Rethinking the Roles of Business, Government and NGOs in the Global Economy

June 30-July 3, 2012
Washington, DC, USA

Program Chair: Susan Feinberg, Temple University

Hosted by:
THE GEORGE WASHINGTON UNIVERSITY SCHOOL OF BUSINESS
UNIVERSITY OF MARYLAND ROBERT H. SMITH SCHOOL OF BUSINESS
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AIB President’s Letter

Welcome to Washington D.C., for the Annual Meeting of the Academy of International Business

Last year, in Japan, we welcomed what was one of the largest annual AIB conferences ever despite horrific events preceding our meeting; this year we will surpass those numbers. If size is an indicator of membership enthusiasm, then Susan Feinberg and her track chairs have put together an incredible program on “Rethinking the Roles of Business, Government and NGOs in the Global Economy,” the theme of this year’s program. More than a thousand people will attend this year’s AIB Annual Meeting, the 53rd year of our existence, testimony I think to the relevance of International Business in today’s economy. This important venue, Washington D.C.’s Ronald Reagan Building and International Trade Center is at the center of the U.S. Government’s universe, and importantly it is where these groups (Business, Government and NGOs) chart resolutions to challenges for which we have few theories to guide them, and working across multiple and diverse boundaries that are no longer simply borders. The Program you have delves into some of the graniest issues of our times: crime, corruption, contagions (medical and financial), security, food/fuel/resource shortages, and a host of others that demand cooperation and resolution between different types of organizations with different stakeholders, and indeed different goals. Such is the world in which we live: scary, thought-provoking and fascinating.

Sadly, we will be missing two of our prominent icons, Howard Perlmutter and John Stopford, who passed away this past year. There is a Fellows Plenary session in this year’s program dedicated to the memory of John Stopford’s life and his work which was formidable. Howard and John, we will sincerely miss both of you.

As we in governance roles at AIB reflect on the changes that you, the membership have approved, I want to take a special moment and say “thank you” to all of you who helped make these changes happen. You have helped create a more transparent, responsive and strategically-focused AIB. Annual elections with an expanded Board will engage the membership more widely, our new Leadership Code of Ethics and the other strategic initiatives will pave the way for an AIB that is both relevant to today’s realities, but one also that is rigorous and theoretically-driven. You will start to see some of these changes immediately—by this fall we will begin the process of annual elections, so you can expect to vote on a new President-elect and a new Program Chair-elect. The new board structure will ensure greater continuity and “memory” for future AIB Executive Boards.

Finally, I wish to thank our host institutions, the George Washington University School of Business and the Robert H. Smith School of Business at the University of Maryland for their help in making this conference a reality. As well, we thank all of our sponsors of AIB 2012. However as always, behind the scenes is the AIB Secretariat that makes our annual conference run smoothly. Thank you all, for your commitment, hard work, time and patience to make AIB 2012 an incredible success!

Welcome to D.C.!

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Welcome to D.C.!
Dear Colleagues,

Welcome to Washington, DC and the 2012 Annual Meeting of the Academy of International Business.

Washington, DC ("The District" to Washingtonians) is a city where a lot of business gets done – both domestic and international. It is not just the seat of the US government, but it is home to many international organizations such as the IMF and World Bank and foundations and think-tanks like the Brookings Institution and the Petersen Institute for International Economics. Dozens of world-renowned NGOs and donor agencies, including USAID, the Millennium Challenge Corporation, Bread for the World and the World Wildlife Fund have headquarters in DC, and the DC area is home to a thriving, skill-intensive corporate sector. Of course, DC is the place where business and government interact, and despite the diversity and potential goal conflicts among DC-based organizations, a remarkable amount of cooperation takes place behind the scenes. The theme of the 2012 AIB meetings—“Rethinking the Roles of Business, Government and NGOs in the Global Economy” invites us to explore, and hopefully, to create new theory, that will shed light on the evolving roles and interactions between these three important groups of actors.

Why do we need to rethink the roles of business, government and NGOs in the global economy? Because the nature of the challenges we confront such as financial contagion, global warming, threats to domestic and international security, international development and aging populations increasingly involve not only governments but domestic and multinational firms and global NGOs. The solutions to these challenges require creative thinking and new ways of working together across diverse types of organizations with different goals and stakeholders.

Many papers and panels in this year’s conference explore these themes. As Jean Boddewyn notes (session 1.1.1), MNEs are often called upon to provide collective goods in emerging markets when governmental provision of critical services is inadequate. In a similar vein, Bennet Zellner and a terrific group of panelists explore the theme of shifting public and private boundaries in an institutionally heterogeneous world (session 1.4P). Jennifer Oetzl and another great group of panelists explore the response of MNEs to violence and organized crime, a problem we often expect governments to resolve (1.4.6). Florian Taube and Liesl Riddle co-chair a panel looking at the role of diaspora networks in institutional entrepreneurship (session 2.3.4). Jonathan Doh chairs a panel with industry and NGO leaders focusing on the evolving roles of government, business and civil society in the global business environment (2.4.1). Andrew Spicer and Ilya Okhmatovskiy examine whether trust in the state and its political leaders affect the willingness to invest money in state-owned and privately held banks (2.4.3) – a very relevant topic in light of recent concerns about Greek and Spanish banks. And Michael Cummings, Paul Vaaler and Michael Barnett examine whether migrants, remittances and diaspora networks can have a positive effect on emigrating countries’ rule of law (3.4.7). There are so many more papers and panels I could highlight. These are just a few. The 2012 AIB program includes many papers and panels that explore themes involving the roles and relationships of business, government and NGOs that are cutting edge from a research standpoint and highly relevant to understanding the complex issues and challenges in today’s international business environment.

A common aspiration expressed by many AIB members is to enhance the relevance of their research. Often, greater relevance can be achieved through meaningful interactions with constituencies outside of academia that have an interest in our work. In keeping with this idea, a key feature of the 2012 AIB meetings I want to highlight is the extraordinary level of participation by a diverse set of practitioners including individuals from McKinsey (2.4.1), Daimler AG (1.1.4), Medtronic (2.3.5), Oxfam (Opening Plenary and 2.4.1), the American Red Cross (1.4.4), the US State Department (1.5.4), the US Commerce Department (1.5.4, 2.1.1, 2.3.3), and UNCTAD (1.3.1, 2.1.1). These are but a few of the corporate, government and NGO participants that appear on the 2012 program. In the program, we draw attention to “Conference Theme” sessions that include leading thinkers in business, government or NGOs and sessions whose topics are related to the theme of the 2012 meetings. My aim as Program Chair is to give AIB members plenty of opportunities to hear different perspectives on both old and new topics and to network with practitioners whose work is the focus of our research.

continued on page 4
Let me give you some of the program highlights for the 2012 AIB conference.

- **Doctoral Consortium.** Chaired by Sumit Kundu.
- **Junior Faculty Consortium.** Chaired by John Mezias.
- **JIBS/AIB Paper Development Workshop.** The Ninth Annual JIBS/AIB PDW has been coordinated by Petra Christmann, John Cantwell, and Pallavi Shukla. It will provide junior scholars with developmental feedback on their current research projects in international business studies.
- **Opening Plenary Session.** This year’s opening plenary, organized around the conference theme, will feature awards and speeches by several distinguished guests. **2012 Keynote speaker, Ray Offenheiser, President of Oxfam America,** will be given the AIB President’s Award, in appreciation of his contributions to the area of international development. We also welcome **Jim Whitehurst, CEO of Red Hat, and winner of the 2012 Executive of the Year Award.** We will recognize the accomplishments of Jorge Talavera, President of ESAN University, Peru and the **2012 International Educator of the Year,** and the **2012 AIB Eminent Scholar, Ikujioro Nonaka.** **2012 Keynote speaker, Ray Offenheiser, President of Oxfam America,** will be given the AIB President’s Award, in appreciation of his contributions to the area of international development. We also welcome **Jim Whitehurst, CEO of Red Hat, and winner of the 2012 Executive of the Year Award.** We will recognize the accomplishments of Jorge Talavera, President of ESAN University, Peru and the **2012 International Educator of the Year,** and the **2012 AIB Eminent Scholar, Ikujioro Nonaka.** We will devote a special session to Professor Nonaka’s work (1.3.P) on Sunday, July 1st from 1:00-2:15. Capping off the Opening Plenary, **Professor Ted Moran of Georgetown University** will give a second keynote address touching on the 2012 AIB Conference theme: Rethinking the Roles of Business, Government and NGOs in the Global Economy.
- **Washington, DC Deans Panel** (1.1.P) featuring Business School Deans Anandalingam (Robert H. Smith School of Business, University of Maryland), Ginzberg (Kogod School of Business, American University), Guthrie (George Washington University) and Haddock (George Mason University). The DC Deans will speak about incorporating Non-Profit and Government Actors in Global Business Education.
- **Fellow’s Plenary honoring the contributions of John Stopford** (1.2.P). **Professor Alan Rugman will chair a session devoted to the work of John Stopford,** which will include discussion by Louis Wells, Don Lessard, Eleanor Westney, Tarun Khanna, Julian Birkinshaw and Jose de la Torre.
- **UNCTAD Panels.** The 2012 program will feature two UNCTAD panels, both related to the World Investment Report. The first UNCTAD panel (1.3.1) will focus on Investment and Sustainable Development and the second panel (2.1.1) will discuss TNCs, Global Value Chains and Development: the Investment and Trade Nexus.
- **WAIB Panels and Reception** (1.4.2, 1.5.2, 2.2.1). **Women in International Business will host three conference-themed panels that include participation by leaders in the AIB, business, government and NGOs. The first panel will offer a cross-cultural perspective on the management of diversity and gender in profit and non-profit organizations. The second focuses on relationships between government agencies and business entities and their advocates, and the third will feature a discussion about women’s entrepreneurship under adverse conditions. In addition to the WAIB Panels, there will be a WAIB reception on Sunday, July 1st at 5:30 PM.**
- **Farmer Dissertation Award Presentations** (1.5.P) will be held Sunday from 4:15-5:30. Hosted by Farmer Award committee chair Mike Peng, the award presentations will feature four finalists: Li Dai of Loyola Marymount University, Kiattichai Kalasin of Mahidol University, Dong Liu of Georgia Institute of Technology, and Marc van Essen of Utrecht University.
- **One of the most exciting time slots in the program is Monday from 1:00-2:15 P.M.** Let me highlight four interesting and important panels during that time period. First, the **AIB Fellows will host a panel devoted to the work of Jean Boddewyn.** Steve Kobrin, Ravi Ramamurti and Ted Moran will discuss Boddewyn’s work and Robert Grosse will chair the session. At the same time, Heather Berry chairs a **panel on Multinational Firm and Establishment-Level Data** that includes speakers from the Bureau of Economic Analysis, US Department of Commerce and the Italian National Institute for Statistics (ISTAT). Liesl Riddle and Florian Taube co-chair a **panel on diaspora networks, Institutional Entrepreneurship and Innovation,** and Jonathan Doh will chair an exciting Conference Theme Panel of academic, NGO and Industry speakers discussing **Cooperative Approaches to Opening Global Markets for US Healthcare Exports.**
- **A final highlight of Monday’s sessions is the Joint AOM-AIB Ambassador’s Plenary on Good Governance** organized by George Washington University. This panel will feature several DC-based ambassadors who will speak to issues of institutional change and development in their home countries.
• JIBS Decade Award Winner, Keith Brouthers will discuss his winning paper in a session on Tuesday morning from 10:45-12 (3.2.P). The JIBS Decade Award session is chaired by John Cantwell and will feature discussion by Xavier Martin and Myles Shaver.

