grand 4-5

Interactive Sessions with Light Lunch (I)
All Interactive Sessions below will be located at Grand 4&5. Light lunch will also be provided in the same location for all participants.

Session: 1.4.1 - Interactive  
Track 2-Theory Dev. and Empirical Modeling  
Time: 12:30-13:45  
Room: Grand 4-5

Culture and Alternative Models
Cultural Differences Discourse in Cross-Border Mergers and Acquisitions: An Adaptive Sensemaking Perspective  
Alexei Koveshnikov, Swedish School of Economics

Using a Cultural Lens to Study Family Businesses in the Anglo Cluster  
Vipin Gupta, Simmons College School of Management  
Nancy Levenburg, Grand Valley State University  
Lynda Moore, Simmons College School of Management  
Jaideep Motwani, Grand Valley State University  
Thomas Schwarz, Grand Valley State University

A Multidimensional View of Firm Internationalization  
Daniele Cerrato, Catholic University of Piacenza
Cross-National Influences on Corporate Governance

How the German Board Structure Affects Companies' Decision Making
  David Oei, San Diego State University
  Victoria Krivogorsky, San Diego State University

Corporate Governance, Business Cycles & Networks
  Sandra Dow, UQAM
  Jean McGuire, Louisiana State University

Internationalization and Emerging Markets

Emerging Countries Firms in the Verge of Global Competition: Lessons from Brazil
  Miguel P. Caldas, Loyola University New Orleans
  Thomaz Wood Jr., FGV/EAESP

Internationalization in Stages: Comparing the Performance of Brazilian Multinationals and Exporters
  Felipe Mendes Borini, FEA/USP
  Moacir de Miranda Oliveira Jr., FEA/USP
  Maria Tereza Fleury, University of Sao Paulo
  Afonso Carlos Fleury, POLI/USP

From State Owned Enterprise to Multinational Enterprise: The Strange Case of Lukoil
  John W. Clarry, College of New Jersey

Foreign Subsidiaries in Emerging Markets and Export Performance: The Case of Poland
  Jerzy Cieslik, Leon Kozminski Academy of Entrepreneurship and Management
  Eugene Kaciak, Brock University

The Internationalisation of Chinese Firms
  Ling Liu, University of Edinburgh
  Ying Tian, University of Edinburgh

New Horizons for Emerging Markets

E-Banking in Emerging Markets: Shifting the Competitive Landscape
  Jennifer Isern, Nova Southeastern University
  Ruth Clarke, Nova Southeastern University

The Determinants of Venture Capital Profitability and Investment Duration via Different Exit Strategies: Evidence from an Emerging Market
  Chuan-Hung Wang, National Taiwan University
  Fang-Mei Tseng, Yuan Ze University

Perspectives in Global Strategy (I)

Moderating Effect of High-Involvement Human Resource Practices on Firm Strategy and Performance
  Pei-Chuan Wu, National University of Singapore
  Siah Hwee Ang, University of Auckland

An Incomplete Contracts Theory of Bribery
  Seung-Hyun Lee, University of Texas at Dallas
  Kenny (Kyeungrae) Oh, University of Texas at Dallas
  Lorraine Eden, Texas A&M University

International Business Strategy and Intellectual Property Rights: The Role of Market and Nonmarket strategy
  Daya Shanker, Deakin University

Investors' Reactions to Imitation: Analyzing Investment Bank Choice and American Depository Receipt Underpricing
  Stewart R. Miller, University of Texas at Austin
  Daniel C. Indro, Penn State University
  Malika Richards, Penn State University

Quo Vadis? The Entry into New Technologies in Foreign Subsidiaries of the Multinational Corporation
  Katarina Blomkvist, Uppsala University
  Philip Kappen, Uppsala University
  Ivo Zander, Uppsala University

Networks or Alliances

The Influences of Corporation Network, Competition Network, Core-Peripheral Position, and General Network Advantage on Firms' Innovation in Global High-Tech Industries
  Kuen-Shiou Yang, National Taiwan University
  Shuwen Wang, National Taiwan University

Resources, Alliances, Strategic Intent, Their Interactions, and Venture Firm's International Sales
  Jangho Lee, Sogang University

Why Does Global Alliance Behavior Differ? MNC's International Strategy Perspective
  Terhi Johanna Vapola, Helsinki School of Economics
  Markus Pietari Paukku, Helsinki School of Economics
  Mika Gabrielsson, Helsinki School of Economics

Offshoring or National Advantage

Offshore Financial Centers and the Canadian Economy
  Walid Hejazi, University of Toronto
Detailed Program

**TUESDAY, JUNE 26**

**Provider Firm Dynamics: Examining the Neglected Aspect of Offshore Outsourcing**
Somnath Lahiri, University of Memphis
Ben L. Kedia, University of Memphis

**Multinationality and Regional Performance, 2001-2005**
Chang Hoon Oh, Indiana University
Alan M. Rugman, Indiana University

**National Competitiveness in the Age of Globalization**
Markus Pudelko, University of Edinburgh

**Session: 1.4.8 - Interactive**
**Time: 12:30-13:45**
**Room: Grand 4-5**
**Track 6-International Entrepreneurship**

**Cognitive and Institutional Forces Shaping International Entrepreneurship**

**Entrepreneurship in Emerging Markets: An Organizational Ecology Approach**
Patricia R. Todd, Western Kentucky University
Rajshekhar (Raj) G. Javalgi, Cleveland State University
Robert F. Scherer, Cleveland State University

The Chinese Recreational Boat Market -- A Field Study with American Boat Companies
Chen Wang Ferguson, Miami University

The Effect of Internationalization on IPO Price Premiums
Ross William O'Brien, University of Texas at Arlington
Hussam Ahmad Al-Shammari, Indiana University of Pennsylvania

Cognitive Interpretive Schemes in International New Ventures: Evidences from Brazilian Entrepreneurs
Bruno Henrique Rocha Fernandes, Centro Universitario Positivo
Rene Eugenio Seifert Jr., University of Birmingham

**Session: 1.4.9 - Interactive**
**Time: 12:30-13:45**
**Room: Grand 4-5**
**Track 7-Managing People across Cultures**

**International Negotiations and Strategy**

**Power and Temporal Commitment: An Investigation in a Labor Negotiation Scenario in Portugal, Turkey and the US**
Manuel Portugal Ferreira, Instituto Politécnico de Leiria
Sungu Armagan, Florida International University

State of the Art in International Negotiation Studies
Alejandra Calle, EAFIT University

The Unsuccessful Acquisition of Brazilian Kaiser by Canadian Molson
Ilan Avrichir, ESPM

**Session: 1.4.10 - Interactive**
**Time: 12:30-13:45**
**Room: Grand 4-5**

**International Marketing Issues**

The Roles of Services Performance, Satisfaction, and Commitment on Customer Retention: An Examination of the Differences between Stayers and Switchers
Shao-Tzu Wu, National Chengchi University
Dung-Chun Tsai, National Cheng Kung University

Service Quality and Loyalty in Varying Patient’s Knowledge and Perceived Switching Costs
Hsiu-Ling Wang, I-Shou University; Kaohsiung Medical University Hospital
Yuan Che Hsiao, I-Shou University
Junying Huang, I-Shou University

A Study of the Relationships among Internal Marketing, Business Culture, Job Satisfaction and Operational Performance in the Service Industry
Yung-Ming Shiu, National Cheng Kung University
Tsu-Wei Yu, National Cheng Kung University

Implementation of Marketing Strategies for International Student Recruitment: A Comparison of New Zealand, Australia, and U.K.
Terry Wu, University of Ontario Institute of Technology
Vik Naidoo, University of Auckland

The Practice of Guanxi in the Western Setting: An Exploratory Study
Stan Paliwoda, University of Strathclyde
Geng Luo, University of Strathclyde
Peter Luk, Ryerson University
Clare Chua, Ryerson University

**Expatriate versus Local Foreign Subsidiary CEO Staffing: A Within-Country Analysis**
Andreas P.J. Schotter, University of Western Ontario
Paul W. Beamish, University of Western Ontario
### Detailed Program

**TUESDAY, JUNE 26**

**Session: 1.4.12 - Interactive**
**Track 9-Global versus Local Knowledge**
**Time: 12:30-13:45**
**Room: Grand 4-5**

**Knowledge Transfer and Learning in Alliances and Networks**

*Toward an Integration of Partner Similarity and Dissimilarity in Strategic Alliances*
Lina Deng, University of Illinois at Urbana-Champaign
Ruth Aguilera, University of Illinois at Urbana-Champaign

*Strategic Knowledge Transfers and Unintended Spillovers: Learning How to Innovate through Strategic Alliances in China*
Simon C. Collinson, University of Warwick
Mark Easterby-Smith, Lancaster University
Bridgette Sullivan-Taylor, University of Warwick
Jung-Li Wang, University of Warwick

*The Moderating Effect of Network 'Closure' on Alliance Network Diversity and MNE Innovation Performance*
Menita Liu Cheng, Peking University

*Knowledge Management Activities and the Partnership in Supply Chain Performance*
Jun-Zhi Chiu, I-Shou University and Kao Fong College
Cheng-Jen Hung, Yuh-Ing Junior College of Health Care & Management

*Strategic Capabilities, Innovation Intensity, and Performance of Service Firms*
Chun-Chung Chen, Yuan Ze University
Lu-Jui Chen, Yuan Ze University
Wen-Ruey Lee, National Taipei College of Business

*Inter-Organizational Learning and Global Supply Chain Risks*
Ila Manuj, University of Tennessee
Ayman Omar, University of Tennessee
Christopher Blocker, Baylor University

**AIB Fellows' Business Meeting**

*AIB Fellows only.*

**TUESDAY, JUNE 26 - 13:45-15:00**

**Session: 1.5.1 - Special Session**
**Time: 13:45-15:00**
**Room: Grand 1**

**Women Leaders In International Business Education: Four Deans Tell It Like It Is (WAIB Special Session)**
Chair: Janet Y. Murray, University of Missouri-St. Louis
Co-Chair: Lorraine Eden, Texas A&M University

*Why I Love My Job: Surprising Lessons after Three Years as Dean*
Nakiye Boyacigiller, Sabanci University

*Leadership: Changes, Challenges, and Accomplishments*
Joyce Elam, Florida International University

*A Dean’s Perspective on Career Planning for Women Leaders*
Ellen Harshman, Saint Louis University

*How to Become a Successful Leader?*
Stefanie Lenway, University of Illinois at Chicago

**Session: 1.5.2 - Panel**
**Time: 13:45-15:00**
**Room: Grand 2**

**International Entrepreneurship: Current Debates and Future Directions (Showcase Panel)**
Chair: Shaker Zahra, University of Minnesota

*Panelists:*
Erkko Autio, Imperial College London
Michael Hitt, Texas A&M University
Patricia P. McDougall, Indiana University
Ram Mudambi, Temple University
Srilata A. Zaheer, University of Minnesota
Shaker Zahra, University of Minnesota

**Session: 1.5.3 - Competitive**
**Time: 13:45-15:00**
**Room: Grand 3**

**Determinants of Multinationality**
Chair: John Daniels, University of Miami

*Multinationality as a Moderator of National Institutions: The Case of Culture and Capital Structure Decisions*
Andres Ramirez, Bryant University
Chuck C.Y. Kwok, University of South Carolina

*Multinationality and Asymmetric Information*
Alexander Borisov, Indiana University

*Value of Multinationality and Keiretsu Membership for Japanese Firms*
Jongmoo Jay Choi, Temple University
James A. Landi, Temple University
Global Supply Chains
Chair: Matthew B. Myers, University of Tennessee
Antecedents of Performance in the Exporter-Distributor Relationship
  David Bernard Kuhlmeier, Valdosta State University
  Gary Knight, Florida State University
The Role of Social Capital in Creating Effective Global Supply Chains
  Susan I. Scott, Nova Southeastern University
  Ruth Clarke, Nova Southeastern University
What Drives Firms' Marketing Outsourcing Decision? An Empirical Analysis of Organizational and Environmental Factors
  Masaaki Kotabe, Temple University
  Susan M. Mudambi, Temple University
  Crystal X. Jiang, Temple University

Joint Ventures, Technology, and Entry Strategies
Chair: Akash Dania, University of Texas - Pan American
Licensing Duration as Holding Period: A Real Options Perspective on Licensing as an Entry Strategy in Foreign Markets
  Marshall Shibing Jiang, Brock University
  Preet S. Aulakh, York University
  Yigang Pan, York University
Joint Venture or Wholly-Owned Subsidiary: Why Governance Quality Determines the Choice of Foreign Entry Mode and Cultural Distance Does Not
  Arjen Slangen, RSM Erasmus University
  Rob Van Tulder, RSM Erasmus University
Governance Choices for Technology Sourcing of Taiwanese Firms in Global High-Tech Industries
  Wiboon Kittilaksanawong, National Taiwan University
Conformity or Differentiation in the Formation Contents of International Joint Ventures
  Monica Yang, Adelphi University
  Shih-Fen S. Chen, University of Western Ontario

Networks & Global Venturing
Chair: Rangamohan V. Eunni, Youngstown State University
Networks, SMEs and International Diversification
  David Barsky, Temple University
  Monica Zimmerman Treichel, Temple University
  Keith D. Brouthers, King's College London

Social Network and Opportunity Recognition: A Cultural Perspective
  Rong Ma, University of Memphis
Internationalization Through Alliances in New Technology-Based Firms
  Sophie Veilleux, Université du Québec à Montréal
On-line Communities and "Lateral" Search Capabilities in the World of the Bazaar: Do These Potentially Revolutionize Entrepreneurship in Emerging Economies?
  Jane Salk, University of Texas at Dallas
  Ramya Rajagadadesan, University of Texas at Dallas
  Li Sun, University of Texas at Dallas

Strategic Human Resources Management
Chair: AAhad M. Osman-Gani, Nanyang Business School
Competitive Strategies, Host Country Environments, and International Staffing Policies of MNCs: Moderating Effects of International and Host Country Experiences
  Naoki Ando, Nagasaki Prefectural University
  Yongsun Paik, Loyola Marymount University
Relationships among Organizational Culture, Strategic HRD and Organizational Performance Excellence: An Empirical Investigation of High Performing Organizations in Singapore
  AAhad M. Osman-Gani, Nanyang Business School
  Thomas Rockstuhl, Nanyang Business School
Impact of High-Involvement Human Resource Practices across Three Host Countries: A Contingency Perspective
  Pei-Chuan Wu, National University of Singapore
  Siah Hwee Ang, University of Auckland