• Don't miss the AIB Business Meeting, Awards Ceremony and Farewell Reception (3.5.P) starting at 4:15 on Tuesday.

• Two more program highlights: This year's program includes a group of fantastic award-nominated papers. Don't forget to look for them in the program! Second, check out the Conference-Themed sessions! They reflect the broad issues and diverse actors that are the focus of the 2012 AIB conference.

The conference includes many more exciting sessions not described here.

Last but not least, I would like to extend my sincere thanks and appreciation to all colleagues and friends who have made this conference happen.

The conference would not be a success without the contributions made by authors of more than 1050 submissions authors from 55 different countries around the world. Nor would this conference have been possible without the support of the 997 reviewers from 69 countries who took time out of their busy schedules to review all the submitted papers. I would like to take this opportunity to thank all of the authors and reviewers for their contribution and effort.

I would like to thank the track chairs, without whom the program never would have come together: Preet Aulakh, David Berg, Harry Bowen, Charles Dhanaraj, Nigel Driffield, Arie Lewin, Ram Mudambi, Patricia McDougall, Anupa Phene, Saeed Samiee, Jaeyong Song, David Thomas, Laszlo Tihanyi, and Bennet Zellner. The 2012 Track Chairs have helped assemble an interesting and innovative program. Thanks to all! My sincere thanks also go to Sumit Kundu and John Mezias who have organized the doctoral and junior faculty consortiums, as well as to Petra Christmann, John Cantwell, and Pallavi Shukla for their work on the JIBS/AIB Paper Development Workshop.

Special thanks go to local organizing committee representatives Karen Watts and Kislaya Prasad from University of Maryland and Fernando Robles, Liesl Riddle and Alexis Gaul from George Washington University, who have worked very hard to prepare and organize conference events and logistics. Special thanks to Jennifer Spencer and the GWU IB department for helping brainstorm and organize some of the most exciting sessions on the program. I would also like to thank Alan Rugman and Alain Verbeke, who, in representing the AIB fellows, have been incredibly helpful and supportive and have put together the John Stopford Plenary, the session honoring the work of Jean Boddewyn, and numerous other Fellows Activities on the program. I would also like to thank the Executive Board members who have guided me throughout the whole process: Mary Ann von Glinow, Yves Doz, Shige Makino, Peter Liesch, and Tomas Hult. Thanks also to Tatiana Kostova for wonderful advice and suggestions on chairing the AIB program.

I also extend my special thanks to three other individuals. First, I am very grateful to Bruno de Góes of Temple University for helping me to get settled at Temple and to organize the program. Second, Tunga Kiyak and his team at MSU were essential to me in putting together the program. Tunga and his team are the institutional brains and memory of the organization. From providing critical member services to creating an effective IT infrastructure for managing the program to giving copious good advice and moral support, Tunga could not have been more competent, efficient and dedicated to putting together the highest quality program possible. Thank you so much for everything! Third, special thanks to my assistant and PhD student Catherine Magelssen. With equanimity and outstanding attention to detail, Catie worked closely with me on all aspects of the program. I could not have done it without her.

It is my pleasure to welcome you all on behalf of the Program Committee. On a personal note, Washington, DC is my hometown. It's a great place to get work done and have fun afterwards. I hope everyone has a chance to experience some of the pleasures DC has to offer—whether it’s the museums, great restaurants and night spots, local theater, league-leading Washington Nationals baseball team, or Fourth-of-July concert and fireworks show on the National Mall. I am confident that the 2012 Washington, DC AIB meetings will be intellectually engaging and enjoyable for all. See you in DC!

Susan Feinberg
2012 AIB Program Chair and Vice President
Associate Professor
Fox School of Business, Temple University
June 30, 2012

Dear Members of the Academy of International Business:

It is my pleasure to welcome you to our nation’s capital for the 2012 AIB annual meeting. On behalf of my colleagues at the George Washington University School of Business (GWSB), we are honored to serve as your hosts for the week.

We think that Washington, DC is the place to experience the intersection of business, policy, and society in a global context. This year’s conference location—the historical Ronald Reagan Building and International Trade Center—serves as an additional example of how these three initiatives come into play. With the presence of hundreds of international NGOs, think tanks and embassies, we hope you’ll enjoy visiting our global city.

I am honored to serve as dean of GWSB, a school that prides itself in training students to be ethical leaders and global problem solvers. One of our key missions is to engage our students to think deeply about the societies they are embedded in and how they can positively affect them. We are especially proud of our MBA students who are working with the government of the District of Columbia on the city’s Five-Year Economic Development Strategy; the students will be helping to identify opportunities for job creation in the public and private sector. I’m pleased to also highlight our highly ranked International Business Department, which has more than 40 years of experience operating as one of the only standalone departments in the nation.

I would like to give special recognition to those individuals who have provided invaluable leadership and guidance for this year’s conference. Fernando Robles, Professor of International Marketing at GWSB, graciously took the lead on putting this conference together and all the responsibilities thereof. Additionally, I extend my sincere thanks to the local committee for their hard work and dedication: Meredith Buesching, Reid Click, Alexis Gaul, Liesl Riddle and Nevena Yakova. I would also like to extend a special thank you to Claire Etches at Destination DC for her encouragement and support to bring the conference to Washington and to former GWSB Dean, Susan Phillips, for her financial pledge to support the conference reception.

Again, welcome to Washington and to what we hope will be an inspiring and stimulating conference.

Best Regards,

Doug Guthrie
June 12, 2012

Dear members of the Academy of International Business:

It gives me great pleasure to welcome you to the United States and to Washington, D.C. We at the University of Maryland’s Robert H. Smith School of Business are delighted to serve as co-hosts of the 2012 Academy of International Business conference along with the George Washington University School of Business. As the seat of the U.S. government, and home to numerous international organizations and NGOs, I can think of no better place for a conference themed around “Rethinking the Roles of Business, Government and NGOs in the Global Economy.”

The University of Maryland, College Park, located just eight miles outside Washington, D.C., is one of the nation’s top 20 public research universities. Here at the main campus of the Smith School we offer undergraduate, full-time and part-time MBA, executive MBA, MS, PhD and executive education programs. The Smith School is consistently ranked in the top-10 by the UT-Dallas rankings, and we have a highly productive and well-respected faculty. The Smith School of Business is an internationally recognized leader in management education and research and is at the forefront of creating, understanding and leveraging the modern world’s evolving business models.

At Smith, we believe that today’s leaders must have an understanding of the international business world and the know-how to work meaningfully across cultures. Our commitment to global outreach is supported by a U.S. Department of Education grant that allows us to have a very active Center for International Business Education and Research (CIBER), which supports global experiences—primarily through partnerships with other business schools around the world—to help our students and faculty develop an international perspective in business. It also serves area executives and other members of our community by offering a variety of programs to sharpen their international skills.

I would like to thank Dr. Kislaya Prasad, Karen Watts and Christopher Olson of the Smith School’s CIBER and Terrill Drake, Dakia Adams and Danielle Couick of the Office of Smith Programs and Events, for their role in organizing this year’s conference. Thank you as well to Dr. Sunil Mithas and Dr. Lemma Senbet for serving on the Smith School’s AIB planning committee.

I look forward to meeting many of you over the course of the next few days. Please enjoy this year’s AIB conference, as well as your time here in the magnificent city of Washington, D.C.!

With best regards,

G. “Anand” Anandilingam
Dean
Robert H. Smith School of Business
University of Maryland
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AIB would like to thank the following sponsors for their valuable contributions to ensure the success of the 2012 AIB Annual Conference.

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We would like to thank the 997 reviewers that helped make the 2012 conference a possibility. We would especially like to recognize the Best Reviewer Award winners listed below, in bold and in alphabetical order, as nominated by the AIB 2012 Track Chairs:

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<td>Jörg Zimmermann, European Commission JRC IPTS</td>
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<td>Anne Marie Zwerg-Villegas, Universidad EAFIT</td>
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Temple/AIB Best Paper Award
(Award Presentation on July 3, 16:15-17:30, Amphitheater)
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 (in order of presentation):

“The Provisioning of Collective Goods by MNEs in Emerging Markets” by Jean Boddewyn, Baruch College, CUNY
Presented: Session 1.1.4, July 1, 09:00-10:15, Smith Suite C1

“Understanding the Drivers of International Performance for Born Global Firms: An Integrated Perspective” by Stephan Gerschewski, Hankuk University of Foreign Studies; Elizabeth L. Rose, Aalto University School of Economics; and Val Lindsay, Victoria University of Wellington
Presented: Session 1.1.6, July 1, 09:00-10:15, Smith Suite C3

“Capability or Conflict: Manager and Employee Diversities in Foreign Subsidiaries” by Chang Hoon Oh, Simon Fraser University and Hea-Jung Hyun, Kyung-Hee University
Presented: Session 1.1.8, July 1, 09:00-10:15, Smith Suite C5

“MNE Knowledge Diffusion and Intellectual Property Rights” by Roger Smeets, Amsterdam Business School
Presented: Session 1.1.10, July 1, 09:00-10:15, Oceanic A

“Information Asymmetry and Partner Selection in International Alliances” by Amol M. Joshi, University of Hawai'i at Manoa and Nandini Lahiri, University of North Carolina at Chapel Hill
Presented: Session 1.4.7, July 1, 14:30-15:45, Smith Suite C4

“Whether or Not to Prepare for Offshoring: A Simulation Study” by Marcus Møller Larsen, Copenhagen Business School; Christian Geisler Asmussen, Copenhagen Business School; and Torben Pedersen, Copenhagen Business School
Presented: Session 1.5.4, July 1, 16:15-17:30, Smith Suite C1

“A Comparative Analysis of the Effects of Different Forms of Team Diversity on Global Virtual Team Performance” by Vas Taras, University of North Carolina Greensboro; Pawel Bryla, University of Lodz; Dan V. Caprar, University of New South Wales; Alfredo Jimenez, University of Burgos; Peter Magnusson, Florida International University; and Riikka Sarala, University of North Carolina, Greensboro
Presented: Session 2.2.10, July 2, 10:45-12:00, Oceanic A

“Corporate Governance, Board Networks and Growth Strategies” by Deeksha A. Singh, Temple University and Andrew Delios, National University of Singapore
Presented: Session 2.4.4, July 2, 14:30-15:45, Smith Suite CI

“Exporting and Productivity: The Effects of Multi-market and Multi-product Export Entry” by Priit Vahter, University of Birmingham and Jaan Masso, University of Tartu
Presented: Session 2.4.7, July 2, 14:30-15:45, Smith Suite C4

“Country Relatedness and International Coherence” by Sokol Celo, Suffolk University and Aya Chacar, Florida International University
Presented: Session 3.1.6, July 3, 9:00-10:15, Smith Suite C3

“To What Degree Should Firms Standardize or Adapt Their Product Mix Across Countries? New Empirical Results Based on the Strategic-Fit Approach” by Stefan Schmid, ESCP Europe and Thomas Kotulla, ESCP Europe
Presented: Session 3.3.4, July 3, 13:00-14:15, Smith Suite CI

“National Institutional Configurations, Organizational Forms, and the Financial-Social Performance Relationship in Global Microfinance” by Eric Yanfei Zhao, University of Alberta
Presented: Session 3.4.4, July 3, 14:30-15:45, Oceanic A

2012 JIBS Decade Award
(Award Presentation on July 3, 10:45-12:00, Amphitheater)
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 2012 award, a paper must have been included among the five most cited papers published in the 2002 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 Session, Session 3.2.P

Haynes Prize for the Most Promising Scholar(s)  
(Award Presentation on July 3, 16:15-17:30, Amphitheater)  
Sponsored by AIB Foundation and the Eldridge Haynes Memorial Trust

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 (in order of presentation):

“Capability or Conflict: Manager and Employee Diversities in Foreign Subsidiaries” by Chang Hoon Oh, Simon Fraser University and Hea-Jung Hyun, Kyung-Hee University  
Presented: Session 1.1.8, July 1, 09:00-10:15, Smith Suite C5

“Responsiveness across Markets: Evidence from Automobile Recalls” by Kashef A. Majid, George Washington University  
Presented: Session 1.3.9, July 1, 13:00-14:15, Oceanic B

“Spatial Linkages and Offshoring Location Choice” by Ari Van Assche, HEC Montreal and Alyson C. Ma, University of San Diego  
Presented: Session 1.5.4, July 1, 16:15-17:30, Smith Suite C1

“Informality, Expropriation, and Corporate Governance” by Matthew Grady Smith, Rutgers Business School  
Presented: Session 1.5.7, July 1, 16:15-17:30, Smith Suite C4

“The Role of MNC Headquarters in Reverse Diffusion of HRM Practices” by Michal Lemanski, WU Wien / UE Wroclaw  
Presented: Session 1.5.8, July 1, 16:15-17:30, Smith Suite C5

“Proactive Knowledge Replication: The Choice and Performance Effects of Using Principles or Templates in Multinational Consulting Projects” by James Oldroyd, Sungkyunkwan University and Shad Morris, Ohio State University  
Presented: Session 2.2.5, July 2, 10:45-12:00, Smith Suite C2

“Making the Most of the Second Best: Synchronization of Reforms Rhythms, Slack, and Performance of Transition Economy Firms” by Elitsa R. Banalieva, Northeastern University  
Presented: Session 3.1.6, July 3, 09:00-10:15, Smith Suite C3

“Internationalization of SMEs into Emerging Market Business Networks - Antecedents of the Network Entry Node Choice” by Susanne Sandberg, Linnaeus University  
Presented: Session 3.3.5, July 3, 13:00-14:15, Smith Suite C2

“Non-Complementary Governance Mechanisms in International Technology Alliances and Innovation Capabilities” by Yong Kyu Lew, University of Hull  
Presented: Session 3.4.4, July 3, 14:30-15:45, Smith Suite C1

Richard N. Farmer Dissertation Award  
(Award Presentation on July 3, 16:15-17:30, Amphitheater)  
Sponsored by Michigan State University CIBER

Eligibility for the 2012 “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, 2011 and December 31, 2011. 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 work at Session 1.5.P, July 1, 16:15-17:30, in the Amphitheater.

“External Threats and MNE Strategy: The Role of Exposure, Resources and Coping Mechanisms”  
Li Dai, Loyola Marymount University (Ph.D. Awarded by Texas A&M University)

“The International Expansion of Emerging-Economy Firms: The Influence of Path-Breaking Change and Its Antecedents”  
Kiattichai Kalasin, Mahidol University (Ph.D. Awarded by HEC-Paris)

“A Follower in Need is A Follower Indeed: Exploring the Joint Effects of TMT Support, Contextual Shocks, and Individual Regulatory Focus on Foreign CEO Self-efficacy and New Venture Performance”  
Dong Liu, Georgia Institute of Technology (Ph.D. Awarded by University of Washington)

An Institution-Based View of Ownership  
Marc van Essen, Utrecht University (Ph.D. Awarded by Erasmus University)

AIB/Sheth Doctoral Dissertation Proposal Award  
(Award Presentation on July 3, 16:15-17:30, Amphitheater)  
Sponsored by the Sheth Foundation

The Dissertation Proposal Award is awarded in conjunction with the AIB/Sheth 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(s) receive a plaque and receive a cash award.
Other Awards Being Presented at the AIB Conference

“That’s Interesting!” Award Track
(Award Presentation on July 1, 15:45-16:15, Coffee Break at Atrium Hall)
Sponsored by Aalto University School of Economics

Presented for the first time, the award is sponsored by Aalto University School of Economics. It recognizes the conference paper that most effectively pushes the boundaries of our existing knowledge in the field by crossing boundaries, challenging taken-for-granted assumptions in the field, denying old “truths”, attracting the reader’s attention, and making an original argument. The author(s) of the winning manuscript will receive a plaque and a cash award at a Coffee Break sponsored by Aalto University School of Economics at the conference.

The SSE/WAIB Award for Increased Gender Awareness in International Business Research
(Award Presentation on July 1, 17:30-18:30, Reception in Atrium Hall)
Sponsored by the Stockholm School of Economics (SSE) and Women in AIB (WAIB)

The Stockholm School of Economics, Sweden support WAIB’s (Women in AIB) endeavors by endowing an award for the best paper increasing gender awareness in international business research. All papers accepted to the AIB conference are eligible for submission for consideration to the IIB/WAIB awards committee. Winning authors will receive a plaque, a monetary award, and an invitation to submit the paper for publication in Emerald Publishing’s “Gender in Management”.

4th Emerald IJGE & WAIB Emerging Scholar Award in Women’s Entrepreneurship
(Award Presentation on July 1, 17:30-18:30, Reception in Atrium Hall)
Sponsored by Emerald Publishing’s International Journal of Gender and Entrepreneurship (IJGE) and Women in AIB (WAIB)

The purpose of the Emerald IJGE & WAIB Emerging Scholar Award in Women’s Entrepreneurship is to encourage high caliber scholarly research in women’s entrepreneurship, and to platform the work of dynamic young researchers, particularly those who are in a position to offer exciting new perspectives. All papers accepted to the AIB conference are eligible for submission for consideration to the IJGE/ WAIB awards committee. The award shall consist of a plaque to the recipient, a monetary award, a complimentary 2012 subscription to IJGE, international promotion for the winning paper, and an invitation to submit the final paper for potential publication in IJGE.

Best Paper Award in Emerging Economies Track
(Award Presentation on July 2, 10:15-10:45, Coffee Break at Atrium Hall)
Sponsored by Bryant University

Presented for the second time, the award is sponsored by the International Business program at Bryant University. It is given to the best paper (as selected by a committee) accepted to a competitive session in the Emerging Economies track of the AIB Annual Meeting. The author(s) of the winning manuscript will receive a certificate and a cash award at a Coffee Break sponsored by Bryant University.

Best Paper Award in Developing Country Multinationals Track
(Award Presentation on July 2, 15:45-16:15, Coffee Break at Atrium Hall)
Sponsored by International Journal of Emerging Markets (IJoEM) and its publisher, Emerald Group Publishing

Presented for the first time, the award is sponsored by the International Journal of Emerging Markets (IJoEM) and its publisher Emerald. It is given to the best paper (as selected by a committee) accepted to a competitive session in the Developing Country Multinational track of the AIB Annual Meeting. The author(s) of the winning manuscript will receive a certificate and a cash award at a Coffee Break sponsored by Emerald Group Publishing.

IMR Best Paper in International Marketing
(Award Presentation on July 2, 15:45-16:15, Coffee Break at Atrium Hall)
Sponsored by International Marketing Review (IMR) and its publisher, Emerald Group Publishing

Presented since the AIB 2006 Conference and sponsored by International Marketing Review (IMR) and its publisher Emerald, 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 at a Coffee Break sponsored by Emerald Group Publishing.
Raymond C. Offenheiser

Raymond C. Offenheiser is President of Oxfam America, a non-profit international development and relief agency and the U.S. affiliate of the Oxfam International confederation. Oxfam works to end global poverty through saving lives, strengthening communities and campaigning for change. Since Ray joined Boston-based Oxfam America in 1995, the organization has grown more than sevenfold and become a leader in the US on a broad array of public policy issues from international development, to human rights and environment. Ray has worked his entire career in the nonprofit sector: before joining Oxfam America, he served for five years as the Ford Foundation Representative in Bangladesh and, prior to that, in the Andean and Southern Cone regions of South America. He has also directed programs for the Inter-American Foundation in both Brazil and Colombia and worked for Save the Children Federation in Mexico. He serves and has served on numerous boards and advisory bodies for a diverse array of both national and international institutions. Ray holds a master’s degree in development sociology from Cornell University and earned his bachelor’s degree from the University of Notre Dame. He speaks fluent Spanish and Portuguese.
James Whitehurst

Mr. Whitehurst began his career at The Boston Consulting Group (BCG) in Chicago. Over ten years with the firm, he also worked in its Hong Kong, Shanghai, and Atlanta offices. While at BCG, Mr. Whitehurst consulted to numerous clients across an array of industries. His particular focus was in corporate development and valuation, and he held several leadership roles in the Corporate Development practice area. He was named a partner of the firm in 2000.