Internationalization and Entrepreneurship In Emerging Markets
Chair: Alvaro Cuervo-Cazurra, University of South Carolina
Institutional Entrepreneurship in Emerging Markets: A Coevolutionary Perspective
  Marleen Dieleman, Leiden University
  Wladimir M. Sachs, ESC Rennes School of Business
The Development of Entrepreneurship in China: A Review and Future Research
  Jingyu Yang, Sydney University
  Jiatao Li, Hong Kong University of Science & Technology
The Internationalization Process of Developing Country MNEs
  Alvaro Cuervo-Cazurra, University of South Carolina
Ownership Structure and International Expansion of Family Business Groups
  Pengji Wang, National University of Singapore
TUESDAY, JUNE 26 - 13:45-15:00

Session: 1.5.9 - Competitive
Track 5-Global Strategy
Room: Congress

Alliance Strategies and Performance
Chair: John W. Clarry, College of New Jersey

Keeping International Joint Ventures Profitable and Competitive: A Dynamic Capability Perspective
Zhan Wu, University of Sydney
Yadong Luo, University of Miami

Organizational Level Determinants of Alliance Performance: Assessing the Mediating Role of Alliance Capability
Oliver S. Schilke, Stanford University

Joint Ventures and Real Options: An Integrated Perspective
Ilya R.P. Cuypers, Tilburg University
Xavier Martin, Tilburg University

TUESDAY, JUNE 26 - 13:45-15:00

Session: 1.5.10 - Competitive
Track 7-Managing People across Cultures
Room: Senate 1

Probing the Culture Concept
Chair: Stephen B. Salter, University of Cincinnati

How We Talk about Culture
Laurence Romani, Stockholm School of Economics

Otra Empanada en la Parilla: Examining the Role of Culture and Information Sharing in Chile and Australia
Stephen B. Salter, University of Cincinnati
Axel K D Schulz, University of Melbourne
Juan Claudio Lopez, Universidad Talca
Philip A. Lewis, Eastern Michigan University

Contemporary Cleopatras: The Business Ethics of Female Egyptian Managers
Meghana Ayyagari, George Washington University
Liesl Riddle, George Washington University

Close Neighbours and Distant Friends – A Social Anthropological Approach to Cultural Distance
Malcolm Chapman, Leeds University
Hanna Gajewska-De Mattos, Leeds University
L. Jeremy Clegg, Leeds University
Peter Buckley, Leeds University

TUESDAY, JUNE 26 - 15:00-15:30

Time: 15:00-15:30
Room: Grand 4-5

Coffee Break

Refreshments will be provided at the exhibit hall for conference participants.

TUESDAY, JUNE 26 - 15:30-17:00

Session: 1.6 - Plenary
Room: Capitol II-III

Keynote Address: "Leadership on Important Global Issues"
Chair: Philip L. Cochran, Director, Randall L. Tobias Center for Leadership Excellence
James T. Morris, Executive Director, United Nations World Food Programme

Sponsored by the Tobias Center for Leadership Excellence

TUESDAY, JUNE 26 - 17:00-18:00

Time: 17:00-18:00
Room: Grand 4-5

Tobias Center for Leadership Excellence Reception

All participants are invited to this reception held in honor of the keynote speaker, James Morris. Sponsored by the Randall L. Tobias Center for Leadership Excellence at Indiana University.

TUESDAY, JUNE 26 - 19:00-22:00

Time: 19:00-22:00

AIB Fellows' Dinner

AIB Fellows and invited special guests only.
WEDNESDAY, JUNE 27

Placement Center
Room: Capitol I
Hours: 8:30-17:00 - Tue, June 26 & Wed, June 27
8:30-15:30 - Thu, June 28

Exhibits
Room: Grand 4-5
Hours: 9:00-18:00 (Tue, June 26)
9:00-17:30 (Wed, June 27)
9:00-15:30 (Thu, June 28)

WEDNESDAY, JUNE 27 - 08:10-09:25

Session: 2.1.1 - Panel
Time: 08:10-09:25
Track 5-Global Strategy
Room: Grand 1

Debate: Is There a General Theory of Internationalization and Performance?
Chair: Farok J. Contractor, Rutgers University
Co-Chair: Jane W. Lu, Singapore Management University

Yes, Virginia, There is a General Theory of Internationalization and Performance
Farok J. Contractor, Rutgers University
Vikas Kumar, Bocconi University

Multinationality and Performance: A Three-Phase Model
Jane W. Lu, Singapore Management University

Why There Are No Solid Theoretical Reasons to Expect Any General and Systematic Relationship between Multinationality and Performance
Jean-François Hennart, Tilburg University
Alain Verbeke, University of Calgary

40 Years of Research on Internationalization and Firm Performance – More Questions than Answers?
Martin Glaum, Justus-Liebig-Universität Giessen

Session: 2.1.2 - Panel
Time: 08:10-09:25
Track 4-Emerging Markets (EM) and MNEs
Room: Grand 2

New Country Risks and Perspectives
Chair: Hildy Teegen, George Washington University

Counting the International Banker Vote: Opportunistic and Partisan Political Business Cycle Effects on International Bank Lending to Developing Countries in Election Years
Paul Martin Vaaler, University of Illinois at Urbana-Champaign
William Bernhard, University of Illinois at Urbana-Champaign
Shawn Riley, University of Illinois at Urbana-Champaign

Local versus Global Legitimacy of Institutional Reform: Government Interventions in Private Power Generation Projects
Bennet Zelner, Duke University
Witold J. Henisz, University of Pennsylvania
Guy Holburn, University of Western Ontario

The Role of NGOs in MNE Risks in Developing Countries
Jonathan Doh, Villanova University
Jennifer Oetzel, American University

Natural Catastrophes and Their Impact on Sovereign Bond Spreads
Burkhard N. Schrage, Singapore Management University
Banu Ozcan, Merrill Lynch & Co.

Session: 2.1.3 - Panel
Time: 08:10-09:25
Track 6-International Entrepreneurship
Room: Grand 3

The Use of Ex-Host Country Nationals or Returnees: The Importance of Local Knowledge in a Global Economy
Chair: Rosalie L. Tung, Simon Fraser University

Chinese Ex-Host Country Nationals or Returnees in China: An Empirical Investigation of the Motivations and Challenges Associated with Their Return to China
Rosalie L. Tung, Simon Fraser University
(Henry) Huiyao Wang, China Western Returned Scholars’ Association Chamber of Commerce

Documenting the Level of Start-up Capital and the Nature of Financial Contracts between Expatriate Communities and Local Entrepreneurs in China and India
William Kerr, Harvard Business School
Ramana Nanda, Massachusetts Institute of Technology
(Henry) Huiyao Wang, China Western Returned Scholars’ Association Chamber of Commerce

Chinese Returnees: Drivers, Behavior and Performance
Hong Liu, University of Manchester
(Henry) Huiyao Wang, China Western Returned Scholars’ Association Chamber of Commerce

Natural Catastrophes and Their Impact on Sovereign Bond Spreads
Burkhard N. Schrage, Singapore Management University
Banu Ozcan, Merrill Lynch & Co.

Session: 2.1.4 - Competitive
Time: 08:10-09:25
Track 9-Global versus Local Knowledge
Room: Council

Exploration and Exploitation
Chair: Justin Jansen, RSM Erasmus University

How Offshoring Drives Innovation: The Relocation of Non-core and Core Activities
Anna Szczygielaska, RSM Erasmus University
Justin Jansen, RSM Erasmus University
Frans Van Den Bosch, RSM Erasmus University
Henk Volberda, RSM Erasmus University
Why to Teach Potential Competitors under Knowledge Asymmetry in International Alliances?
Sonya Wen, National Taiwan University
Cheng-Min Chuang, National Taiwan University

The Impact of Capabilities and Alliances on Competitive Advantage: Foreign vs Local Companies in the Biotechnology Field
Laurence Anthony Marsh, University of Texas at El Paso

A Comparative Analysis of Innovation Strategies of Domestic Firms and MNE-affiliates: The Case of Indian Pharmaceuticals Industry
Sangeeta Ray, University of Sydney
Pradeep Kanta Ray, University of New South Wales
Rahman Shams, University of Wollongong

Session: 2.1.5 - Competitive
Track 1-The Historical Dimension in IB
Time: 08:10-09:25
Room: Chamber

The Evolution of International Business
Chair: George Tesar, Umea University

Globalisation in History
Sandra Seno Alday, University of Sydney

Evolution of International Business (IB) and the IB Literature
Deepak Sethi, Old Dominion University
William Q. Judge, Old Dominion University

Known World Globalization in the Ancient Roman World
Karl James Moore, McGill University

Internationalization of SMES: An Incomplete Process of Going International
George Tesar, Umea University
Hamid Moini, University of Wisconsin-Whitewater

Session: 2.1.6 - Competitive
Track 4-Emerging Markets (EM) and MNEs
Time: 08:10-09:25
Room: Caucus

Institutions, Institutional Effects, and Emerging Markets
Chair: Alvaro Cuervo-Cazurra, University of South Carolina

Institutional Constraints on Internationalization: Management, Firm, and Environmental Impacts on CEE Firms
George A. Shinkle, Purdue University
Aldas Kriauciuonas, Purdue University

Subsidiary Autonomy and Institutional Pressures from Host and Home Countries: The Case of Small- and Medium-Sized Enterprises
Hsiang-Lin Francois Cheng, Feng-Chia University
Chow-Ming Joseph Yu, National Cheng-Chi University

Outward Foreign Direct Investments from China: Theory and Determinants
Kraiwinee Bunyaratavej, Wesley College
Eugene D. Hahn, Salisbury University

Intellectual Property Rights Reform, Institutions, and Patenting
Ted Khoury, University of Texas at Dallas
Alvaro Cuervo-Cazurra, University of South Carolina

Session: 2.1.7 - Competitive
Track 5-Global Strategy
Time: 08:10-09:25
Room: Cabinet

Japan in IB: Home and Away
Chair: Tom Roehl, Western Washington University

Entry Type, Performance and Characteristics of Japanese FDI in Australia and the United Kingdom: A Comparative Study
Kais Ben Youssef, University of Tsukuba
Yasuo Hoshino, University of Tsukuba

The End of Japanese-Style Management?
Markus Pudelko, University of Edinburgh
Mark Mendenhall, University of Tennessee, Chattanooga

Horizontal versus Vertical Keiretsu Member Firm Performance
Jason Patrick McNicol, University of Texas at El Paso
Yan Gao, University of Texas at El Paso
Lance Eliot Brouthers, University of Texas at El Paso
Keith D. Brouthers, King's College London

The Market for Corporate Control in Japan: Refocusing Strategies and Hostile Takeovers
Ulrike Schaede, University of California, San Diego

Session: 2.1.8 - Competitive
Track 3-International Finance and Accounting
Time: 08:10-09:25
Room: Cameral

International Accounting

Shades of Gray: An Empirical Examination of Gray’s Model of Culture and Income Measurement Practices Using 20-F Data
Philip A. Lewis, Eastern Michigan University
Stephen B. Salter, University of Cincinnati

Internationalization and Environmental Disclosure
Fabienne Fortanier, University of Amsterdam
Ans Kolk, University of Amsterdam

Corporate Transparency Differences in the Asian Region: The Significance of Country Factors?
Sidney Gray, University of Sydney
Richard Morris, University of New South Wales

Session: 2.1.9 - Competitive
Track 6-International Entrepreneurship
Time: 08:10-09:25
Room: Congress

Process of International Venturing
Chair: Wade M. Danis, Georgia State University

International Entrepreneurship: Meta-Analytic Evidence on Determinants of Early versus Late Internationalization
Christian Schwens, University of Giessen
Ruediger Kabst, University of Giessen
WEDNESDAY, JUNE 27 - 09:25-09:50

**Coffee Break**

Refreshments will be provided at the exhibit hall for conference participants.

**WEDNESDAY, JUNE 27 - 09:50-11:05**

**Session: 2.2.1 - Panel**

**Time: 09:50-11:05**

**Room: Grand 1**

**Track 7-Managing People across Cultures**

**Future of Cross Cultural and Comparative Research in International Business (Showcase Panel)**

Chair: Rabi S. Bhagat, University of Memphis

Global Business as an Agent of World Benefit: Management Knowledge Leading Positive Change

Nancy J. Adler, McGill University

Cross-Cultural Organizational Research: Where Do We Go from Here?