While serving as a partner at BCG—at noon on September 11, 2001—Mr. Whitehurst was asked by Delta Air Lines to join the airline as Acting Treasurer. In this capacity, he led Delta’s same week secured debt offering (September 17, 2001) – winning the Thomson-IVR “Deal of the Year” for reopening the capital markets. He then joined Delta full-time in January 2002 as Senior Vice President – Finance, Treasury and Business Development. In 2004, Mr. Whitehurst was named Chief Network and Planning Officer, a position from which he drove Delta’s significant international expansion. He was named Chief Operating Officer in 2005 and took responsibility for all aspects of the airlines operations, including sales, marketing, operations and strategy. In this role, he successfully led Delta’s turn around through bankruptcy restructuring.

Mr. Whitehurst joined Red Hat, the leading open source software company, as President and CEO in January 2008. Over the past four years, he has more than doubled the company’s revenue, and tripled is market capitalization. He has lead a substantial global expansion, opening development centers and sales offices around the world.

Mr. Whitehurst graduated from Rice University in Houston, Texas in 1989 with Bachelor of Arts degree in Economics and Computer Science. He also attended Fredrick Alexander University in Erlangen, Germany and holds a General Course degree from the London School of Economics. He received his Masters in Business Administration from Harvard in 1994.

Mr. Whitehurst resides with his wife, Lauren, and ten-year-old twins in Durham, North Carolina. He is a member of the Board of Directors of Digital Globe and The Conservation Fund. He also sits on the executive committee of the North Carolina Chamber of Commerce and the Duke Medical Board of Visitors.
AIB Fellows’ 2012 Educator of the Year

Opening Plenary, June 30, 16:30-19:00, Atrium Ballroom

Jorge Talavera

Jorge Talavera holds a Ph.D. degree with honors from the Pennsylvania State University (1979); an MBA from ESAN in Peru (1972); and the professional title of Mechanical Engineer from Universidad Nacional de Ingeniería (National Engineering University, of Lima, Peru) with a major in Electronics. He is one of the founders of CLADEA, the Latin American parallel of AACSB, and has been its Executive Director since 1986, and its President twice. He has been one of the most active and most visible leaders in the effort for internationalization of business schools in Latin America through all of this time.

At his own university, ESAN, he started a program of inviting foreign professors to teach courses in the MBA program and in executive education, beginning in the 1980s and continuing today. The ESAN summer program taught in English receives dozens of foreign professors teaching hundreds of Peruvian and foreign business students in a wide range of business topics each summer. Long before the push worldwide for business school accreditation and the related emphasis on faculty academic writing, Jorge launched an academic research center and a case clearinghouse at ESAN, where professors obtain incentives to publish in academic journals, and where links to companies are forged through casewriting. He himself is on the editorial boards of five international academic journals and is the founder of CLADEA’s journal, Academia.

He has helped the development of international business throughout Latin America in his efforts to globalize CLADEA and the member schools, as well as through his direct involvement as Dean at the Adolfo Ibañez business school in Chile (1992-94), and also as President of the Universidad San Ignacio de Loyola in Peru (1996-2006). He returned to ESAN as President in 2006. He has also been a visiting professor at Penn State and at Instituto de Empresa in Madrid.

Jorge participates actively in a number of international business school associations, from AIB where he has spoken at the annual meeting on several occasions, to AACSB, EFMD, AMBA, and other associations in Latin America, Europe, and Asia. He was elected Chair of the global Partnership in International Management, PIM, in 2011. He is also on the steering committee of the UN business school association for Principles of Responsible Management Education. He is a tireless promoter of international business education (for example, working with several US schools in their CIBER activities over the years). He also eloquently advocates that we professors and our students need to maintain a global mindset – emphasizing this key idea long before this approach became popular.
Ikujiro Nonaka

Ikujiro Nonaka is a leading Japanese management scholar whose work on knowledge creation has been recognized and valued in a wide range of fields, including strategy, organization theory, technology management and entrepreneurship – and International Business. Professor Nonaka’s detailed studies of product development in Japanese companies led to his general model of knowledge creation as a set of processes involving the interactions of tacit and explicit knowledge and highlighted the crucial role of the work context in which innovations are developed and applied. Unusually for a Japanese academic, from the 1980s on he has presented his findings and his model in a range of leading academic journals, including Organization Science, the Harvard Business Review, the California Management Review, and the Sloan Management Review. His 1995 book with Hiro Takeuchi, The Knowledge Creating Company (Oxford University Press, 1995), is widely cited and has reached an audience well beyond academia. His studies of cross-border product development in Japanese multinational enterprises were an important contribution to the understanding of the internationalization of R&D in the late 1980s and early 1990s. His recent publications include another co-authored book in English, Managing Flow: A Process Theory of the Knowledge-Based Firm (Palgrave, 2008).

Ikujiro Nonaka studied at Waseda University in Tokyo. After graduation he joined Fuji Electric Company. After a few years, he decided to get a graduate education in the United States, and enrolled in the Business School at the University of California, Berkeley, where he studied management and sociology. He graduated with a PhD in 1972. He returned to Japan and took a position at Nanzan University in Nagoya, a private institution. The public university system was not yet ready to accept outside graduates, He soon moved to the Japan Defense Academy in Nagoya, researching and teaching military strategy and organization. Having written a best-selling book about Japanese organizational failures in World War II, he was asked to join Hitotsubashi University, widely considered the pre-eminent public university in Japan in the fields of business and economics.

Ikujiro Nonaka is now Professor Emeritus at the Graduate School of International Corporate Strategy, Hitotsubashi University, Japan. He is also the Xerox Distinguished Faculty Scholar, at the Institute of Management, Innovation and Organization, University of California, Berkeley. In 2007 he was the first Distinguished Drucker Scholar in Residence at the Drucker School and Institute, Claremont Graduate University.

On November 9, 2010, the Emperor of Japan conferred upon Professor Nonaka the Zuihōshō, or The Order of the Sacred Treasure, Gold Rays with Neck Ribbon, for his outstanding achievements and contributions in education. Professor Nonaka was first decorated by the Emperor of Japan in 2002 with the Medal of Honor with Purple Ribbon for his outstanding contributions to the academia.
**When You Arrive**

Please check in with the AIB Staff at our registration desk to pick up your name badge and conference materials.

**Registration**
Location: Atrium Hall Foyer
Hours:
Saturday, June 30: 8:30am – 7:00pm
Sunday, July 1: 8:30am – 5:00pm
Monday, July 2: 8:30am – 5:00pm
Tuesday, July 3: 8:30am – 3:30pm

**Placement Center**
Location: Hemisphere A
Hours:
Sunday, July 1: 9:00am – 5:30pm
Monday, July 2: 9:00am – 5:30pm
Tuesday, July 3: 9:00am – 3:30pm

**Exhibits**
Location: Atrium Hall
Hours:
Sunday, July 1: 9:00am – 5:30pm
Monday, July 2: 9:00am – 5:30pm
Tuesday, July 3: 9:00am – 3:30pm
Meeting Venue - Ronald Reagan Building
1300 Pennsylvania Ave, NW - Federal Triangle Metro Station (blue and orange lines)

Conference Hotel - Grand Hyatt Washington
1000 H Street NW - Metro Center Metro Station (blue, orange, and red lines)

Gala Event - National Building Museum
401 F Street NW - Judiciary Square Metro Station (red line)

AIB Fellows Dinner - National Press Club
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<td>8:30-8:45</td>
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## AIB 2012 Program Overview

- **Sunday, July 1**
  - **DC Deans Panel** and Concurrent Sessions 9:00-10:15
  - **Eminent Scholar Award** and Concurrent Sessions 13:00-14:15
  - **Farmer Dissertation Award** and Concurrent Sessions 16:15-17:30
  - **WAIB Reception** 17:30-18:30

- **Monday, July 2**
  - **Concurrent Sessions** 9:00-10:15
  - **Concurrent Sessions** 10:45-12:00
  - **Concurrent Sessions** 13:00-14:15
  - **Ambassadors Plenary on Good Governance** 16:15-17:30

- **Tuesday, July 3**
  - **Concurrent Sessions** 9:00-10:15
  - **Concurrent Sessions** 10:45-12:00
  - **Concurrent Sessions** 13:00-14:15
  - **AIB Awards Ceremony** and Business Meeting 16:15-17:30

### Light Lunch Sessions
- **Monday, July 2**
  - 12:00-13:00
- **Tuesday, July 3**
  - 12:00-13:00

### Breaks
- **10:35-11:15**
- **14:15-14:30**
- **15:45-16:15**

### Special Events
- **AIB Gala Dinner**
  - National Building Museum
  - 19:00-21:00
2012 AIB Conference Detailed Program
Washington, DC, USA
June 30–July 3, 2012

Legend for Symbols Used:
Nominee for the Temple/AIB Best Paper Award
Nominee for the Haynes Prize for the Most Promising Scholar

Sessions that align with the conference theme have been highlighted.

THURSDAY, JUNE 28

THURSDAY, JUNE 28 - 10:00-17:15
AJBS Paper Development Workshop
AJBS meetings are held at Duques Hall on the campus of George Washington University.

SATURDAY, JUNE 30

SATURDAY, JUNE 30 - 08:30-16:00
Session 0.1 - Pre-Conference Workshop
Time: 08:30-16:00
Room: Hemisphere B
Junior Faculty Consortium
Chair: John Mezias, University of Miami
Pre-admitted participants only. Lunch is provided.

Faculty Panelists (listed alphabetically):
Paul W. Beamish, University of Western Ontario
Mary Yoko Brannen, INSEAD
Paula Caligiuri, Rutgers University
Alvaro Cuervo-Cazurra, Northeastern University
John Daniels, University of Miami
Stephen Mezias, INSEAD
Jennifer Oetzel, American University
Sam Park, SKOLKOVO Institute for Emerging Market Studies
Anupama Phene, George Washington University
Jennifer Spencer, George Washington University
Hildy Teegen, University of South Carolina
Paul Vaaler, University of Minnesota

The Junior Faculty Consortium is sponsored by the Boeing Institute at Saint Louis University

FRIDAY, JUNE 29

FRIDAY, JUNE 29 - 09:00-17:00
AIB Board Meeting

FRIDAY, JUNE 29 - 09:00-17:30
AJBS Annual Conference
Annual Meeting of the Association of Japanese Business Studies. AJBS meetings are held at Duques Hall on the campus of George Washington University. A separate registration is required to attend the AJBS meeting.
Session 0.2 - Pre-Conference Workshop

AIB/Sheth Doctoral Student Consortium
Chair: Sumit K. Kundu, Florida International University

Pre-admitted participants only. Lunch is provided.

Faculty Panelists (listed alphabetically):
Charles Dhanaraj, Indiana University
Michael Hitt, Texas A&M University
Vikas Kumar, University of Sydney
Shige Makino, Chinese University of Hong Kong
Xavier Martin, Tilburg University
Hemant Merchant, USF – St. Pete
Rajneesh Narula, Reading University
Torben Pedersen, Copenhagen Business School
S Raghunath, Indian Institute of Management in Bangalore
Alan M. Rugman, University of Reading
Steve Tallman, University of Richmond
Luis Vives, ESADE Business School

The Doctoral Student Consortium is sponsored by the Madhuri and Jagdish N. Sheth Foundation.

SATURDAY, JUNE 30 - 09:00-15:00
Session 0.3 - Pre-Conference Workshop

JIBS/AIB Paper Development Workshop
Chair: Petra Christmann, Rutgers University
Co-Chair: John Cantwell, Rutgers University

Pre-admitted participants only. Lunch is provided.

The JIBS/AIB Paper Development Workshop is sponsored by the University of South Carolina CIBER.

SATURDAY, JUNE 30 - 09:00-13:30
AJBS Annual Conference

AJBS meetings are held at Duques Hall on the campus of George Washington University.

SATURDAY, JUNE 30 - 09:00-12:30
AIB Board Meeting

SATURDAY, JUNE 30 - 12:30-14:00
AIB Chapter Chairs Luncheon

AIB Executive Board Members and AIB Chapter Chairs or representatives only.

SATURDAY, JUNE 30 - 16:30-19:00
Session 0.5 - Plenary

Opening Plenary: Rethinking the Roles of Business, Government and NGOs in the Global Economy
Chair: Susan Feinberg, Temple University

Welcome Remarks

Keynote speech: “NGO-Business Partnerships in International Development”
Ray Offenheiser, Oxfam America
AIB President’s Award Winner for Contributions to International Development

Keynote speech: “The Contributions of Redhat to Business and Society”
Jim Whitehurst, Redhat
AIB Fellows’ International Executive of the Year Award Winner

Presentation of AIB Fellows’ Awards:
Eminent Scholar Award: Ikujioro Nonaka
Educator of the Year Award: Jorge Talavera

Keynote Speech: “Rethinking the Roles of Business, Government and NGOs in the Global Economy”
Theodore Moran, Georgetown University

SATURDAY, JUNE 30 - 19:00-21:00
Presidential Reception

The Presidential Reception, celebrating the opening of the 2012 AIB Conference will take place at the Atrium of the Ronald Reagan Building. Business casual attire is recommended.
Sunday, July 1

SUNDAY, JULY 1 - 09:00-10:15

Session 1.1.P - Special Session  
Time: 09:00-10:15  
Room: Amphitheater

Chair: Robert Grosse, George Mason University

Panelists:  
G. "Anand" Anandalingam, Robert H. Smith School of Business, University of Maryland  
Michael J. Ginzberg, Kogod School of Business, American University  
Doug Guthrie, George Washington University School of Business  
Jorge Haddock, George Mason University School of Management

Session 1.1.1 - Panel  
Time: 09:00-10:15  
Track: 1 - Institutions, Governance, and CSR  
Room: Hemisphere B

Current Topics in Comparative Corporate Governance  
Chairs: Ruth Aguilera, University of Illinois at Urbana-Champaign and Ilir Haxhi, University of Amsterdam

Panelists:  
Ruth Aguilera, University of Illinois at Urbana-Champaign  
Christina Ahmadjian, Hitotsubashi University  
Rafel Crespi-Cladera, Universitat de les Illes Balears  
Thomas Clarke, University of Technology Sydney  
Aujai Gaur, Rutgers University  
William Q. Judge, Old Dominion University

Session 1.1.2 - Panel  
Time: 09:00-10:15  
Track: 6 - Innovation and Knowledge Mgmt.  
Room: Continental B

Innovation and Strategy in the Global Automotive Industry  
Chairs: Florian Täube, EBS Business School and Anja Schulze, Swiss Center for Automotive Research (swiss CAR)  
Discussant: Ronaldo Parente, Florida International University

Panelists:  
Anja Schulze, Swiss Center for Automotive Research (swiss CAR)  
John Paul MacDuffie, University of Pennsylvania  
Michael Eisenbeis, Scuderia Group  
Oliver Kallenborn, Daimler  
Gerald McDermott, University of South Carolina  
Ram Mudambi, Temple University  
Tom Murray, U.S. Environmental Protection Agency

Session 1.1.3 - Panel  
Time: 09:00-10:15  
Track: 14 - Methods in IB Research  
Room: Continental C

Approaches to the Modelling of MNE Location Choices  
Chair: Roger Strange, University of Sussex

Panelists:  
Roger Strange, University of Sussex  
Norifumi Kawai, University of Sussex  
Antonio Majocchi, University of Pavia  
David Castellani, University of Perugia  
Antonello Zanfei, University of Urbino  
Graham Cookson, King's College London  
Jenifer Piesse, Kings College London and University of Bournemouth  
Frederic Blanc-Brude, EDHEC Risk Institute

Session 1.1.4 - Competitive  
Time: 09:00-10:15  
Track: 7 - Emerging Economies  
Room: Smith Suite C1

Exploring the Institutional Boundaries of Emerging Markets  
Chair: Jean-Claude Cosset, HEC Montreal

Corruption and MNCs' Ownership Strategy: Evidence from China  
Shu Yu, National University of Singapore

Doing it under the Table: Hidden Sales in India's Manufacturing Sector  
Matthew Grady Smith, Rutgers Business School

Competing Formally in an Increasingly Formal World: Foreign Market Entry Motivation and Competition from Informal Players  
Margaret Spring Schomaker, Université Laval  
Anna Lamin, Northeastern University

The Provisioning of Collective Goods by MNEs in Emerging Markets  
Jean Boddewyn, Baruch College, CUNY

Session 1.1.5 - Competitive  
Time: 09:00-10:15  
Track: 4 - Strategy, Alliances, and Competitiveness  
Room: Smith Suite C2

Catch-up and Firm Performance in Internationalization  
Chair: Xavier Martin, Tilburg University

Who is Seeking Strategic Assets for Competitive Catch-Up? Broadening the Awareness-Motivation-Capability Framework  
Lin Cui, Australian National University  
Klaus Meyer, China Europe International Business School  
Helen Hu, University of Melbourne

Selection of Learning Targets and Technological Catch-up of Asian Laggards  
Yuzhe Miao, Kyung Hee University  
Jaeyong Song, Seoul National University
The Tortoise and the Hare: Catching up at Sub-industry Groups
Jie Xiong, EMLYON Business School
Philippe Monin, EMLYON Business School

The Internationalization Process Model as a Perspective on Emerging Economy MNEs: The Dynamics of Catch-Up Learning
Klaus Meyer, China Europe International Business School
Ornjira Thaijongrak, University of Bath

Session 1.1.6 - Competitive
Time: 09:00-10:15
Track: 11 - SMEs and Entrepreneurship
Room: Smith Suite C3

Performance in SMEs and Born Globals
Chair: Gary Knight, Florida State University

A Contingency-Based Perspective on International SMEs Performance
Bernhard Swoboda, University of Trier
Edith Olejnik, Trier University
Madeleine Boos, Trier University
Dirk Morschett, University of Fribourg

Understanding the Drivers of International Performance for Born Global Firms: An Integrated Perspective
Stephan Gerschewski, Hankuk University of Foreign Studies
Elizabeth L. Rose, Aalto University School of Economics
Val Lindsay, Victoria University of Wellington

Moderate Regional Diversification for Superior Performance
Elena Beleska-Spasova, University of Reading

Liabilities of Foreignness and International Growth: Examination of IP-based and Product-based Strategies
Johan Bruneel, Imperial College
Theoni-Eirini Symeonidou, Imperial College
Erkko Autio, Imperial College

Session 1.1.7 - Competitive
Time: 09:00-10:15
Track: 1 - Institutions, Governance, and CSR
Room: Smith Suite C4

Corporate Citizenship and Environmental Practices
Chair: Carolyn P. Egri, Simon Fraser University

Antecedents and Performance Outcomes of Eco-Friendly Marketing Strategies in Global Hotel Chains: A Resource-based Perspective
Constantinos N. Leonidou, Leeds University
Leonidas C. Leonidou, University of Cyprus
Thomas A. Fotiadis, University of Macedonia
Bilge Aykol, Dokuz Eylul University

Participation of Global Companies in Local Environmental Initiatives: The Case of MNC-NGO Collaboration in Saving the Baltic Sea
Tiina Anna-Maria Ritvala, Aalto University School of Economics
Asta Salmi, Aalto University School of Economics
Per Andersson, Stockholm School of Economics

Multinational Corporations and Citizenship Behavior: The Effects of Strategic Choices and National Institutions
KyungMi Lee, Hankuk University of Foreign Studies
TaeYoung Yoo, Hankuk University of Foreign Studies

The Effects of Responsiveness toward Customers and Competitors on ESR Programs: The Moderating Roles of Institutional Pressures
Badri Munir Sukoco, Airlangga University

Session 1.1.8 - Competitive
Time: 09:00-10:15
Track: 5 - MNC Management and Organization
Room: Smith Suite C5

Growing Pains: Organizational Challenges within the MNE Subsidiary Networks
Chair: Birgitte Grogaard, University of Calgary

Capability or Conflict: Manager and Employee Diversities in Foreign Subsidiaries
Chang Hoon Oh, Simon Fraser University
Hea-Jung Hyun, Kyung-Hee University

Subsidiaries and Functional Activities in Multinational Corporations: Diversity, Interdependence and Evolution
Paz Estrellat Tolentino, Birkbeck, University of London
Odile E. M. Janne, University of London-Birkbeck
Pi-Chi Chen, Birkbeck, University of London