Richard M. Steers, University of Oregon

Cross-Cultural Issues in Business Ethics: Implications for International Management and Business

John Hooker, Carnegie Mellon University

**Session: 2.2.2 - Panel**

**Time: 09:50-11:05**

**Room: Grand 2**

**Track 9-Global versus Local Knowledge**

**Corporate Governance in International Business: Local Requirements versus Global Expectations**

Chair: Shirley J. Daniel, University of Hawai‘i at Manoa

Panelists:

Shirley J. Daniel, University of Hawai‘i at Manoa
Klaus Macharzina, University of Hohenheim
Sidney Gray, University of Sydney
Lee Radebaugh, Brigham Young University
Raj Aggarwal, University of Akron

**Session: 2.2.3 - Competitive**

**Time: 09:50-11:05**

**Room: Grand 3**

**Track 2-Theory Dev. and Empirical Modeling**

**Modeling Inter-Firm Relationships**

Chair: Janell D. Townsend, Oakland University

A Contingency Model of Alliance Trust, Control, and Outcome: Antecedence and Consequence of Partner Behaviors

I Han, National Taiwan University
Cheng-Min Chuang, National Taiwan University
An Exploratory Analysis of Multiple Formation Motives by IJV Partners
Elko Klijn, RSM Erasmus University
Peter Buckley, Leeds University
Keith W. Glaister, University of Sheffield
Jeffrey J. Reuer, University of North Carolina

Matching the Common Situational Factors to Achieve Effectiveness across Situations, the Negotiation Adaptability Theory
Eman ElShenawy, Washington State University

International Marketing of Services (I)
The Importance of Relationships and Service Quality in a Retail Setting: A Cross-Cultural Comparison
Veli Emre Ozdemir, University of South Carolina
Kelly Hewett, University of South Carolina

Order-of-Entry Effects for Knowledge-Based Service Firms in Emerging Markets
Peter Magnusson, Saint Louis University and Northern Illinois University
Stanford A. Westjohn, Saint Louis University
David J. Boggs, Eastern Illinois University

To Imitate or Not to Imitate: Emerging Market Services’ Export Strategies and Triad Nation Performance
Lance Eliot Brouthers, University of Texas at El Paso
Edward O’Donnell, University of Texas at El Paso
John Hadjimarcou, University of Texas at El Paso
Keith D. Brouthers, King’s College London

Culture’s Influence on Consumers’ Technology Readiness and Their Intentions to Use Self-Service Technologies
Stanford A. Westjohn, Saint Louis University
Srdan Zdravkovic, Saint Louis University
Peter Magnusson, Saint Louis University and Northern Illinois University
Hongxin John Zhao, Saint Louis University

Effect of International Entrepreneurship
Chair: Ilgaz Arikan, Georgia State University

Improving Market Orientation of Entrepreneurial Firms with Cooperative Goals: An Empirical Study in China
Mike Chen-Ho Chao, Baruch College, CUNY
Yifeng Chen, Lingnan University
Tjosvold Dean, Lingnan University
Yuejie Pan, Beijing United University

Does FDI Facilitate Domestic Entrepreneurship? Evidence from the Czech Republic
Meghana Ayyagari, George Washington University
Renata Kosova, George Washington University

Headquarters-Subsidiary Relationships
Chair: Malika Richards, Penn State University

Foreign Subsidiary Formation in U.S. Multinational Corporations
Elizabeth L. Rose, Victoria University of Wellington
Kiyohiko Ito, University of Hawai‘i at Manoa
Amanda E.K. Budde, University of Hawai‘i at Manoa

Control Mechanisms in MNCs Revisited: A Qualitative Investigation on Subsidiary Control
Barbara Brenner, Vienna University of Economics and Business Administration
Björn Ambos, Vienna University of Economics and Business Administration

Reverse Knowledge Transfer in MNEs: The Role of Mandates and Mechanisms
Ram Mudambi, Temple University
Lucia Piscitello, Politecnico di Milano
Larissa Rabbiosi, Politecnico di Milano

Nation-Based and Subsidiary-Based Institutional Intelligences and Transnational Product Improvement
Anique Un, University of South Carolina

Organizational Learning and Alliances
Chair: Florian Kohlbacher, German Institute for Japanese Studies, Tokyo

Toyota’s Global Knowledge Creation Strategy
Kazuo Ichijo, IMD & Hitotsubashi University
Florian Kohlbacher, German Institute for Japanese Studies, Tokyo

How Do Shared Perceptions of Procedural Justice and Fairness Affect Learning in Alliances?
Dan Li, Indiana University
Marjorie Lyles, Indiana University
Charles Dhanaraj, Indiana University
Detailed Program

WEDNESDAY, JUNE 27

Learning Advantages of Newness in Internationalization: Entrepreneurial Pathways for Strategic Growth
Lianxi Zhou, Lingnan University
T.S. Chan, Lingnan University
Yuan Lu, Chinese University of Hong Kong

Direct and Interaction Effects of Entrepreneurial Orientation and Social Capital on Dynamic Capabilities, Innovativeness and Performance
Wann-Yih Wu, National Cheng Kung University
Badri Munir Sukoco, National Cheng Kung University

Session: 2.2.8 - Competitive
Time: 09:50-11:05
Room: CameralTrack 9-Global versus Local Knowledge

Control & Coordination Mechanisms in Knowledge Transfer (I)
Chair: Laszlo Tihanyi, Texas A&M University

Managerial Decision Making in International Business Research: A Forty Year Retrospective
Yair Aharoni, Tel Aviv University
Laszlo Tihanyi, Texas A&M University
Brian Connelly, Texas A&M University

An Integrative Model: Organizational Climate with Internal Knowledge Transfer and Individual Innovation
Yi Zhang, University College Dublin

Integration and Accumulation of Technological Capability within Joint Ventures in China
Huiping Li, Ramapo College of New Jersey

Session: 2.2.9 - Competitive
Time: 09:50-11:05
Room: CongressTrack 5-Global Strategy

Strategy, Capabilities, and Performance
Chair: Niron Hashai, Hebrew University

Complementary Strategic Orientations That Create Value
Brian Mascarenhas, Rutgers University

Technology Agility: Empirical Evidence from Brazilian Automotive Industry
Jing Quan, Salisbury University
Denise Dunlap-Hinkler, Widener University
Ronaldo Parente, Rutgers University

Sources of Firm Competitive Advantage: An Examination of Taiwan Electronics Industry
Wiboon Kittilaksanawong, National Taiwan University

Session: 2.2.10 - Competitive
Time: 09:50-11:05
Room: Senate 1Track 4-Emerging Markets (EM) and MNEs

The Sociology of Emerging Markets’ Firms
Chair: Debmalya Mukherjee, University of Memphis

When to Outsource the HR Functions?—A Study of Chinese Firms
Xiu Xi Zhao, National University of Singapore
Chi-Nien Chung, National University of Singapore

Uncover the Myths of Organizational Legitimacy in China—An Operational Management Perspective
Sophie H. Xiao, University of Sydney

The Cognitive Diamonds Model of Business Environments
Roberto Gamarra, Kean University

Institutional Perspective on Strategy Committee Setup: An Empirical Analysis of Chinese Listed Firms
Yinghui Cao, Peking University
Changhui Zhou, Peking University

Break

WEDNESDAY, JUNE 27 - 11:05-11:15

Session: 2.3 - Plenary
Time: 11:15-12:30
Room: Capitol II-III

AIB Fellows’ International Executive of the Year Award - Tim Solso, Cummins Inc.
Chair: Jean J. Boddewyn, Baruch College, CUNY
Co-Chair: James D. Goodnow, Bradley University

Presentation of the 2007 AIB Fellows’ International Executive of the Year Award to Tim Solso. Mr. Solso is the Chairman and Chief Executive Officer of Cummins Inc.

WEDNESDAY, JUNE 27 - 12:30-13:45

Session: 2.4 - Interactive
Time: 12:30-13:45
Room: Grand 4-5

Interactive Sessions with Light Lunch (II)
All Interactive Sessions below will be located at Grand 4&5. Light lunch will also be provided in the same location for all participants.

Session: 2.4.1 - Interactive
Time: 12:30-13:45
Room: Grand 4-5

Globalization in Perspective
Daya Shanker, Deakin University
The Internationalization of US MBA Programs 1990-2000
Harry Ivan Costin, Sup de Co La Rochelle
Detailed Program

WEDNESDAY, JUNE 27

**Impact of History on Market Orientation in Southeast European Transitional Economies: Antecedents and Consequences**

Srdan Zdravkovic, Saint Louis University

**Internationalization, Organizational Configurations, Strategic Inertia, and Evolution of Entrepreneurship at Zildjian (1623-2006)**

Syed Tariq Anwar, West Texas A&M University
Susan Martin Tariq, West Texas A&M University


David M. Berg, University of Wisconsin-Milwaukee

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Session: 2.4.2 - Interactive  
Track 2-Theory Dev. and Empirical Modeling  
Time: 12:30-13:45  
Room: Grand 4-5

**Foreign Direct Investment**

**Multi-level Experience Effects and Sequential Foreign Direct Investment: Evidence from Taiwanese Electronic Industries in China**

Yu-Shu Peng, National Dong Hwa University
Chin-Chia Liang, National Dong Hwa University

**A Panel Data Analysis of Locational Determinants of Chinese and Indian Outward Foreign Direct Investment**

Jing-Lin Duannu, University of Surrey
Yilmaz Guney, University of Surrey

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Session: 2.4.3 - Interactive  
Track 2-Theory Dev. and Empirical Modeling  
Time: 12:30-13:45  
Room: Grand 4-5

**Models and Theories of the MNE**

**The Transnational Corporation: Innovation, Standardization and Outsourcing**

Janis K. Kapler, University of Massachusetts/Boston

**Tacit Knowledge, Behavioral Assumptions, and the Multinational Enterprise**

Joseph Patrick Little, Saint Louis University

**A Review of Theories Examining the Multinationality-Performance Relationship**

Melike Billur Akdeniz, Michigan State University
Mike Dietzman, Michigan State University
Maggie C.Y. Dong, University of Hong Kong
Ahmet H. Kirca, Michigan State University

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Session: 2.4.4 - Interactive  
Track 3-International Finance and Accounting  
Time: 12:30-13:45  
Room: Grand 4-5

**International Financial Strategies**

**Financial Strategies in the Expansion of Spanish Companies into Latin America**

Roberto Curci, Butler University
Guillermo Cardoza, Instituto de Empresa

**Strategic Responses and Institutional Constraints: Explaining Divestiture by Chinese Listed Firms**

Jianfeng Wu, Peking University
Dean Xu, Peking University

**The Performance Impact of Product Diversification Among Uninational and Multinational Firms**

Protiti Dastidar, George Washington University

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Session: 2.4.5 - Interactive  
Track 3-International Finance and Accounting  
Time: 12:30-13:45  
Room: Grand 4-5

**International Influences on Asset Pricing**

**Effect of RMB Exchange Rate Reform on Stock Markets in China**

Li-Wen Huang, National Cheng Kung University
Hsin-Hong Kang, National Cheng Kung University
Shuang-Shii Chuang, National Cheng Kung University

**The Effect of National Cultural Dimensions on Global Stock Market Volatility: A Network Analysis**

Dante Pirouz, University of California, Irvine

**Impact of Terrorism on Commodity Market**

Akash Dania, University of Texas - Pan American

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Session: 2.4.6 - Interactive  
Track 4-Emerging Markets (EM) and MNEs  
Time: 12:30-13:45  
Room: Grand 4-5

**Agglomeration and Emerging Markets**

**The Performance Effects of Agglomeration, Industry and Firm: Evidence from an Emerging Market**

Yu Li, Peking University
Changqi Wu, Peking University

**Multinational Enterprises and Technology Clusters in an Era of Global Innovation**

Leonard H. Lynn, Case Western Reserve University
Hal Salzman, Urban Institute

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Session: 2.4.7 - Interactive  
Track 4-Emerging Markets (EM) and MNEs  
Time: 12:30-13:45  
Room: Grand 4-5

**Emerging Markets and Local Institutions**

**Firm-Level Responses to Politics: Political Institutions and the Operations of U.S. Multinationals**

Nathan Michael Jensen, Washington University in St. Louis

**Risk Management in Entry Decision into Emerging Markets**

Anthony Kos, Youngstown State University
Sheen Liu, Youngstown State University

**Network Diversity, Structural Holes, and Firm’s Adaptation Capabilities: Evidence from China's Transition Economy**

Xufei Ma, National University of Singapore
Xiaotao Yao, Xi'an Jiaotong University
Youmin Xi, Xi'an Jiaotong University

**Neither Pipes Nor Prisms - But Foundations of the Market**

Muthu Subbiah, University of Texas at Dallas
**Detailed Program**

**WEDNESDAY, JUNE 27**

### Session: 2.4.8 - Interactive
**Time:** 12:30-13:45  
**Track 5: Global Strategy**  
**Room:** Grand 4-5

**Entry Issues**

**Delegation across Borders: The Case of Multinational Hierarchies**  
Yue Maggie Zhou, University of Michigan

**International M&A Negotiation: Strategic Lessons from the Alcatel-Lucent Talks in 2001 and 2006**  
Stephen E. Weiss, York University  
Serdar Yavuz, York University

**Is There a Liability of Localness?**  
Luis Antonio Perez-Batres, Appalachian State University

### Session: 2.4.9 - Interactive
**Time:** 12:30-13:45  
**Track 6: International Entrepreneurship**  
**Room:** Grand 4-5

**National Culture and International Entrepreneurship**

**A Study for the Relationship of Alliance Partner Perception, Human Resource Planning and Alliance Performance among the Strategic Alliance Businesses**  
Yung-Ming Shiu, National Cheng Kung University  
Tsu-Wei Yu, National Cheng Kung University

**Entrepreneurship – One of the Keys to the Fast International Growth of Icelandic Companies**  
Snjóllur Olafsson, University of Iceland  
Audur Hermannsdóttir, University of Iceland  
Thorhallur Gudlaugsson, University of Iceland

**Internationalization of SMEs in the Diverse European Context: Evidence and Implications of a New Theory**  
Mary Han, Ryerson University  
Vanessa Ratten, Duquesne University  
Leo Dana, University of Canterbury  
Isabell Welpe, Ludwig Maximilian University

### Session: 2.4.10 - Interactive
**Time:** 12:30-13:45  
**Track 7: Managing People across Cultures**  
**Room:** Grand 4-5

**Motivation and Job Satisfaction: The Implications of National Culture**  
Reccia Natasha Charles, St. George's University

**Global Leadership Competence: Integrating Multiple Intelligences for Optimal Enactment of Task and Relationship Functions**  
Lisa Parola Gaynier, Cleveland State University  
Chen Qi Ching, Lawrence Technical University

**Dual Politics and Managerial Behavior: The Physician as Manager**  
Hsiu-Ling Wang, I-Shou University; Kaohsiung Medical University Hospital  
Aij-Lie Kwan, Kaohsiung Medical University  
Jyunying Huang, I-Shou University

**Developing Cultural Intelligence: The Role of International Non-Work Experiences**  
Ibraiz Tarique, Pace University  
Riki Takeuchi, Hong Kong University of Science & Technology

**Psychic Distance and the Challenges of Expatriation: An Emerging Country’s Perspective**  
Betania Tanure, Fundacao Dom Cabral  
Erika Penido Barcellos, Fundacao Dom Cabral  
Maria Tereza Fleury, University of Sao Paulo