Congruence between Subsidiary Strategic Role and Relational Characteristics on Knowledge Development: Evidence from the UK KIBS Sector
Zahle Najafi Tavani, University of Leeds
Ghasem Zaefarian, University of Leeds
Peter Naude, University of Manchester
Stephan Henneberg, University of Manchester
Axèle Giroud, University of Manchester

The Interplay of Networking Activities and Internal Knowledge Actions for Subsidiary Influence within MNCs
Zahle Najafi Tavani, University of Leeds
Axèle Giroud, University of Manchester
Ulf Andersson, Copenhagen Business School

Session 1.1.9 - Competitive
Time: 09:00-10:15
Track: 6 - Innovation and Knowledge Mgmt.
Room: Oceanic B

Knowledge at Home and Abroad: Who Knows What?
Chair: Denise Dunlap, Northeastern University

How Do Cosmopolitan and Local Employees Influence Innovativeness of Foreign and Domestic Firms?
Annique Un, Northeastern University
Fernando Muñoz-Bullón, Universidad Carlos III de Madrid
Maria Sánchez-Bueno, Universidad Carlos III de Madrid

Foreign vs. Domestic: What Determines the Origin of Chinese Firms’ Inward Technology Licensing?
Ying Li, Technical University of Denmark
Yuandi Wang, Technical University of Denmark

Knowledge Sourcing and Knowledge Accumulation through General Purpose Technologies in Foreign Subsidiaries
Ranfeng Qiu, California State University San Bernardino
2012 AIB Conference Detailed Program

Sunday, July 1

Expansion of Vertical Integration as a Knowledge Accessing Strategy in the Face of Unfavorable Network Embeddedness and Absorptive Capacity
Florian Zock, University of Mannheim
Suleika Bort, University of Mannheim
Andreas Al-Laham, University of Mannheim

Session 1.1.10 - Competitive
Time: 09:00-10:15
Track: 1 - Institutions, Governance, and CSR
Room: Oceanic A

Intellectual Property Rights and International Business
Chair: April Michele Knill, Florida State University

The Response of Inventors to IPR Reform
Theodore A. Khoury, Portland State University
Arvaro Cuervo-Cazurra, Northeastern University
Luis Alfonso Dau, Northeastern University

Measuring the Institutional System of Patent Protection and Enforcement: A New Index of 46 countries
Nikolaos P. Papageorgiadis, Bradford University School of Management
Adam R. Cross, University of Leeds

MNE Knowledge Diffusion and Intellectual Property Rights
Roger Smeets, Amsterdam Business School

Session 1.1.11 - Interactive
Time: 09:00-10:15
Track: 11 - SMEs and Entrepreneurship
Room: Meridian B

Building Theory Through Case Study Research
Chair: Ben Kedia, University of Memphis

Phases of Foreign Growth and Triggering Factors in the Internationalisation of Small Knowledge Intensive Firms (SKIFs)
Antonella Zucchella, University of Pavia
Dalia Kabbara, University of Pavia

The Impact of a High Level of International Commitment on SMEs
Igor Kalinich, University of Groningen
Cipriano Forza, University of Padova

Export Behavior of Brazilian Companies in the Ornamental Rock Sector: A Multiple Case Study Involving Organizational, Managerial and Environmental Factors
Ilan Avrichir, ESPM/SP
Gabriel Vouga Chueke, ESPM/SP

Internationalization of Emerging Economies SMEs: Entrepreneurial DNA Inception
Rene Diaz-Pichardo, IPN-CIIDIR Unidad Oaxaca
Juan Arriaga-Muzquiz, Egade Business School
Elisa Cobas-Flores, Egade Business School

Early Rapidly Internationalising Small Firms: A Case for Continuous International Entrepreneurial Opportunity Development
Shingairai Grace Masango, Sheffield Hallam University
Svetla Trifonova Marinova, Aalborg University

Session 1.1.12 - Interactive
Time: 09:00-10:15
Track: 8 - Developing Country MNCs
Room: Meridian C

Internationalization of Developing Economy Firms: Processes and Capabilities
Chair: Masaaki Kotabe, Temple University

Dynamic Capability - Building in Emerging Market Firms (EMF): The Effects of Firm-Level Antecedents, Physical and Institutional Infrastructure on Lean Capabilities
Omar Malik,
Crystal Jiang, Bryant University

Rags to Riches: Experiences of Emerging Market Firms
Tanvi Kothari, University of Wisconsin Oshkosh
Masaaki Kotabe, Temple University

Internationalization of Brazilian Franchising Networks: Degree of Internationalization and Current Status
Livia Lopes Barakat, Fundação Dom Cabral
Sherbet Leonard Cretoiu, Fundação Dom Cabral
Mayara Ximenes Dalbem, Fundação Dom Cabral

EMs' Subsidiaries Competences as a Result of the Interplay between Culture and Global Mindedness
Germano Glufke Reis, FGV/EAESP
Maria Tereza Fleury, Fundação Getúlio Vargas

Institutional Change, Strategic Orientation and Dynamic Capabilities: A Multilevel Perspective on Chinese Outward FDI
Ming Hua Li, Copenhagen Business School

Session 1.1.13 - Interactive
Time: 09:00-10:15
Track: 9 - Cross-cultural Management and HRM
Room: Meridian D

Perspectives on National Context
Chair: Fabian Jintae Froese, Korea University

The Historical Baggage of Managers’ and Coworkers’ Homelands: The Preference of Other Nationals
Kyle D. Coble, Saint Louis University
Seung H. Kim, Saint Louis University

Dynamics in the Indian Entrepreneurship Scene in Australia
Meena Chavan, Macquarie University

Managers’ Career Management and Career Advanced in China—The Moderating Effect of Mentoring
Meng-Hsiu Lee, National Sun Yat-Sen University
Ming-Chu Yu, National University of Tainan

Adoption of High Performance Work Systems by Local Subsidiaries of Developed Country and Turkish MNEs and Indigenous Firms in Turkey
Mehmet Demirbag, University of Sheffield
Ekrem Tatoglu, Bahcesehir University
Adrian Wilkinson, Griffith University

The National Culture of Firm Ownership and Work Related Values in the Honduran Maquila Industry
Robert Dean Morrison, University of Texas-Pan American
Juan Angel Chavarria, University of Texas-Pan American
Claudia Patricia Dole, University of Texas-Pan American
**Session 1.1.14 - Interactive**
Time: 09:00-10:15
Track: 5 - MNC Management and Organization
Room: Meridian E

**Collaboration in MNE Networks**
Chair: Jeremy Clegg, University of Leeds

Coordination at the Edge of the Empire: The Delegation of Headquarters Functions through Regional Management Mandates
- Eva Andrea Alfoldi, University of Manchester
- Jeremy Clegg, University of Leeds
- Sara McGaughey, University of Strathclyde

Understanding Tacit Knowledge Transfer in Multinational Corporations: A Study in Chinese Business Cultural Context
- Juana Du, Poly-technic Institute of New York University

A Marriage Metaphor Model for Sociocultural Integration in International Mergers and Acquisitions: A Critical Review and Integration of the Literature
- Daniel Rottig, Florida Gulf Coast University

Clusters and Regional Management Structures of French Multinational Companies in Asia
- Johannes Schaaper, Bordeaux Management School
- Bruno Amann, University of Toulouse III
- Jacques Jaussaud, University of Pau

A Multilevel Investigation of Promoting Performance in Cross-National R&D Teams
- Chung-Jen Wang, National Cheng Kung University
- Chin Pin Li, National Cheng Kung University

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**Session 1.1.15 - Interactive**
Time: 09:00-10:15
Track: 1 - Institutions, Governance, and CSR
Room: Continental A

**Corporate Social Responsibility in International Business I**
Chair: Jiawen Yang, George Washington University

Perceptions of Corporate Social Responsibility and the role of Psychic Distance
- Carri R. Tolmie, Saint Louis University

Adherence to Corporate Social Responsibility: The Impact of Social Dominance Orientation and Vertical Collectivism
- Daniel E. Martin, California State University, East Bay

Is Corporate Social Responsibility a Strategic Choice? A Case Study of Korean and Japanese Electronic MNEs in Indonesia
- Young-Ryeol Park, Yonsei University
- Sangcheol Song, Bryant University
- Youjin Baik, Yonsei University

Do Socially Responsible Activities Help Firms Achieve Their Financial Goals? Evidence from China
- Jie Zhang, China Huarong Asset Management Corporation; Peking University
- Chang Song, Renmin University of China
- Jiawen Yang, George Washington University
- Xiyou Liu, Audit Research Institute of China’s National Audit Office

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**SUNDAY, JULY 1 - 10:15-10:45**
Time: 10:15-10:45
Room: Atrium Hall

**Coffee Break**
Refresments will be provided for conference participants at the Atrium Hall.

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**SUNDAY, JULY 1 - 10:45-12:00**
Time: 10:45-12:00
Room: Amphitheater

**Session 1.2.P - Plenary**

**In Memory of John Stopford: His Intellectual Contributions to the Field of International Business (AIB Fellows Plenary)**
Chair: Alan M. Rugman, University of Reading

Panelists:
- Louis T. Wells, Harvard Business School
- Donald R. Lessard, MIT Sloan School of Management
- D. Eleanor Westney, York University
- Tarun Khanna, Harvard Business School
- Julian Birkinshaw, London Business School
- Jose de la Torre, Florida International University

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**SUNDAY, JULY 1 - 12:00-13:00**
Time: 12:00-13:00
Room: Continental B

**JIBS Editorial Board Meeting**

JIBS Editorial Board Members Only.
Light Lunch

A light lunch will be provided for conference participants at the Atrium Hall.