### Session: 2.4.11 - Interactive
**Time:** 12:30-13:45  
**Track 8: Marketing**  
**Room:** Grand 4-5

**Marketing in Emerging Markets and Transition Economies**

**Marketing and Advertising Practices of Turkish Entrepreneurs in Transition Economies: Empirical Evidence from Georgia**  
Ali Riza Apil, International Black Sea University  
Erdener Kaynak, Penn State University at Harrisburg  
Serkan Yalcin, Texas A&M International University

**Shopping Behavior of Supermarket Consumers: A Case of Kuwait**  
Abdulla M. Alhemoud, Arab Open University

**Assessing the CETSCALE: Does it work in Small, Open Countries?**  
J. Alexander Smith, Saint Louis University

**The Effects of Religious Freedom/ Values and the Diversity of Japanese Foreign Direct Investment between Countries and Religions**  
Kashef Abdul Majid, University of Western Ontario

Francis M. Ulgado, Georgia Institute of Technology  
Na Wen, Georgia Institute of Technology  
Moonkyu Lee, Yonsei University  
John R. McIntyre, Georgia Institute of Technology
**WEDNESDAY, JUNE 27 - 13:45-15:00**

**Session: 2.5.1 - Panel**  
Track 5-Global Strategy  
Time: 13:45-15:00  
Room: Grand 1

**Sport Business and Sport: Facing the Challenges of Internationalization**  
Chair: Harald Dolles, Heilbronn Business School  
Co-Chair: Sten Soderman, Stockholm University

**Panelists:**  
Simon Chadwick, Co-Director, Birkbeck Sport Business Centre, Birkbeck University of London  
Joie Chitwood III, President, Indianapolis Motor Speedway  
André Richelieu, Université Laval  
John B. Swarbrick, Partner, Baker & Daniels LLP  
Riku Laanti, University of Adelaide

**Session: 2.5.2 - Panel**  
Track 2-Theory Dev. and Empirical Modeling  
Time: 13:45-15:00  
Room: Grand 2

**Methodological Issues in International Business: Location Choice, Knowledge Flows, and MNE Activity**  
Chair: Arjen Slangen, RSM Erasmus University  
Econometric Bias in Models of Location Choice Determination  
Timothy Michael Devinney, Australian Graduate School of Management  
Innovation and Knowledge: The Measurement Challenge  
David A.Audretsch, Max Planck Institute of Economics  
The Mismatch between FDI Data and MNE Activity  
Sjoerd Beugelsdijk, University of Nijmegen  
Arjen Slangen, RSM Erasmus University  
Roger Smeets, University of Nijmegen

**Session: 2.5.3 - Competitive**  
Track 4-Emerging Markets (EM) and MNEs  
Time: 13:45-15:00  
Room: Grand 3

**Impact of Ownership Preferences for Emerging Markets**  
Chair: Bent Petersen, Copenhagen Business School  
MNC Strategies and Linkage Effects in Developing Countries  
Bent Petersen, Copenhagen Business School  
Michael Wendelboe Hansen, Copenhagen Business School  
Torben Pedersen, Copenhagen Business School  
The Influence of Regional Differences on an Ownership Preference of Japanese Firms: The Case of Foreign Direct Investments in China  
Naoki Ando, Nagasaki Prefectural University
How Do Ownership Structure and Transitional Environment Affect SOEs’ CEO Turnover? Evidence from China
Kefei Ma, Peking University
Neng Liang, CEIBS

Session: 2.5.4 - Competitive
Track 5-Global Strategy
Time: 13:45-15:00
Room: Council

Is It Global or Is It Regional?
The Value of Cross-Border Market Penetration: A Regional Perspective
Chang Hoon Oh, Indiana University

Geographic Orientation and Performance of Global versus Regional MNEs
Christian Geisler Asmussen, Copenhagen Business School
Anthony Goerzen, University of Victoria

Local, Regional, or Global? Quantifying MNC Geographic Scope
Christian Geisler Asmussen, Copenhagen Business School

Own and Other Firm Influences on Foreign Investment and Expansion
Heather Berry, University of Pennsylvania

Session: 2.5.5 - Special Session
Time: 13:45-15:00
Room: Chamber

Emerging Scholars in Australia and New Zealand (ANZIBA Special Session)
Chair: Elizabeth L. Rose, Victoria University of Wellington

Knowledge Outflow of MNC Subsidiaries: Dual Network Embeddedness Perspective
Zaidah Mustaffa, University of Auckland

Antecedents of Expatriate Performance: Australian Expatriates in Hong Kong and Macau
Leanda Lee, Monash University

Innovation Opportunities, Firm Strategy and Performance in Multinational Corporations from an Emerging Economy: Knowledge-Based Industries in India
Sangeeta Ray, University of Sydney

Multimarket Competition in the International Commercial Airframe Industry: An Empirical Study of Competitive Positioning in Product Space
David St George, Victoria University of Wellington

Session: 2.5.6 - Competitive
Track 8-Marketing
Time: 13:45-15:00
Room: Caucus

Marketing Capabilities
Cross-Cultural Construct Equivalence Validation of Export Market Orientation: A Study of Domestic and Foreign Firms in China
Janet Y. Murray, University of Missouri-St. Louis
Gerald Yong Gao, University of Missouri-St. Louis
Masaaki Kotabe, Temple University
Joe Nan Zhou, City University of Hong Kong

Marketing Competencies: A Cross-Cultural Study in a Multinational Company
Lori Shore, Deakin University
Robin Neilson Shaw, Deakin University

Competitive Exclusion in Agglomerated Host Country Markets: Subsidiary Survival and Exit
Sonia S. Ketkar, Towson University
Ronaldo Parente, Rutgers University

Knowledge-Based Approaches to International Marketing: Unleashing the Power of Tacit Local and Global Knowledge to Create Competitive Advantage
Florian Kohlbacher, German Institute for Japanese Studies, Tokyo
Nigel Holden, University of Central Lancashire
Martin Glisby, Ole Lynggaard Asia Pacific ApS
Aida Numi, Vienna University of Economics and Business Administration

Session: 2.5.7 - Competitive
Track 3-International Finance and Accounting
Time: 13:45-15:00
Room: Cabinet

International Financial Markets and Ownership
The Impact of Foreign Ownership and Board Membership on the Performance of Domestic Banks: Evidence from Portugal
Mohamed Azzim Gulamhussen, ISCTE
Luís Guerreiro, Central Bank of Portugal

Why Foreign Ownership Matters for Banks in Central and Eastern Europe: Ownership, Spillovers and Performance over Time
Hein Bogaard, University of Michigan

Capital Flows, Financial Development, and Economic Growth
George J. Georgopoulos, York University

Outside Directors Signal to Foreign Investors: Evidence from Korea
Mooweon Rhee, University of Hawaii
Ji-Hwan Lee, Korea Advanced Institute of Science and Technology
<table>
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<tr>
<th>Session: 2.5.8 - Competitive</th>
<th>Time: 13:45-15:00</th>
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<td>Track 7-Managing People across Cultures</td>
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**International Organizational Behavior**  
Chair: Linghui Tang, College of New Jersey

**Workforce Diversity and Creativity: A Multiple Level Model**  
Jian Han, Peking University  
Siqing Peng, Peking University  
Chi-yue Chiu, University of Illinois at Urbana-Champaign  
Angela Leung, University of Illinois at Urbana-Champaign

**Multi-Level Impacts on Perceived Career Opportunity from Global Integration**  
William Newbury, Florida International University  
Pooja Thakur, Rutgers University

**Cross-National Differences in the Determination of Pay Fairness Judgments: Do Cultural Differences Play a Role?**  
Greg Hundley, Purdue University  
John Lawler, University of Illinois at Urbana-Champaign  
Carlos Sanchez-Runde, ISE

**Relationships among Self-efficacy, Career Planning, and Job Search Behaviors: Testing the Validity of Two Theoretical Models in Japan and Korea**  
Yuhee Jung, Meiji University  
Norihiko Takeuchi, Tokyo University of Science  
Tomokazu Takeuchi, Kawaguchi Junior College

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<th>Session: 2.5.9 - Competitive</th>
<th>Time: 13:45-15:00</th>
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<td>Track 9-Global versus Local Knowledge</td>
<td>Room: Congress</td>
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**MNC Subsidiary and Local Knowledge**  
Chair: Mark D. Domney, University of Auckland

**Asymmetries between 'Traditional' and Reverse Knowledge Flows in Multinational Firm: A Study of Acquisitions in Transition Economies**  
Qin Yang, Temple University

**Regional Product and Market Knowledge Spillovers: The Importance of Local Knowledge in a Global Economy**  
Victoria Fedotova, University of Auckland  
Heather I.M. Wilson, Freelance  
Mark D. Domney, University of Auckland

**Localization Failure of Western Discount Stores in Korea**  
Jootae Kim, Dankook University

**Firm Resources, Multinationality, and Performance: An Integrated Model**  
Ching-Hui Tseng, National Cheng Kung University  
Shih-Fen S. Chen, University of Western Ontario

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<th>Session: 2.5.10 - Competitive</th>
<th>Time: 13:45-15:00</th>
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<td>Track 4-Emerging Markets (EM) and MNEs</td>
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**Foreign Direct Investment into Emerging Markets**  
Inward FDI, Group Experience and Outward FDI of Emerging Market Firms  
Xufei Ma, National University of Singapore  
Jane W. Lu, Singapore Management University

**Foreign Direct Investment Subsequent Investment in China: Impacts of Origin, Experience, and Location**  
Laijun Luo, Fudan University  
Yuze Luo, Peking University  
Yan Zhu, Shanghai University of Finance and Economics

**The Impact of Foreign Direct Investment on Local Environment: Evidence from China**  
Xiaolan Feng, Peking University  
Changhui Zhou, Peking University

**Bilateral Investment Treaties and Foreign Direct Investment**  
Fabienne Fortanier, University of Amsterdam  
Rob Van Tulder, RSM Erasmus University

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**WEDNESDAY, JUNE 27 - 15:00-15:30**

**Coffee Break**  
Refreshments will be provided at the exhibit hall for conference participants.

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**WEDNESDAY, JUNE 27 - 15:30-16:45**

**Session: 2.6.1 - Special Session**  
Time: 15:30-16:45  
Room: Grand 1

**Priming for M&A Success in a Foreign Market - China (Deloitte Special Session)**  
Chair: George Graham, Managing Tax Partner, Deloitte Indianapolis

**Panelists:**  
Wendy Cai, Director, Deloitte National China Service Group  
Jennifer Zhang, Tax Senior Manager, Deloitte Cincinnati Office  
Kelly O'Brien, Partner, Post-Merger Integration Services, Deloitte Indianapolis Office
**Session: 2.6.2 - Competitive**  
**Time:** 15:30-16:45  
**Room:** Grand 2  
**Track:** Emerging Markets (EM) and MNEs  
**Shaping Industry Trajectories in Emerging Markets**  
Chair: Helena Barnard, University of Pretoria  
*China vs. Mexico in the Global EPZ Industry: Maquiladoras, FDI Quality, and Plant Mortality*  
John D. Sargent, University of Texas, Pan American  
Linda Matthews, University of Texas, Pan American  
*The Art of Active Embedding: How Automotive Suppliers Develop Engineering Capabilities in Emerging Economies*  
Stephan Manning, Duke University  
Joerg Sydow, Freie Universitaet Berlin  
Arnold Windeler, Technische Universitaet Berlin  
*Rhetoric and Reality of International Intellectual Property Regimes: The Case of Copyright Protection in the Software Industry*  
Srividya Jandhyala, University of Pennsylvania  
*A Multi-Level Analysis of Country-Specific Factors in Developing National Offshore Software Industry*  
Yunxuan Han, Temple University  
Arvind Parkhe, Temple University  

**Session: 2.6.3 - Competitive**  
**Time:** 15:30-16:45  
**Room:** Grand 3  
**Track:** Global Strategy  
**Entry Mode Choices**  
Chair: Bo Bernhard Nielsen, Copenhagen Business School  
*Equity versus Non-Equity International Strategic Alliances: An Empirical Investigation of the Relative Importance of Partner and Host Country Determinants*  
Steve Globerman, Western Washington University  
Bo Bernhard Nielsen, Copenhagen Business School  
*Bargaining Power, Mutual Hostages, and Governance in Cross-border Technology Alliances*  
Farok J. Contractor, Rutgers University  
James Arthur Woodley, University of North Carolina, Greensboro  
*Equity Ownership Decision: Is Firm-specific Advantage Also Location Specific?*  
Pengji Wang, National University of Singapore  
*International Market Entry and Organizational Competency Development: A Case Study of a Russian Oil and Gas Joint Venture*  
Paul M. Stephenson, Nova Southeastern University  
Ruth Clarke, Nova Southeastern University  

**Session: 2.6.4 - Competitive**  
**Time:** 15:30-16:45  
**Room:** Council  
**Track:** Theory Dev. and Empirical Modeling  
**Modeling Institutional and Political Risk**  
Chair: Elizabeth L. Rose, Victoria University of Wellington  
*Beyond Porter's Single Diamond: A Dual Double Diamond Model Approach to National Competitiveness*  
Dong-Sung Cho, Seoul National University  
Hwy-Chang Moon, Seoul National University  
Min-Young Kim, Institute for Industrial Policy Studies  
*Defining Institutional Similarity: The Multidimensions of Global Industry Regulation*  
Susan Perkins, Northwestern University  
*The Impact of Political Risk on Transaction Cost – Dynamic Perspective*  
Massood Samii, Southern New Hampshire University  
Mohana Rajamanickam, Vasanth Builders  
Arul Thirunavukkarasu, Hiram College  

**Session: 2.6.5 - Competitive**  
**Time:** 15:30-16:45  
**Room:** Chamber  
**Track:** Managing People across Cultures  
**Leadership in the International Context**  
Chair: Ibraiz Tarique, Pace University  
*Cross-Cultural Mentoring: Occurrence of Positive and Negative Mentor Role Behaviors*  
Jean-Luc Emile Cerdin, Essec Business School  
Saba Colakoglu, Rutgers University  
*Employees' Interpersonal Leadership Preferences Vary across 18 Countries - Does It Matter?*  
Lena Zander, Stockholm School of Economics  
*International Experience and Expatriate Selection: A Decision Maker's Perspective*  
Ibraiz Tarique, Pace University  
Jean-Luc Emile Cerdin, Essec Business School  
Vishal Lala, Pace University  

**Session: 2.6.6 - Competitive**  
**Time:** 15:30-16:45  
**Room:** Caucus  
**Track:** Emerging Markets (EM) and MNEs  
**Business Groups’ Performance in Emerging Markets**  
Chair: Leslie Lenn, St. Edwards University  
*Ownership, Group Affiliation and International Diversification: The Determinants and the Performance Consequences*  
Ajai S. Gaur, National University of Singapore  
*Impact of Ownership and Group Affiliation on Firms’ Strategic Choices during Institutional Transition*  
Ajai S. Gaur, National University of Singapore  
Andrew Delios, National University of Singapore  
*The Effect of Business Group Affiliation on Firm Market and International Strategies*  
Anna Lamin, Northeastern University
Session: 2.6.7 - Competitive  Time: 15:30-16:45
Track 9-Global versus Local Knowledge
Room: Cabinet

Networks and Intra-Firm Knowledge Transfer (I)
Chair: Lilach Nachum, Baruch College, CUNY

Organizational Knowledge Transfer: A Meta-Analytic Review of Its Antecedents and Outcomes
Raymond Van Wijk, RSM Erasmus University
Justin Jansen, RSM Erasmus University
Marjorie Lyles, Indiana University

Expatriate Utilization, Knowledge Transfer, and FDI Performance
Sheng Wang, University of Nevada, Las Vegas
Hyondong Kim, Dongguk University

Strategic Alliances and Complex Biotechnological Innovation Capabilities
Tariq H. Malik, University of London

Interactive (Networked) Internationalization --The Case of Swedish Firms
Gabriel Baffour Awuah, Halmstad University
Desalegn Abraha Gebrekidan, University of Skövde
Aihie Osarenkhoe, University of Gävle

Session: 2.6.8 - Competitive  Time: 15:30-16:45
Track 5-Global Strategy
Room: Cameral

Liability of Foreignness in International Strategy

When You Leave, Should I Go Too? Trait-Based and Location-Based Imitation by Host-Country Multinationals
Lorraine Eden, Texas A&M University
Stewart R. Miller, University of Texas at Austin
Douglas E. Thomas, University of New Mexico
Paige Fields, Texas A&M University
Hong Zhu, Texas A&M University

Global Integration versus Local Responsiveness: Formal and Informal Control in Foreign Subsidiaries
Deeksha A. Singh, National University of Singapore

Liability of Foreignness and the Co-internationalization of Main Banks and Firms: An Institutional Perspective
Burkhard N. Schrage, Singapore Management University
Jane W. Lu, Singapore Management University

Session: 2.6.9 - Competitive  Time: 15:30-16:45
Track 8-Marketing
Room: Congress

Standardization/Adaptation Strategies
Chair: Tracy L. Gonzalez-Padrón, Michigan State University

The Impact of Marketing Control on Marketing Standardisation Strategies
Henry F.L. Chung, Massey University

When Cultures Cross National Borders: Exploring the Boundaries of Advertising Standardization
Rick T. Wilson, Hofstra University
Karin M. Staub, Saint Louis University

Cultural and Informational Differences in Television Commercials in the Arab World and the United States
Morris A. Kalliny, University of Missouri-Rolla
Anshu Saran, University of Texas of the Permian Basin

Humour in Cross-Cultural Advertising
Heather J. Crawford, University of New South Wales
Gary D. Gregory, University of New South Wales

Session: 2.6.10 - Panel  Time: 15:30-16:45
Track 6-International Entrepreneurship
Room: Senate 1

Global Business Research and Teaching Tools: The Case of the Global Marketing Management System Online (GMMSO) ©
Chair: Basil John Janavaras, Minnesota State University, Mankato

Panelists:
Basil John Janavaras, Minnesota State University, Mankato
Mirela Miresan, St. Mary's University of Minnesota
Emanuel Gomes, Coventry University

WEDNESDAY, JUNE 27 - 17:00-18:00
WAIB Business Meeting

WEDNESDAY, JUNE 27 - 19:00-22:00

Gala Event at the Eiteljorg Museum

The Gala Event is hosted by the Kelley School of Business at Indiana University and will take place at the Eiteljorg Museum of American Indians and Western Art.

Business casual attire recommended. Please remember to have your name badges with you, to avoid being stopped at the museum entrance. The museum is only five minutes away from the Westin, so we encourage all participants to enjoy a leisurely stroll. However, shuttle buses will also be available at the front of the hotel from 6:40 to transport members to the museum.
Detailed Program

THURSDAY, JUNE 28

Placement Center
 Room: Capitol I
 Hours: 8:30-17:00 - Tue, June 26 & Wed, June 27
 8:30-15:30 - Thu, June 28

Exhibits
 Room: Grand 4-5
 Hours: 9:00-18:00 (Tue, June 26)
 9:00-17:30 (Wed, June 27)
 9:00-15:30 (Thu, June 28)

THURSDAY, JUNE 28 - 08:10-09:25

Session: 3.1.1 - Special Session  Time: 08:10-09:25
 Room: Grand 1

Farmer Dissertation Award Presentations
 Chair: Elizabeth L. Rose, Victoria University of Wellington

Presentations by the 2007 AIB Richard N. Farmer Doctoral Dissertation Award Finalists. The Farmer Dissertation Award is sponsored by Indiana University CIBER.

When is Trust Produced and When Does it Matter? Taking a Closer Look at Trust and International Alliance Performance (Ph.D. awarded by Tilburg University)
 Rekha Krishnan, Simon Fraser University

 Susan Perkins, Northwestern University

Knowledge Transfer in Multinational Enterprises: A Language and Information Processing View (Ph.D. awarded by University of Minnesota)
 Margaret Spring Schomaker, University of Kansas

Session: 3.1.2 - Competitive  Time: 08:10-09:25
 Track 3-International Finance and Accounting  Room: Grand 2

Cross Listing Effects
 Chair: Robert Grosse, Standard Bank

Legal Internationalization and US Cross-Listing to Bond by Emerging-Market Firms
 Paul Martin Vaaler, University of Illinois at Urbana-Champaign
 Burkhard N. Schrage, Singapore Management University

Regime Switching Analysis of ADR Home Market Pass-Through
 Hui He, George Washington University
 Jiawen Yang, George Washington University

Listing Status of Local Partners and Equity Shares of Foreign Companies: Evidence from U.S. Investment to P.R. China
 Yao Lu, University of Michigan

Excess Control, Corporate Governance, and Implied Cost of Equity: International Evidence
 Omrane Guedhami, Memorial University of Newfoundland
 Dev R. Mishra, University of Saskatchewan

Session: 3.1.3 - Competitive  Time: 08:10-09:25
 Track 2-Theory Dev. and Empirical Modeling  Room: Grand 3

Alternative Modeling Techniques in IB
 Assessing Semiglobalization: Construct Validity and Comparison of Formative and Reflective Models
 Ronald M. Rivas, Canisius College
 Carter Rakovski, California State University, Fullerton
 Maria Skaletsky, Bentley College

A Three-Level Framework for Accessing the Universality of Constructs in Cross-Cultural Management
 Hugo Zagorsek, University of Ljubljana

Is The Potential Fully Exploited? Application of Structural Equation Modeling (SEM) Technique in International Business Research: Year 1985 to 2006 Perspective
 Anant Ravindra Deshpande, University of Texas, Pan American
 Jesus Tanguma, University of Texas, Pan American

Meta Analysis: A Necessary Ingredient for Knowledge Development in International Business?
 Ahmet H. Kirca, Michigan State University
 Attila Yaprak, Wayne State University
 S. Tamer Cavusgil, Michigan State University

Session: 3.1.4 - Competitive  Time: 08:10-09:25
 Track 5-Global Strategy  Room: Council

International Strategies and Export Trade
 Chair: Klaus E. Meyer, University of Reading

Distance, Production, and Trade
 Don Philip Clark, University of Tennessee

ICT Development and a Multi-Dimensional Measure of Distance for International Location Strategy
 Linghui Tang, College of New Jersey

The Learner Perspective to Cognitive Gains from Global Trade
 Roberto Gamarra, Kean University

The Export Propensity and Intensity of Subsidiaries in Emerging Economies
 Saul Estrin, London School of Economics and Political Science
 Klaus E. Meyer, University of Reading
 Mike Wright, Nottingham University
Session: 3.1.5 - Competitive  
Track 7-Managing People across Cultures  
Time: 08:10-09:25  
Room: Chamber  

**International Joint Ventures & Acquisitions**

*Understanding the Internal Dynamics of International Joint Ventures: A SYMLOG Perspective*
  Muthu Subbiah, University of Texas at Dallas  
  David Ford, University of Texas at Dallas

*Success and Failure in Managing Foreign Acquisitions in South Korea and Japan: Lessons from Renault, General Motors and DaimlerChrysler*
  Fabian Jintae Froese, Waseda University

*Acquirer Nationality and Trade-off between Post-Acquisition Integration Approach Implementation and Synergy Potential Exploitation*
  Shlomo Yedidia Tarba, Ben-Gurion University and Rishon Lezion  
  Yaakov Weber, College of Management  
  Arie Riechel, Ben-Gurion University

Session: 3.1.6 - Competitive  
Track 5-Global Strategy  
Time: 08:10-09:25  
Room: Caucus

**Local Market Factors in Market Entry Decisions**

*How Much Distance Do We Need? - Revisiting the "National Cultural Distance Paradox"*
  Huanglin Wang, University of Western Ontario  
  Jean-Louis Schaan, University of Western Ontario

*The Effects of Corporate Governance on FDI Location Decisions*
  Roger Strange, King's College London  
  Igor Filatotchev, King's College London  
  Jenifer Piesse, King's College London  
  Yung-chih Lien, National Taiwan Ocean University

*MNEs' Ownership Structure Under Uncertainty: TCE vs. Real Options and Institutional Theory Explorations*
  Kenny (Kyeungrae) Oh, University of Texas at Dallas

Session: 3.1.7 - Competitive  
Track 6-International Entrepreneurship  
Time: 08:10-09:25  
Room: Cabinet

**New Ventures in the Knowledge Economy**

*Do US VC Firms Make a Difference? An Analysis of Liquidity Events in Foreign Biotechnology Firms*
  Elisa Alvarez-Garrido, University of Pennsylvania

*Exit Decisions of Entrepreneurs in International Markets*
  Ilgaz Arikan, Georgia State University

Internationalization, OLI Advantages and Performance of Small- and Medium-Sized Enterprises in the U.S. Pharmaceutical Industry
  Lei Li, University of Portland  
  Weilei (Stone) Shi, University of Pittsburgh  
  Dan Li, Indiana University

Session: 3.1.8 - Competitive  
Track 4-Emerging Markets (EM) and MNEs  
Time: 08:10-09:25  
Room: Cameral

**Knowledge Management in Emerging Markets**

*An Ambidextrous Learning Model for the Internationalization of Firms from Emerging Markets*
  Yuanyuan Wu, McGill University  
  Christian Keen, McGill University

*Managing Knowledge Transfer in Emerging Economies: Will MNEs Transfer Tacit or Explicit Knowledge to their IJVs?*
  Ping-Shan Cheng, National Cheng Kung University

*Knowledge Management and Innovation Strategy in Emerging Markets: The Challenge for Latecomers*
  Jiatao Li, Hong Kong University of Science & Technology  
  Rajiv Krishnan Kozhikode, Hong Kong University of Science & Technology

*Negligence to Benevolent and Endorsement to Malevolent Technologies: A Diffusion Paradox*
  Tariq Arif, King Faisal Research Centre  
  Tariq H. Malik, University of London  
  Oskar Kayasan, University of London, Birbeck

Session: 3.1.9 - Competitive  
Track 9-Global versus Local Knowledge  
Time: 08:10-09:25  
Room: Congress

**Control & Coordination Mechanisms in Knowledge Transfer (II)**

*Attributes of Operating Experience and Failure of International Joint Ventures*
  Lailani Laynesa Alcantara, University of Tsukuba  
  Yasuo Hoshino, University of Tsukuba

*What Is International Experience? Unpacking the Black Box*
  Ryan J. Orr, Stanford University

*The Impact of ISO 9000 Diffusion on Trade and FDI: A New Institutional Analysis*
  Joseph Clougherty, Wissenschaftszentrum Berlin (WZB) and CEPR-London  
  Michal Grajek, European School of Management & Technology (ESMT)
### Detailed Program

**THURSDAY, JUNE 28**

#### Session: 3.1.10 - Competitive
**Time:** 08:10-09:25  
**Room:** Senate 1  
**Track 8-Marketing**

**Cross-Cultural Consumer Behavior**  
Chair: Susan Douglas, New York University

**Culturally Customizing Websites for Hispanic-American Consumers: An Application of Levels of Acculturation Differences**  
Nitish Singh, Saint Louis University  
Arun J.A. Pereira, Saint Louis University  
Daniel W. Baack, Ball State University

**The Importance of Intangible Social Attributes in Individual Purchasing Decisions: A Multi-Country Comparative Study**  
Pat Auger, Melbourne Business School  
Timothy Michael Devinney, Australian Graduate School of Management  
Jordan J. Louviere, University of Technology, Sydney

**Psychic Distance and Directional Equivalence: A Theoretical Application of Assimilation and Contrast Bias**  
Ronaldo Parente, Rutgers University  
Daniel W. Baack, Ball State University  
Victor Almeida, Federal University of Rio de Janeiro

**The Role of Ethnicity and Political History in Attitude Formation: Canadian Attitudes towards China, India and the United States**  
Masud Chand, Simon Fraser University

#### Coffee Break

**Time:** 09:25-09:50  
**Room:** Grand 4-5

**Refreshments will be provided at the exhibit hall for conference participants.**

#### THURSDAY, JUNE 28 - 09:50-11:05

#### Session: 3.2.2 - Panel
**Time:** 09:50-11:05  
**Room:** Grand 2  
**Track 1-The Historical Dimension in IB**

**International Business Negotiations Research Past, Present and Future Perspectives**  
Chair: Rosalie L. Tung, Simon Fraser University