SUNDAY, JULY 1 - 13:00-14:15

Session 1.3.1 - Special Session  
Special Session  
Room: Hemisphere B

UNCTAD WIR Panel I: Towards an International Policy Framework for Sustainable Development (IPFSD)

Chair: James Zhan, Division on Investment and Enterprise, UNCTAD
Discussant: Peter Buckley, University of Leeds

Panelists:
James Zhan, Division on Investment and Enterprise, UNCTAD
Hafiz Mirza, Division on Investment and Enterprise, UNCTAD
Theodore Moran, Georgetown University
Gabriele Suder, SKEMA Business School and ANUCES Fellow
Rajneesh Narula, Reading University
Raj Aggarwal, University of Akron
Pavida Pananond, Thammasat Business School

Session 1.3.2 - Panel  
Track: 9 - Cross-cultural Management and HRM  
Room: Continental B

Complex Cross-Cultural Interaction: Building, Studying, and Learning from Relationships among Multiple Stakeholders

Chairs: Mary Margaret Maloney, University of St. Thomas and Mary Elizabeth Zellmer-Bruhn, University of Minnesota

Panelists:
Mary Margaret Maloney, University of St. Thomas
Mary Elizabeth Zellmer-Bruhn, University of Minnesota
Laura Grosso, Kids Connection Haiti
Chris Peot, District of Columbia Water and Sewer Authority
Dana McDaniel, California State University, Long Beach
Mikael Søndergaard, University of Aarhus
Davina Vora, SUNY New Paltz

Session 1.3.3 - Panel  
Track: 7 - Emerging Economies  
Room: Continental C

Doing Business in Latin America

Chairs: Luiz Ricardo Kabbach de Castro, Universitat Autonoma de Barcelona and Ruth Aguilera, University of Illinois at Urbana-Champaign
Discussant: Alvaro Cuervo-Cazurra, Northeastern University

Panelists:
Luiz Ricardo Kabbach de Castro, Universitat Autonoma de Barcelona
Ruth Aguilera, University of Illinois at Urbana-Champaign
Rafel Crespi-Cladera, Universitat de les Illes Balears
William Newburry, Florida International University
Susan Perkins, Northwestern University
Armando Borda, Universidad ESAN/ Florida International University

Session 1.3.4 - Competitive  
Track: 7 - Emerging Economies  
Room: Smith Suite C1

Governance Mechanisms in Emerging Economies

Chair: Ilir Haxhi, University of Amsterdam

The Effect of Ownership Mode Commitment and Cultural Distance on the Extent of Parent Firms' Strategic Control over Subsidiaries

Markus K. Hödl, WU Vienna
Jonas F. Puck, WU Vienna
Igor Filatotchev, WU Vienna
Hans-Georg Wolff, University of Erlangen-Nuremberg


George O. White III, Old Dominion University
Thomas Weber, Old Dominion University
Junhou Zhang, Old Dominion University
The Institutional and Board Governance Characteristics of African IPO Firms with Long Term Foreign Partners
Bruce Allen Hearn, University of Sussex

The Interaction Effects among the Three Pillars of Institutions on Cross-Border Ownership Strategies - Evidence from Emerging Economies
Mirko H. Benischke, University of Auckland
Siah H. Ang, University of Auckland
Jonathan P. Doh, Villanova University

Session 1.3.5 - Competitive
Time: 13:00-14:15
Track: 7 - Emerging Economies
Room: Smith Suite C2

FDI, MNEs and Emerging Economy Institutions
Chair: Hemant Merchant, USF – St. Pete

Do Institutional Fields for Outward Foreign Direct Investment from Emerging Markets Matter? A Case for Theoretical Extension
Svetla Trifonova Marinova, Aalborg University
John Child, University of Birmingham
Marin Marinov, University of Gloucestershire

How Do Sub-National Institutional Constraints Impact Foreign Firm Performance?
Xiaoying Li, Brunel University
Laixiang Sun, SOAS, University of London

Multiple Roles of Multinational Corporations, Local Institutions and Indigenous Technological Efforts in an Emerging Economy
Zhenzhen Xie, Hong Kong University of Science and Technology

Sectoral Heterogeneity, Inward FDI, and Location Decisions in Sub-national Regions of a Host Country
In Hyoeck Lee, Western Kentucky University
Shige Makino, Chinese University of Hong Kong
Eunsuk Hong, SOAS, University of London

Session 1.3.6 - Competitive
Time: 13:00-14:15
Track: 5 - MNC Management and Organization
Room: Smith Suite C3

Search Processes and Decision Making in International Business
Chair: Andreas Schotter, Thunderbird School of Global Management

Subsidiary ‘Non-Localized Search’ and MNC Performance: The Role of Subsidiary Intra-Firm Knowledge Outflows
Feng Zhang, St. Mary's University
Guohua Jiang, Temple University
John Cantwell, Rutgers University

Understanding Location and Decision Making: A Context and Cognitions Perspective
James Nebus, Suffolk University
Kah Hin Chai, National University of Singapore

Diversity and Founder Power in Global Start-Up Teams: Implications for Strategic Consensus
Patricio Raul Mori, Florida International University

Firm Search for External Knowledge: How Institutions Matter for Innovation Performance
Wolfgang Sofka, Tilburg University
Christoph Grimpe, Copenhagen Business School

Session 1.3.7 - Competitive
Time: 13:00-14:15
Track: 1 - Institutions, Governance, and CSR
Room: Smith Suite C4

Corporate Social Responsibility and International Business
Chair: Rafael Lucea, George Washington University

Adoption of CSR Practices in Global Production Networks: An Embeddedness Perspective
Valentina Marano, University of South Carolina
Tatiana Kostova, University of South Carolina

Behind the Variation of Corporate Social Responsibility Practices in Emerging Economies
Weichieh Su, University of Texas at Dallas
Mike Peng, University of Texas at Dallas
Weiqiang Tan, Hong Kong Baptist University
Yan-Leung Cheung, Hong Kong Baptist University

Corporate Social Responsibility, Smoking Bans and Market Seeking FDI in the Tobacco Industry
Nigel Driffield, Aston University
Crotty Jo, Salford University
Chris Jones, Aston University

Stakeholder Capital and Performance in Tough Times
Sinziana Dorobantu, University of Pennsylvania
Witold Henisz, University of Pennsylvania
Lite Nartey, University of South Carolina

Session 1.3.8 - Competitive
Time: 13:00-14:15
Track: 3 - IB Theory, FDI, and Entry Mode
Room: Smith Suite C5

Adapting to Local Contexts
Chair: Markus David Taussig, National University of Singapore

Inexperienced Firms and Foreign Operation Success
Ricardo Gabriel Flores, University of New South Wales
Victoria Jordan-Jones, ASB/University of New South Wales

The Impact of Customer Interaction Uncertainty and Knowledge Deployment on the Internationalization of Service Firms
Christopher R. Meyer, Fairleigh Dickinson University
Bruce C. Skaggs, University of Massachusetts
Sudhir Nair, University of Victoria
David G. Cohen, University of Massachusetts

The Relative Benefit of Local Knowledge Gathering and Information Deployment Efforts in Foreign versus Domestic Firms
Joerg Zimmermann, European Commission, JRC - IPTS
Sunday, July 1

Session 1.3.9 - Competitive  Time: 13:00-14:15
Track: 2 - Marketing and Supply Chain  Room: Oceanic B

Manufacturer Responsiveness, Market Orientation, and Supply Chain Issues
Chair: Panagiotis Ganotakis, Leeds University

Responsiveness across Markets: Evidence from Automobile Recalls
Kashef A. Majid, George Washington University

Market Orientation and Export Performance
Xinming He, Newcastle University
Keith D. Brouthers, North Carolina State University
Igor Filatotchev, WU Vienna

International Specialization: A Bridge between Polar Views of Operating Flexibility and Location-Specific Commitment
Ingo Kleindienst, WHU
Christian Geisler Asmussen, Copenhagen Business School
Thomas Hutzschenreuter, WHU
Torben Pedersen, Copenhagen Business School

Session 1.3.10 - Competitive  Time: 13:00-14:15
Track: 13 - Teaching IB  Room: Oceanic A

Bringing International Business to Life in the Classroom
Chair: Martyn Lawrence, Emerald Group Publishing

Nestle Revisited: A Case Analysis
Patricia Ann Britton, St. Mary's University
Zaida L. Martinez, St. Mary's University

Supplementing, Updating, and Renewing the Relevance of IB Cases
James M. Hagen, Hamline University

Role-Playing in an International Business Game
Precha Thavikulwat, Towson University

Using Economic Indicators to Explore National Business Climates: An Experiential Exercise
Josh Bendickson, Louisiana State University
Eric W. Liguori, California State University, Fresno

Session 1.3.11 - Interactive  Time: 13:00-14:15
Track: 7 - Emerging Economies  Room: Meridian B

The Effects of Institutional Development on FDI in Emerging Markets
Chair: Gladys Torres Baumgarten, Ramapo College of NJ

State Capitalism and Clusters: The Case of Brazilian Shipbuilding
Frank Latta DuBois, American University
Marcos Andre Primo, Federal University of Pernambuco

Firm Strategy in a Polarized Latin American Region
Fernando Robles, George Washington University

Interdependent Behavior in Foreign Direct Investment: Japanese Auto-Parts Manufacturers' Entry into China
Hideyuki Takenouchi, Sophia University
Ichiro Takahashi, Jissen Women's University
Yasuhiro Saito, Tokyo International University

The Strategic Location of Regional Headquarters for Multinationals in Africa
John Manuel Luiz, University of Cape Town
Busi Radebe, Wits Business School

Examining the Effects of Political Ties and Level of Economic Development on the MNC's Trade Activities: The Case of Transcontinental Countries
Alexey V. Semenov, Saint Louis University
Hadi Alhorr, Saint Louis University

Determinants for Political Risk Insurance of Direct Investments in Emerging Markets
Omar Penna Moreira Filho, Fundação Getúlio Vargas
Richard Saito, Fundação Getúlio Vargas

Wal-mart's Dream of Conquering 'Cape to Cairo' Hits Snag in South Africa
Gladys Torres Baumgarten, Ramapo College of NJ

Session 1.3.12 - Interactive  Time: 13:00-14:15
Track: 10 - Economics, Finance and Accounting  Room: Meridian C

Financial Liberalization
Chair: Amir Shoham, Temple

Sovereign Credit Default Swaps and Emerging Equity Markets
Mitchell Ratner, Rider University
Chih-Chieh Chiu, Rider University

Liquidity and Performance of Initial Public Offers
Venkata Vijay Kumar Pasupuleti, IIM Indore
Vijay Kumar Gupta, IIM Indore

Volatility Transmission from Mature to Middle East and North African Stock Markets
Akash Dania, Alcorn State University
John E. Spillan, University of North Carolina at Pembroke

A Comparative Analysis of the Implications of the Islamic Religion on Corporate Capital Structures of Firms in Emerging Countries
Joshua Shackman, Trident University
Theresa Gunn, Alfred University

Shariah Governance in Islamic Financial Institutions: A Multi-Country Analysis
Hussain G. Rammal, University of South Australia
Lee D. Parker, University of South Australia

Session 1.3.13 - Interactive  Time: 13:00-14:15
Track: 6 - Innovation and Knowledge Mgmt.  Room: Meridian D