**International Business Negotiations Research: Its Development, Current State, and Contributions to International Business**  
Stephen E. Weiss, York University

**The Polycontextuality of Cross Cultural Negotiations**  
Mary Ann Von Glinow, Florida International University  
Debra Shapiro, University of Maryland

**Sino-Western Negotiations Revisited – 30 Years after China’s Open Door Policy**  
Rosalie L. Tung, Simon Fraser University  
Verner Worm, Copenhagen Business School

**Negotiating in India**  
Rajesh Kumar, University of Aarhus

#### Session: 3.2.3 - Competitive
**Time:** 09:50-11:05  
**Room:** Grand 3  
**Track 5-Global Strategy**

**How and When to Offshore**  
Chair: Jonathan Doh, Villanova University

**Whether and What to Offshore?**  
Peter Ørberg Jensen, Copenhagen Business School  
Torben Pedersen, Copenhagen Business School

**Exploring the Risk-Return Paradox of Global Contractual Suppliers: A Competence-based Perspective**  
Chia-Wen Hsu, National Taiwan University

**From Offshoring to Globalization of Human Capital**  
Arie Y. Lewin, Duke University  
Silvia Massini, University of Manchester  
Carine Peeters, Université libre de Bruxelles

**Free Trade Zones: Concept and an International Business Perspective**  
Shavin Malhotra, Carleton University  
Nicolas Papadopoulos, Carleton University

#### Session: 3.2.4 - Competitive
**Time:** 09:50-11:05  
**Room:** Council  
**Track 2-Theory Dev. and Empirical Modeling**

**Debating Theoretical Perspectives in IB**  
Chair: Roberto Gamarra, Kean University

**Beyond Induction and Deduction: The Case for Retrospective Research in International Business**  
Cliff Bowman, Cranfield University  
Andreas Birnik, Cranfield University
Detailed Program

THURSDAY, JUNE 28

EVLN Applied to a Macro Level: Underlying Conditions for National R&D Reform in the Transnational Economy
Kazuhiro Asakawa, Keio University
Mark Lehrer, Suffolk University

The Human Learner - CICS Framework of International Competitiveness
Roberto Gamarra, Kean University
Claes Fredrik Bohman, Stockholm School of Economics
Jesper Edman, Stockholm School of Economics

Session: 3.2.5 - Competitive
Track 8-Marketing
Room: Chamber

International Marketing of Services (II)
Chair: Liesl Riddle, George Washington University

Indian Consumers' Attitudes and Ethnocentric Tendencies towards US Fast Food Providers
Virginie Pioche Khare, Progressive Insurance
Rajshekhar (Raj) G. Javalgi, Cleveland State University
Robert F. Scherer, Cleveland State University
Andrew C. Gross, Cleveland State University

A Dynamic Model of the Internationalization Decisions of Franchisors
Qian Sun, Old Dominion University
Deepak Sethi, Old Dominion University

Effects of Customer Relationship Programmes on Customer Loyalty in Insurance
Yung-Ming Shiu, National Cheng Kung University
Tsu-Wei Yu, National Cheng Kung University

Do Local Differences in Human Capital Investment Affect Exports?
Susan M. Mudambi, Temple University
Farok J. Contractor, Rutgers University

Learning from Merger and Acquisitions: The Role of Domestic and International Experience
Ilya R.P. Cuypers, Tilburg University
Youthka K. Cuypers, Tilburg University
Xavier Martin, Tilburg University

Session: 3.2.6 - Competitive
Time: 09:50-11:05
Track 9-Global versus Local Knowledge
Room: Cabinet

Networks and Intra-Firm Knowledge Transfer (II)
Sharing Knowledge of Interpersonal Networks during Foreign Assignments and Knowledge Flows in Multinational Enterprises
Brendan Philip Boyle, University of Sydney
Rebecca Joy Mitchell, University of Newcastle
Stephen Nicholas, University of Newcastle

Shuwen Wang, National Taiwan University

Johan Lindeque, University of Bath
Mark Lund, Lund Research Ltd
Steven McGuire, University of Bath

Two Models of Innovation Networks: Examining the Impact of Business Group Networks on the Innovation and Global Learning of Japanese Firms
Yanli Zhang, Rutgers University

Session: 3.2.7 - Competitive
Time: 09:50-11:05
Room: Cabinet

Virtual Teams in International Context
Chair: Ben L. Kedia, University of Memphis

Learning and Performance during an Offshore Transition
Christopher Williams, Birkbeck College, University of London

The Power of Individual Cultural Values in Global Virtual Teams
Audra I. Mockaitis, Victoria University of Wellington
Elizabeth L. Rose, Victoria University of Wellington
Peter Zettinig, Victoria University of Wellington

A Model of Organizational Identification for Virtual Team Workers: Role of Individualism-collectivism and Uncertainty Avoidance
Debmalya Mukherjee, University of Memphis
Ben L. Kedia, University of Memphis
Session: 3.2.9 - Competitive  Time: 09:50-11:05  Room: Congress
Track 7-Managing People across Cultures

**Cultural Variations in Work and Non-Work Contexts**
Chair: Anna Murdoch, Warsaw School of Economics

*Predicting Work-Related Culture: A Multilevel Multivariate Meta-Analysis*
Vas Taras, University of Calgary
Piers Steel, University of Calgary

*Power Distance and R&D Working Environment (An Employee Comparison in China-based R&D Companies)*
Yi Zhang, University College Dublin

*Cross Cultural Variations in Work-Family Conflict: A Closer Look at Vertical and Horizontal Individualism and Collectivism*
Tejinder K. Billing, University of Memphis

*Unexpected Consequences of Cultural Identity Awareness*
Stacey R. Fitzsimmons, Simon Fraser University

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**THURSDAY, JUNE 28 - 11:05-11:15**

**Break**
Detailed Program

THURSDAY, JUNE 28

Export and Productivity of Chinese Manufacturing Firms
Jiangyong Lu, Tsinghua University
Zhigang Tao, University of Hong Kong

How Are Chinese Firms Coping with Global Competition?
An Empirical Assessment
Nitin Pangarkar, National University of Singapore
Jie Wu, National University of Singapore

Impact of Institutional Quality and Institutional Distance on Subsidiary Performance: Evidence from Korean MNCs
Chinmay Pattnaik, Yonsei University
Soonkyoo Choe, Yonsei University

Session: 3.3.5 - Competitive
Time: 11:15-12:30
Track 5-Global Strategy
Room: Chamber

Choosing Locations for R & D
Chair: Rakesh B. Sambharya, Rutgers University-Camden

The Effects of National Patent Protection on Firm Innovation
Brent B. Allred, College of William & Mary

The Effects of Country Environments on the Internationalization of Research & Development Expenditures in Multinational Corporations
Rakesh B. Sambharya, Rutgers University-Camden
Rajaram Veliyath, Kennesaw State University
Kamal Fatehi, Kennesaw State University

Home Base-Substituting R&D: A Coevolutionary Framework for National R&D Reform
Kazuhiro Asakawa, Keio University
Mark Lehrer, Suffolk University

Drivers of Multinationals’ R&D in China
Nir Kshetri, University of North Carolina at Greensboro
Lailani Laynesa Alcantara, University of Tsukuba

Session: 3.3.6 - Competitive
Time: 11:15-12:30
Track 6-International Entrepreneurship
Room: Caucus

Entrepreneurial Venturing in Different Global Contexts

International Entrepreneurial Capability: A Comparison Between Born Global Firms and Traditional Exporters in China
Man Zhang, Bowling Green State University
Patriya Tansuhaj, Washington State University
James McCullough, University of Puget Sound

The German Miracle Keeps Running: How Germany’s Hidden Champions Stay Ahead in the Global Economy
Bernd Venohr, Berlin School of Economics
Klaus E. Meyer, University of Reading

Interaction Effects of Time Performance and Market Knowledge Competence on Product Success in Global New Product Development
William H.A. Johnson, Bentley College
Željana Piccolotto, University of Padova
Roberto Filippini, University of Padova

Session: 3.3.7 - Competitive
Time: 11:15-12:30
Track 8-Marketing
Room: Cabinet

Buyer-Seller Relationships
Chair: Janet Y. Murray, University of Missouri-St. Louis

Social Capital, Strength of Ties and Foreign Market Entry
Henrik Agndal, Stockholm School of Economics
Sylvie Chetty, Massey University

Relational Embeddedness, Network Centrality, and Incremental Innovation
Heng-Chiang Huang, National Taiwan University
Chia-Wen Chang, National Taiwan University

Antecedents and Consequences of Trust and Commitment – Importer Perspective from a Developing Country
Md Abu Saleh, Queensland University of Technology
M. Yunus Ali, Queensland University of Technology

Session: 3.3.8 - Competitive
Time: 11:15-12:30
Track 9-Global versus Local Knowledge
Room: Cameral

Knowledge Processes for Innovation (II)
Chair: Sjoerd Beugelsdijk, University of Nijmegen

Technological Effects of Cross Border M&A in Spanish Manufacturing Industries
Raquel Marin, Universidad Complutense de Madrid
Isabel Alvarez, Universidad Complutense de Madrid

Of Leaders, Laggards and their Motives for FDI
Roger Smeets, University of Nijmegen

Sensing the Globe for External Knowledge: Uncovering the Technology Scouting Process
L. Felipe Monteiro, London Business School

Session: 3.3.9 - Competitive
Time: 11:15-12:30
Track 7-Managing People across Cultures
Room: Congress

Legitimacy and Control of International Operations
Chair: Mikelle A. Calhoun, Ohio State University

Subsidiary Control in Multinational Corporations
Markus Pudelko, University of Edinburgh

The Pulse of Liability of Foreignness - Dynamic Legitimacy and Experience Effects in the German Car Market
Ulrich Kaiser, University of Southern Denmark
Wolfgang Sofka, Centre for European Economic Research (ZEW)

Coping with Liability of Foreignness: Mitigating Host Country Employee Goal Misalignment and Information Asymmetry
Mikelle A. Calhoun, Ohio State University
### Detailed Program

**Session: 3.3.10 - Competitive**  
Track 4-Emerging Markets (EM) and MNEs  
**Time:** 11:15-12:30  
**Room:** Senate 1

**Societal Effects of Corporate Investment in Emerging Markets**

- A Critical Stance on Corporate Incremental Capabilities in Corporate Citizenship  
  - Gabrielle Suder, CERAM Sophia Antipolis  
  - Nina Nicolas, CERAM Sophia Antipolis

- Exploring China's Interior from a Socioeconomic Competitiveness Perspective  
  - Chang Liu, Trinity College, University of Dublin  
  - Louis Brennan, Trinity College, University of Dublin  
  - Yunfu Huo, Dalian University of Technology  
  - Deli Yang, Dalian University of Technology

- Does FDI Influence Country Welfare? Looking at Country Indices and Infrastructure  
  - Kevin Lehnert, Saint Louis University

**Session: 3.4 - Interactive**  
**Time:** 12:30-13:45  
**Room:** Grand 4-5

### Interactive Sessions with Light Lunch (III)

All Interactive Sessions below will be located at Grand 4&5. Light lunch will also be provided in the same location for all participants.

**Session: 3.4.1 - Interactive**  
Track 2-Theory Dev. and Empirical Modeling  
**Time:** 12:30-13:45  
**Room:** Grand 4-5

**Real Options: Real or Imagined?**

- The Values of Investing vs. the Costs of Managing: A Real Options Perspective on International Joint Ventures  
  - Sangcheol Song, Ohio State University  
  - Jaideep Anand, Ohio State University

- Controversies in the Real Option Explanation of International Joint Ventures: Uncertainty, Learning, and Flexibility  
  - Sangcheol Song, Ohio State University

**Session: 3.4.2 - Interactive**  
Track 2-Theory Dev. and Empirical Modeling  
**Time:** 12:30-13:45  
**Room:** Grand 4-5

**Political Risk and Productivity**

- Testing the Importance of Industry on Political Risk  
  - Charles E. Stevens, Ohio State University

- Exploring the Relationship between Exporting and Productivity in Canada  
  - Ramdas Chandra, Nova Southeastern University

**Assessing the Contribution of Leading Marketing Journals to International Marketing**

- Leonidas C. Leonidou, University of Cyprus  
- Constantine S. Katsikeas, Leeds University  
- Bradley R. Barnes, Leeds University  
- Constantinos N. Leonidou, Leeds University  
- Ronika Chakrabarti, Leeds University

**Session: 3.4.3 - Interactive**  
Track 3-International Finance and Accounting  
**Time:** 12:30-13:45  
**Room:** Grand 4-5

**Societal Impacts on Accounting Compliance**

- Sarbanes-Oxley in Foreign Issuers: Ceremonial Compliance or Concrete Concurrence?  
  - Cecily Raiborn, Texas State University – San Marcos  
  - Miguel P. Caldas, Loyola University New Orleans

- Constituent Participation and the IASB’s International Financial Reporting Interpretations Committee  
  - Robert K. Larson, University of Dayton

- An Empirical Analysis of the Relationship between the Existence of an Audit Profession Oversight Body, Requirement to Practice Auditing, and a Country’s Perceived Level of Corruption  
  - Chad Albrecht, ESADE Business School  
  - Vicenta Sierra, ESADE Business School  
  - Lee Radebaugh, Brigham Young University

**Session: 3.4.4 - Interactive**  
Track 4-Emerging Markets (EM) and MNEs  
**Time:** 12:30-13:45  
**Room:** Grand 4-5

**Governance Structures and Emerging Markets**

- The Governance of Cross-Sector Partnerships in Developing Economies  
  - Geoffrey Michael Kistruck, University of Western Ontario

- Asian Biotechnological Firms’ Foreign Partner Selection in Liberal & Coordinated Market Economies  
  - Tariq H. Malik, University of London

**Session: 3.4.5 - Interactive**  
Track 4-Emerging Markets (EM) and MNEs  
**Time:** 12:30-13:45  
**Room:** Grand 4-5

**Knowledge Management in Emerging Markets**

- Managing Tacit and Explicit Knowledge Transfer from the Triad to Asia  
  - Linghui Tang, College of New Jersey  
  - Len J. Trevino, Washington State University

- Horizontal Knowledge Spillovers from MNEs to Local Firms in Ghana: The Influence of MNE and Local Firm Characteristics  
  - Jennifer W. Spencer, George Washington University
THURSDAY, JUNE 28

Session: 3.4.6 - Interactive  Time: 12:30-13:45  Room: Grand 4-5
Track 5-Global Strategy  
Various Issues Concerning China

Which China Strategy? An Empirical Study for Taiwanese Firms Operating in Mainland China
Weihwa Pan, National Yunlin University of Science and Technology

Internationalization Strategies of Chinese Manufacturing Firms
Gloria Lan Ge, Griffith University
Daniel Zhiqiang Ding, City University of Hong Kong

An Institutional View on Target Selections in Horizontal Acquisitions in Transition Economies: Evidence from Chinese Beer Industry
Yuping Zeng, Peking University
Changqi Wu, Peking University

Strategies for Achieving and Managing Business Success in China
Usha Haley, University of New Haven

Session: 3.4.7 - Interactive  Time: 12:30-13:45  Room: Grand 4-5
Track 5-Global Strategy  
Small Countries and Internationalizing

Cultural Effects on Order of Entry Decisions
Bernadine Johnson Dykes, Michigan State University

Entry Speed, Liability of Foreignness and Subsidiary Survival
Deeksha A. Singh, National University of Singapore
Andrew Delios, National University of Singapore

Decision-Making Process of Entry Mode Choice: Case of Finnish MNCs
Irina Jormanainen, Helsinki School of Economics

Session: 3.4.8 - Interactive  Time: 12:30-13:45  Room: Grand 4-5
Track 5-Global Strategy  
Perspectives in Global Strategy (II)

International Diversity, Product Diversity, Institutional Distance and Firm Performance of Multinational Corporations: An Integrated Framework
Mike Chen-Ho Chao, Baruch College, CUNY
Seung H. Kim, Saint Louis University
Hongxin John Zhao, Saint Louis University
Chin-Chun Hsu, University of Nevada, Las Vegas

The Impact of Coordination Capability and Coordination Cost on Inter-Firm Relationship: A Supplier’s Point of View
FanChan Tai, National Taiwan University

The Influence of Global Brand Alliance on Behavior Intentions among USA, Japan and Taiwan
Wann-Yih Wu, National Cheng Kung University
Kuan-Ping Lee, National Chen Kung University

The Impact of Global Business Environment on Development of Global Strategies: The Case of Technology and Knowledge Intensive Firms
Mika Gabrielson, Helsinki School of Economics
Paula Kilpinen, Helsinki School of Economics
Markus Pietari Paukku, Helsinki School of Economics
Anna Salonen, Helsinki School of Economics
Jody Wren, Helsinki School of Economics

Session: 3.4.9 - Interactive  Time: 12:30-13:45  Room: Grand 4-5
Track 6-International Entrepreneurship  
Unleashing the Powers of International Entrepreneurship

Entrepreneurship Orientation as a Remedy for Liability of Foreignness
Arpita Joardar, University of Texas, Pan American
Sibin Wu, University of Texas, Pan American

Born Global or Born Regional? Evidence from an Exploratory Study in the Costa Rican Software Industry
Luciano Ciravegna, INCAE

Factors of Early Internationalization for Born-Global Firms
J. Alexander Smith, Saint Louis University
Karim M. Staub, Saint Louis University

Qihai Huang, Manchester Metropolitan University

Session: 3.4.10 - Interactive  Time: 12:30-13:45  Room: Grand 4-5
Track 7-Managing People across Cultures  
Expatriate Management

The Contribution of the Host Culture to Expatriate Learning - How Can International Assignments Enhance Creativity?
Anthony Fee, University of Sydney
Sidney Gray, University of Sydney

Circumstances for Staffing Expatriates to Japan-Based Foreign MNC Affiliates
Ralf Bebenroth, Kobe University
Donghao Li, Wakayama University

Some Costs of Culture Shock in the Process of Adaptation of Human Capital during Temporary Migration
Anna Murdoch, Warsaw School of Economics

Examining the Impact of Cross-Cultural Training on Expatriate Adjustment: Empirical Evidence from German MNCs
Markus G. Kittler, University of Erlangen-Nuremberg
Jonas F. Puck, University of Erlangen-Nuremberg
THURSDAY, JUNE 28

A New Model for Cross Cultural Knowledge Transfer: A Transnational Perspective
John Elshaw, Purdue University
Meow Lan Chan, Purdue University

Cross Cultural Influences on Knowledge Sharing Activities in a French Chinese Joint Ventures
Rizwan Tahir, Auckland University of Technology
Yuwei Wu, University of Auckland
Victoria Fedotova, University of Auckland

Does Cultural and Psychic Distance Impact on the Market Entry Strategies Used in the Globalisation of US Firms?
David M Holliman, Open University
Geoff R Mallory, Open University
Howard P. Viney, Open University

Routinizational Degree and National Culture in Manufacturer - Overseas Distributor Relationships
Chi-Yu Huang, I-Shou University and Tung-Fang Institute of Technology
Shih-Chieh Fang, National Cheng Kung University
Julia L. Lin, I-Shou University

Implementation of Manufacturing Best Practices: Effect of Culture
Jonathan Lee, University of Windsor
David McCalman, University of Central Arkansas
Sam Kelley, Bloomington Healthcare System

Session: 3.4.13 - Interactive
Track 9-Global versus Local Knowledge
Room: Grand 4-5

Cultural Influences on Knowledge Transfer
Global Risk Evolutions in Socio-Cultural Contexts: Bird Flu in Laos
Gabriele Suder, CERAM Sophia Antipolis
Saynakhone Inthavong, CERAM Sophia Antipolis

THURSDAY, JUNE 28 - 13:45-15:00

Session: 3.5 - Plenary
Time: 13:45-15:00
Room: Capitol II-III

JIBS Decade Award Presentation
Chair: Arie Y. Lewin, Duke University

The 2007 JIBS Decade Award, sponsored by Palgrave Macmillan will recognize the most influential paper published in the 1997 volume of the Journal of International Business Studies.

THURSDAY, JUNE 28 - 15:00-15:30

Coffee Break
Refreshments will be provided at the exhibit hall for conference participants.
THURSDAY, JUNE 28 - 15:30-17:00

Session: 3.6 - Plenary  Time: 15:30-17:00
Room: Capitol II-III

AIB Awards Ceremony and Business Meeting

The award ceremony will consist of the announcement of the winners of the Temple/AIB Best Paper Award, the Haynes Prize for Most Promising Scholar, the Farmer Dissertation Award, the SAMS Dissertation Proposal Award, and other conference recognitions.

The business meeting will feature a presentation for the 2008 AIB Meeting in Milan, an introduction of the new JIBS Editor, Lorraine Eden, and a review of the state of AIB. The floor will then be open for questions and comments.

THURSDAY, JUNE 28 - 17:00-18:30

Time: 17:00-18:30
Room: Grand 1-3

JIBS Decade Award Reception / Farewell Party

The 2007 AIB Annual Meeting will close with a reception immediately following the AIB General Business Meeting. We will honor the winners of all awards, including the JIBS Decade Award, and bid farewell to all members until 2008.

This year’s reception is held jointly with the CIBER Directors to promote interaction between the AIB and CIBER communities. Sponsored by Palgrave Macmillan, publishers of JIBS.
Program Index
Ozdemir, Veli Emre; University of South Carolina, USA (veli_ozdemir@moore.sc.edu): 2.2.4

P

Paik, Youngsun; Loyola Marymount University, USA (yspaik@lmu.edu): 1.5.7

Pak, Yong Suk; Yonsei University, Korea, South (ypak@base.yonsei.ac.kr): 2.2.5

Paliwoda, Stan; University of Strathclyde, United Kingdom (stan.paliwoda@strath.ac.uk): 1.2.1, 4.11

Pan, Feng-Chuan; Tajen University, Taiwan (tajen.pan@msa.hinet.net): 3.4.12

Pan, Mei-Chin; Taiwan Postal Service Company, Taiwan (pan030303frank@yahoo.com.tw): 3.4.12

Pan, Weihua; National Yunlin University of Science and Technology, Taiwan (panw@yuntech.edu.tw): 3.4.6

Pan, Yi-Gang; York University, Canada (ypan@schulich.yorku.ca): 1.5.5

Pan, Yuejie; Beijing United University, China (yuejie_pan@hotmail.com): 2.2.7

Pan, Yuejie; Beijing United University, China (yuejie_pan@hotmail.com): 2.2.7

Papadopoulos, Nicolas; Carleton University, Canada (nlpapad@carleton.ca): 3.2.3

Parente, Ronald; Rutgers University, USA (ronald@parente.com): 2.2.9, 2.5.6, 3.1.10

Park, Junghyun; University of Alberta, Canada (npapadop@carleton.ca): 3.2.3

Park, Youngmin; Yonsei University, Korea, South (ympark@yonsei.ac.kr): 3.2.3

Park, Youngmin; Yonsei University, Korea, South (ympark@yonsei.ac.kr): 3.2.3

Parker, Jeffery; University of Texas at Dallas, USA (jrparker@dallas.edu): 1.3.1, 3.1.6

Parker, Jeffery; University of Texas at Dallas, USA (jrparker@dallas.edu): 1.3.1, 3.1.6

Park, Seungwook; Kyung Hee University, South Korea (s-perkins@kellogg.northwestern.edu): 1.3.1, 2.6.4, 3.1.1

Parker, Christopher J.; University of California, USA (sisperkins@kellogg.northwestern.edu): 1.3.1, 2.6.4, 3.1.1

Park, Sung-Jin; Seoul National University, South Korea (sisperkins@kellogg.northwestern.edu): 1.3.1, 2.6.4, 3.1.1

Park, Youngmin; Yonsei University, Korea, South (ympark@yonsei.ac.kr): 3.2.3

Park, Youngmin; Yonsei University, Korea, South (ympark@yonsei.ac.kr): 3.2.3

Park, Youngmin; Yonsei University, Korea, South (ympark@yonsei.ac.kr): 3.2.3

Park, Youngmin; Yonsei University, Korea, South (ympark@yonsei.ac.kr): 3.2.3

Park, Youngmin; Yonsei University, Korea, South (ympark@yonsei.ac.kr): 3.2.3

Park, Youngmin; Yonsei University, Korea, South (ympark@yonsei.ac.kr): 3.2.3
Program Index

Shi, Weilei (Stone); University of Pittsburgh, USA (wshi@katz.pitt.edu): 3.1.7
Shin, Inhye; Yonsei University, Korea (Inh2020@yahoo.co.kr): 2.2.5
Shinkle, George A.; Purdue University, USA (gsinkel@purdue.edu): 2.1.6
Shiu, Yung-Ming; National Cheng Kung University, Taiwan (yangshiu@ncku.edu.tw): 1.1, 2.4, 3.2, 3.5
Shore, Lori; Deakin University, Australia (ltsho4217@bigpond.net.au): 2.5.6
Siegel, Jordan; Harvard Business School, USA (jsiegelj@hbs.edu): 1.2.6, 1.3.1
Sierra, Vicenta; ESADE Business School, Spain (vicentas.sierra@esade.edu): 3.4.3
Singh, Deepksha A.; National University of Singapore, Singapore (deepksa@nus.edu.sg): 2.6, 3.8, 3.4.7
Singh, Nitish; Saint Louis University, USA (nsingh2@slu.edu): 3.1.10
Singh, Romila; University of Wisconsin-Milwaukee, USA (romila@uw.edu): 3.4.10
Sklater, Kenny; Bentley College, USA (msklater@bentley.edu): 3.1.3
Slanen, Arjen; RSM Erasmus University, Netherlands (aslansen@rsm.nl): 1.5.5, 2.5.2
Slocum, John W.; Southern Methodist University, USA (jslocum@mail.cox.smu.edu): 1.2.1
Smeets, Roger; University of Nijmegen, Netherlands (s.smeets@fm.ru.nl): 1.3.5, 2.5.2, 3.3.8
Smith, Dan; Indiana University, USA (stallman@richmond.edu): 3.8.10
Soderman, Sten; Stockholm University, Sweden (sodi@fek.su.se): 2.5.1, 3.4.12
Sofka, Wolfgang; Centre for European Economic Research, Germany (ssofka@zew.de): 1.2.8, 3.4.3, 3.3.9
Song, Sangcheol; Ohio State University, USA (song.203@osu.edu): 3.4.5
Spencer, Jennifer W.; George Washington University, USA (spencergw@wm.edu): 3.4.5
Srivastava, Shirish C.; National University of Singapore, Singapore (shirish@nus.edu.sg): 1.3.8
St George, David; Victoria University of Wellington, New Zealand (david.stgeorge@vuw.ac.nz): 2.5.5
Stahl, Guenter; INSEAD, France (guenter.stahl@insead.fr): 3.3.7
Staib, Karin M.; Saint Louis University, USA (karin@slu.edu): 3.1.10
Stein, Scott; Northwestern University, USA (sstein2@northwestern.edu): 1.3.6
Stephenson, Paul M.; Nova Southeastern University, USA (pstephens@nova.edu): 2.6.3
Stern, Scott; Northwestern University, USA (s-stern@northwestern.edu): 1.3.6
Stevens, Charles E.; Ohio State University, USA (steves.316@osu.edu): 2.4.13, 3.4.2
Strange, Roger; King’s College London, United Kingdom (roger.strange@kcl.ac.uk): 3.1.6
Su, Su-Jean; Tainan University, Taiwan (frankpan@mail.tajen.taiu.edu.tw): 3.4.12
Su, Yu-Shan; Chang Jung Christian University, Taiwan (belleis@mail.cjtu.edu.tw): 3.2.10
Su, Zhan; Culver University, Canada (zhan.su@fsc.uvalca.ca): 3.4.11
Subbiah, Muthu; University of Texas at Dallas, USA (vlpnm@yahoo.com): 2.4.7, 3.1.5
Subramanian, Venkat; University of Hong Kong, Hong Kong (vsubrama@business.hku.hk): 1.3.7
Suder, Gabrielle; CERAM Sophia Antipolis, France (gabriele.suder@ceram.fr): 3.10, 3.13
Sukoco, Badri Munir; National Cheng Kung University, Indonesia (badri_unair@yahoo.com): 2.2.7
Sullivan-Taylor, Bridgette; University of Warwick, United Kingdom (sullivan-taylor@uwarwick.ac.uk): 2.5.1
Sun, Li; University of Texas at Dallas, USA (miamiis@gmail.com): 1.5.6
Sun, Qian; Old Dominion University, USA (qsun@odu.edu): 3.2.5
Swan, K. Scott; College of William & Mary, USA (scott.swan@mason.wm.edu): 1.2.8
Swarbrick, John B.; Partner, Baker & Daniels LLP, USA (jack.swarbrick@bakerd.com): 2.5.1
Sydow, Joerg; Freie Universitaet Berlin, Germany (sydow@wiwiss.fu-berlin.de): 2.6.2
Szczymigorska, Anna; RSM Erasmus University, Netherlands (aszczymigorska@rsm.nl): 2.1.4
Tahir, Rizwan; Auckland University, New Zealand (rizwan.tahir@aut.ac.nz): 3.4.13
Tai, FanChan; National Taiwan University, Taiwan (d927724004@ntu.edu.tw): 3.4.8
Takeuchi, Norihiko; Tokyo University of Science, Japan (takeuchi@ms.kuki.tus.ac.jp): 1.3.3, 2.1.11, 2.5.8
Takeuchi, Riki; Hong Kong University of Science & Technology, Hong Kong (rmkit@ust.hk): 2.4.10
Takeuchi, Tomokazu; Himeji Institute of Technology, Japan (takeuchi@himeji-it.ac.jp): 1.3.3, 2.1.11, 2.5.8
Takeuchi, Tatsuya; Ritsumeikan University, Japan (tatsuya@ritsumei.ac.jp): 1.3.3, 2.1.11, 2.5.8
Tang, Linghui; College of New Jersey, USA (linghui@cs.tcnj.edu): 2.5.9
Tang, Mei; University of Western Ontario, Canada (mmei@uwo.ca): 2.5.9
Tang, Chuan-Chung; National Cheng Kung University, Taiwan (ctang46@mail.nclu.edu.tw): 1.4.11
Tang, Mei-Ting; National Cheng Kung University, Taiwan (mtingtien@mail.nclu.edu.tw): 1.4.9
Tang, Eric W.K.; Wayne State University, USA (ewkats@wayne.edu): 3.2.10
Tang, Shih-Chung; National Taiwan University, Taiwan (ctang6@mail.ntu.edu.tw): 2.5.9
Tang, Feng-Mei; Yuan Ze University, Taiwan (dinizhok@tahome.c.com): 1.4.4
Tang, Rosalie L.; Simon Fraser University, Canada (tang@sfu.ca): 1.1, 2.1.3, 3.2.2
Tanure, Betania; Fundacao Dom Cabral, Brazil (betanataurane@terra.com.br): 2.4.10
Ta, Qizheng; University of Hong Kong, China (taozuo@business.hku.hk): 3.3.4
Taras, Vas; University of Calgary, Canada (vitas@ucalgary.ca): 3.2.9
Taras, V.; University of Hong Kong, China (vitas@business.hku.hk): 3.3.4
Sun, Qian; Old Dominion University, USA (qsun@odu.edu): 3.2.5
Tee, Thompson S. H.; National University of Singapore, Singapore (bteego@nus.edu.sg): 1.3.8
Tesar, George; Umea University, Sweden (george.tesar@usbe.umu.se): 2.5.1
Takayama, Tatsuya; Hong Kong University, Japan (takayama@hkm.tamu.edu): 2.4.7
Thirunavukkarasu, Arul; Hiram College, USA (arasvat@hiram.edu): 2.6.4
Thomas, Douglas E.; University of New Mexico, USA (thomas.mgt.unm.edu): 2.6.8
Tian, Ying; University of Edinburgh, United Kingdom (ying.tian@sms.ed.ac.uk): 1.4.3
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<tr>
<td>Emerging Markets Finance &amp; Trade</td>
<td>Editor: Ali M. Kutan</td>
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<td>Management Research</td>
<td>The Journal of the Iberoamerican Academy of Management</td>
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<tr>
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</tr>
<tr>
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<td>University of Auckland, New Zealand</td>
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<thead>
<tr>
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<th>Name</th>
</tr>
</thead>
<tbody>
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<td>Alan M. Rugman</td>
</tr>
<tr>
<td>2002-2004</td>
<td>Peter J. Buckley</td>
</tr>
<tr>
<td>2001-2002</td>
<td>Stephen J. Kobrin</td>
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<tr>
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<td>José de la Torre</td>
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<td>Art Stonehill</td>
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<td>John Daniels</td>
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<td>John Dunning</td>
</tr>
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<td>Duane Kujawa</td>
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<tr>
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<table>
<thead>
<tr>
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<tr>
<td>2006</td>
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Until quite recently, research on international business was mainly about the multinational corporation (MNC), as a firm. An early focus in the international business field was on why previously purely national firms established subsidiaries abroad, and thus became MNCs. Subsequently, this led international business researchers to concentrate on the theoretical question ‘why does the MNC exist?’ To answer this question more readily, a clear and sharp distinction was drawn between the apparently purely hierarchical coordination of economic activity within the firm (by the MNC, across national boundaries), and the apparently purely non-hierarchical coordination of activity between firms or between firms and other actors, at arm’s length through market relationships. More recently, attention shifted to the role of the MNC as a continuous creator of knowledge, both at home and in its foreign operations. Partly as a result of this work on international networks for knowledge creation or innovation, it has become apparent that such international business networks frequently need to be comprised and to connect both internal MNC networks (usually, across national borders) and various kinds of inter-firm networks (often within some local or regional geographical area).

A key theme of the conference is to shed further light on both intra-firm and inter-firm networks for knowledge development and exchange, and the sometimes complex and potentially conflictual relationships between such intra-MNC and inter-firm knowledge networks. This theme relates to quite a wide variety of issues. One issue is the emergence and gradual spread of a wider range of local internal subsidiary creativity, and how this affects the relative roles of knowledge exchange within the MNC’s own international network, and exchange with other actors in the subsidiary’s local network. In the case of the MNC’s own international network this may include managing the challenges posed by the cross-country coordination of knowledge creation and exchange, as well as those raised by an increased potential for inter-subsidiary competition for mandates. Another issue is the rise of so-called vertical specialization in some industries, with its implied shift towards inter-firm network relationships, and whether this has been associated with a decline in the unitary pyramid-like structure of organizational hierarchy in the coordination of activity in the MNC. A further related issue is the role of entrepreneurial flagship firms in initiating and crafting market-based inter-firm networks (of subcontractors, suppliers and distributors), and not just in planning and coordinating economic activity within the auspices of the firm itself considered in isolation.

A further set of issues refer to the changing nature of knowledge creation and exchange as such. These include the increasing complexity and interdisciplinarity (cross-field character) of systems for knowledge creation, and the implications for the more intensive business-to-business cross-licensing of knowledge as a necessary complement of internal knowledge creation within the MNC. With respect to the MNC’s own activity there is an interest in the increasing role of knowledge-seeking and competence-creating knowledge search or exploration activities as a goal in internationalization processes. These issues are surely not confined to MNCs in manufacturing industry, but include (among others) those in knowledge-intensive services such as banking. Contributions that address these issues are especially encouraged as submissions for the conference.
Tracks for the conference are expected to include the following:

1. **The Context of Global Business**: including issues of national security, international political economy, and business history
   Track Chair: Witold Henisz, Wharton School

2. **International Economics, Finance, Accounting and Taxation**
   Track Chair: Susan Feinberg, Rutgers University

3. **Alliances and Inter-Firm Relationships**
   Track Chair: Hemant Merchant, Florida Atlantic University

4. **Subsidiary Evolution and Strategy**
   Track Chair: Simon Collinson, Warwick University

5. **Organizational Structure, Capabilities, and Strategic Planning in the MNC**
   Track Chair: Rob Grant, Bocconi University

6. **Learning, Knowledge and Innovation**
   Track Chair: Lucia Piscitello, Politecnico di Milano.

7. **FDI, Location, and Firm-Location Interaction**: including FDI spillovers and local impacts, and locational pulls and pushes on MNCs
   Track Chair: Beth Rose, Victoria University of Wellington

8. **International Human Resource Management, Cross-Cultural Management, and Qualitative Research Methods**
   Track Chair: Rebecca Piekkari, Helsinki School of Economics

9. **Internationalization Processes and International Marketing**
   Track Chair: Mats Forsgren, Uppsala University.

10. **Outsourcing, Fragmentation of Production, Offshoring of Services, and Globalization of the Supply Chain**
    Track Chair: Torben Pedersen, Copenhagen Business School and Bocconi University

11. **FDI in and from Emerging Market Economies**
    Track Chair: Sumit Kundu, Florida International University

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- June 30 – July 3, 2008 – Milan, Italy
- June 27 – June 30, 2009 – San Diego, USA
Milan is proud to welcome the AIB conference in 2008, the 50th anniversary of this distinguished organization. Our city's prominence in education and research creates the perfect context for the event. There are 7 universities in Milan, with 180,000 students, and no less than seventy university research centers. Add to that 40 public research centers and many private corporate research structures, and it's easy to see why Milan leads Italy in the development of innovation. The town's pace is dynamic, the atmosphere exciting, the opportunities countless.

You'll also find that Italy's innumerable cultural riches are well represented in Milan, which is a three-star attraction in every guidebook. It offers everything from ancient ruins dating back to Milan's two centuries as imperial capital right up to the latest fashion trends. And from the campus of the conference's host, Università Bocconi, you can reach the historical downtown quickly by car, tram or foot.

Downtown

The urban layout of concentric circles pivots on Piazza Duomo, one of Europe’s grand squares and home to the Italy’s second-largest cathedral – the magnificent Duomo di Milano. The afternoon sun makes its delicate Candoglia white marble light up with veins of pink and ochre, and hundreds of statues adorn the building’s spires and corniches. On a clear day, a visit to the Duomo’s spectacular marble roof provides a breathtaking view of the Alps and a closer look at its expert carving and statuary.

The square itself is bordered by historical buildings, including the Palazzo Reale, home to first-rate international art exhibitions. Across from it is the Galleria Vittorio Emanuele II, a stunning glass-roofed arcade full of shops and fine cafes and restaurants. Stroll along car-free pedestrian shopping zones that stretch from here to Piazza San Babila in one direction and to Piazza Castello in another. The imposing medieval Castello Sforzesco, now home to a rich civic museum and a beautiful park, represented for centuries the power of the Visconti and Sforza dynasties. Come back in the evening to see the castle and its ever-changing fountain in their illuminated splendor.

Out and About

Enthusiasts of La Moda named for Milan’s patron, Saint Ambrose. Sites is the excellent Sant'Ambrogio, San Babila. One of the oldest Christian churches, home to a rich civic museum and a remarkable experience.

Milan's museums on one trip, but art another. You won't be able to visit all 60 of them San Lorenzo, Sant’ Eustorgio and Ambrosiana in via Brera, Lombardy's finest collection, along with the Museum della Spiga - one top boutique after another. You won't be able to visit all 60 of them.

Of course, the greatest single masterpiece of contemporary art, the Fondazione Prada, opened recently renovated and expanded, is a magnificent building. The church of Santa Maria delle Grazie. Superb collection and the Bagatti Valsecchi house. Superb collection and the Bagatti Valsecchi house. Superb collection and the Bagatti Valsecchi house.

Supper, visible in its restored brilliance at night. Enjoy a drink and a meal – we know that

absolute can't-miss experience.
Art and Culture

Music lovers are of course familiar with La Scala, the world-famous opera house where many of the most beloved Italian masterpieces had their debut. An evening at La Scala, recently renovated and expanded, is a remarkable experience.

The city abounds in lovely churches that span the history of Christendom, among them San Lorenzo, Sant’ Eustorgio and San Babila. One of the oldest Christian sites is the excellent Sant’Ambrogio, named for Milan’s patron, Saint Ambrose.

Milan’s standing as a fashion center needs no explaining; many of the world’s most stylish names make their homes right here. Enthusiasts of La Moda absolutely cannot miss a turn through the “Fashion Square” that includes the renowned via Montenapoleone and via della Spiga - one top boutique after another. You won’t be able to visit all 60 of Milan’s museums on one trip, but art lovers can choose their preference from a selection that includes the Pinacoteca Ambrosiana in via Brera, Lombardy’s finest collection, along with the Museum of Contemporary Art, the Poldi Pezzoli collection and the Bagatti Valsecchi house. Of course, the greatest single masterpiece in town is Leonardo da Vinci’s Last Supper, visible in its restored brilliance at the church of Santa Maria delle Grazie.

Out and About

There are great restaurants, clubs and discos in abundance, especially along the Navigli, Milan’s picturesque canals. In summer you can sit outside, along the bustling sidewalks or on boats converted into floating restaurants. Enjoy a drink and a meal – we know that Leonardo da Vinci, who designed the canals’ system of locks, would approve.

No city is worse for a change of pace, and Milan offers wonderful opportunities for day trips. Depending on your mood, you can head for the lakes, the mountains, the sea or a charming medieval town. To take but one example, a boat outing on lovely Lake Como is less than an hour away by car or train.

From its origins as a pre-roman Celtic settlement in 400 BC, Milan has come a long way. And it’s worth coming a long way to visit Milan.

Università Bocconi

Università Bocconi was founded in 1902, with an endowment from merchant Ferdinando Bocconi, becoming the first Italian institution of higher education to grant a degree in economics. In addition to its continued standing as Italy’s foremost economics and business university, Bocconi is committed to strong international outreach, with programs at the undergraduate, graduate and post-graduate level offered in English to students from around the world.

For further informations visit: www.unibocconi.it
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For information, please contact:
AIB Executive Secretariat
G. Tomas M. Hult, Executive Director, or Tunga Kiyak, Managing Director
7 Eppley Center
Michigan State University
East Lansing, MI 48824-1121, USA
Phone: +1 (517) 432-1452 • Fax: +1 (517) 432-1009
Email: aib@aib.msu.edu • Web: http://aib.msu.edu/