How to Enhance Innovation Performance?
Chair: John W Clarry, Rutgers University

Impact of Global New Product Development Practice on Innovation Learning and Project Performance
Jeen-Su Lim, University of Toledo
John H. Heinrichs, Wayne State University
Sonya H. Wen, Tamkang University
Jennifer H. Chen, Nanhua University

Breeding the Competition? How Innovation Performance Varies across Partnerships between Foreign and Local Firms in China
Simon C. Collinson, Reading University
Kamel Mellahi, University of Warwick
Cherif Guermat, University of the West of England

How Does a Child Teach Herself and Her Parent? Subsidiary Technology Acquisition from Multiple Sources and MNC Performance
Akie Iriyama, State University of New York at Buffalo
Sean Tsuhsiang Hsu, University of Pittsburgh

R&D Offshoring and Complexity: Performance Implications in Clinical Trials
Metin Onal Vural, IE Business School

Session 1.3.14 - Interactive
Time: 13:00-14:15
Track: 4 - Strategy, Alliances, and Competitiveness
Room: Meridian E
Managing International Joint Ventures
Chair: Daniel Rottig, Florida Gulf Coast University

Toward a Social Capital-Based View of Economic Transactions in the Context of International Joint Ventures
Daniel Rottig, Florida Gulf Coast University

The Dissolution of International Joint Ventures: A Legitimacy Perspective
Chong He, Chinese University of Hong Kong
Gongming Qian, Chinese University of Hong Kong

The Link between Cultural Distance and Survival of IJVs - The Moderating Impact of Relative Equity Control from the Perspectives of Transaction Cost Theory and the Resource-based View
Michael Hunoldt, Friedrich Schiller University of Jena

The Influence of MNC Type on Public-Private Joint Ventures and the Performance Implications of the Partner’s Political Embeddedness
Bradley R. Skousen, University of Illinois at Urbana-Champaign

Effects of Ownership, Importance, and Alternativeness of Resources on Practice Standardization
Jun Xia, West Virginia University
Marshall Shibing Jiang, Brock University
Sali Li, University of Wisconsin - Milwaukee
Preet Aulakh, York University

Session 1.3.15 - Interactive
Time: 13:00-14:15
Track: 1 - Institutions, Governance, and CSR
Room: Continental A
IB in Developing Countries
Chair: John Raymond Dilyard, St. Francis College

Social Entrepreneurship in BOP Countries
Vladislav Maksimov, University of Miami
Yadong Luo, University of Miami
Stephanie Lu Wang, University of Miami

Exploitation and Empowerment at the Base of the Pyramid
Denis G. Arnold, University of North Carolina, Charlotte
Andrew Valentin, University of North Carolina, Charlotte

Critiquing the BOP Meta-Narrative: Inquiry, Engagement and Intervention
Suparna Chatterjee, Xavier University

Exploring Technology Diffusion in Base of Pyramid markets - Evidence from Solar Home Systems
Florian Täube, EBS Business School
Christian Friebe, EBS Business School/ Sustainable Business Institute
Paschen Flotow, Sustainable Business Institute

Impact of Institutional Forces and Availability of Slack on Corporate Environmental Behaviour: Evidence from a Developing Country
Farida Saleem, FUIEMS, Foundation University
C. Gopinath, Suffolk University

Inclusive Economic Ecologies for Poverty Alleviation: Developing Inclusive Business Within Inclusive Markets
Raed Elaydi, Roosevelt University
Charles Harrison, University of Pennsylvania
Cláudio Boechat, Fundação Dom Cabral

SUNDAY, JULY 1 - 14:15-14:30

Break

SUNDAY, JULY 1 - 14:30-15:45

Session 1.4.P - Panel
Time: 14:30-15:45
Track: 1 - Institutions, Governance, and CSR
Room: Amphitheater
Showcase Panel on Managing the Shifting Public-Private Boundary in an Institutionally Heterogeneous World
Chair: Bennet A. Zelner, University of Maryland, College Park

Panelists:
Bennet A. Zelner, University of Maryland, College Park
Anita McGahan, University of Toronto
Christos Pitelis, University of Cambridge
Paul Vaaler, University of Minnesota
Andrew Spicer, University of South Carolina
Sandro Cabral, Universidade Federal da Bahia
## Sunday, July 1

### Session 1.4.1 - Special Session
**Special Session**  
**Room:** Hemisphere B  
**Time:** 14:30-15:45

**Entrepreneurship and Policy: Insights from the Global Entrepreneurship Monitor (GEM)**

Chair: Donna Kelley, GEM USA Team Leader; Babson College  
Discussant: Jose Ernesto Amoros, GEM Chile Team Leader; Universidad del Desarrollo

**Introduction to Developing Economies**
Silvia Torres Carbonell, GEM Argentina Team Leader; IAE Business School

**Latin America Region**
Leonardo Veiga, GEM Uruguay Team Leader; Universidad de Montevideo

**BRICS Countries**
Mike Herrington, GEM South Africa Team Leader; University of Cape Town

**Eastern Europe Region**
Slavica Singer, GEM Croatia Team Leader; J.J. Strossmayer University

**“Next 11” Countries**
Roland Xavier, GEM Malaysia Team Leader; Universiti Tun Abdul Razak

### Session 1.4.2 - Panel
**Track:** 9 - Cross-cultural Management and HRM  
**Room:** Continental B  
**Time:** 14:30-15:45

**Diversity, East and West: A Profit and Non-Profit Perspective of Women in International Business**

Chairs Gabriele Suder, SKEMA Business School and ANUCES Fellow and Janet Y. Murray, University of Missouri-St. Louis

Panel Sponsored by WAIB, Women in the Academy of International Business

Panelists:
- Diane Poirier, American Red Cross
- Yuko Kimura, Daiichi Sankyo Co., Ltd.
- Carol Pino, Daiichi Sankyo, Inc.
- Christine Grosse, Thunderbird

### Session 1.4.3 - Panel
**Track:** 3 - IB Theory, FDI, and Entry Mode  
**Room:** Continental C  
**Time:** 14:30-15:45

**Internationalization of Services Firms: Issues and Opportunities**

Chair: Elizabeth L. Rose, Aalto University School of Economics

Panelists:
- Elizabeth L. Rose, Aalto University School of Economics
- Hussain G. Rammal, University of South Australia
- Pervez N. Ghaouri, King’s College London
- Hemant Merchant, USF – St. Pete
- Viveca Sasi, Aalto University School of Economics

### Session 1.4.4 - Competitive
**Time:** 14:30-15:45

**Track:** 8 - Developing Country MNCs  
**Room:** Smith Suite C1

**Theorizing Multinationals from Developing Economies**

Chair: Alan M. Rugman, University of Reading

The Genesis of Developing Country Based Multinationals  
Peter Buckley, University of Leeds  
Niron Hashai, The Hebrew University

No New Theory Needed to Study MNEs from Emerging Economies  
Alain Verbeke, University of Calgary  
Liena L. Kano, University of Calgary

Do We Need Different Frameworks to Explain Infant MNEs from Developing Countries?  
Rajneesh Narula, Reading University

Emerging Market Multinationals and the Theory of the Multinational Enterprise  
Jean-Francois Hennart, Tilburg University; Queens University; Singapore Management University

### Session 1.4.5 - Competitive
**Time:** 14:30-15:45

**Track:** 1 - Institutions, Governance, and CSR  
**Room:** Smith Suite C2

**M&A and International Business**

Chair: Wenjie Chen, George Washington University

Getting by with a Little Help from My Friends: Does Political Affinity Lead to Lower M&A Premiums?  
Olivier Bertrand, SKEMA Business School  
Marie-Anne Betschinger, Higher School of Economics  
Alexander M. Settles, National Research University Higher School of Economics

Value Creation through Cross-Border Acquisitions by BRIC-Based Firms: An Institution-Based View  
Yinuo Tang, University of Pittsburgh

Do Institutional Factors Still affect M&A Markets in Integrated Regions of the World?  
Caterina Moschieri, IE Business School / Universidade Católica Portuguesa  
Roberto Ragazzino, University of Texas at Dallas  
Jose Manuel Campa, IESE

Cross-Border Mergers and Domestic Wages: Integrating ‘Positive Spillover Effects’ and ‘Negative Bargaining Effects’  
Joseph Clougherty, University of Illinois at Urbana-Champaign and CEPR-London  
Klaus Gugler, Vienna University of Economics and Business  
Lars Sørgard, Norwegian School of Economics
**Session 1.4.6 - Competitive**

**Time:** 14:30-15:45  
**Track:** 3 - IB Theory, FDI, and Entry Mode  
**Room:** Smith Suite C3

**Internationalization Processes**  
Chair: Peter W. Liesch, University of Queensland

- Overcoming Liabilities to Accelerate the Speed of International Rollout of New Product Areas  
  Thomas Hutzschendeuter, WHU  
  Martin Hammes, WHU
- Foreign Entry Timing and Survival: The S-curve Hypothesis  
  Jing’an Tang, Sacred Heart University
- Foreign Direct Investment: Domestic Alliance Experience as an Antecedent to International Expansion  
  Linda Rademaker, Tilburg University  
  Xavier Martin, Tilburg University
- Development and Validation of a Vertical and Horizontal Internationalization Metric  
  Edmund R. Thompson, University of Bath

**Session 1.4.7 - Competitive**

**Time:** 14:30-15:45  
**Track:** 4 - Strategy, Alliances, and Competitiveness  
**Room:** Smith Suite C4

**Trust and Information Asymmetry in International Alliances**  
Chair: Ilya Cuypers, Singapore Management University

- Information Asymmetry and Partner Selection in International Alliances  
  Amol M. Joshi, University of Hawaii at Manoa  
  Nandini Lahiri, University of North Carolina at Chapel Hill
- Home Country Effects on Trust in International Joint Ventures  
  Gokhan Ertug, Singapore Management University  
  Ilya Cuypers, Singapore Management University  
  Niels Noorderhaven, Tilburg University  
  Ben Bensaou, INSEAD
- Coping with Low Trustworthiness in International Joint Ventures: The Moderating Effect of Performance Satisfaction  
  Linda Hy Hsieh, University of Birmingham  
  Suzana Braga Rodrigues, Erasmus University
- Knowledge, Trust and Pixie Dust: Understanding the Complexities of Trust in IJVs  
  Mikelle A. Calhoun, Georgia Southern University  
  Akhadian S. Hamowo, Georgia Southern University

**Session 1.4.8 - Competitive**

**Time:** 14:30-15:45  
**Track:** 8 - Developing Country MNCs  
**Room:** Smith Suite C5

**Institutions, Institutional Change and Internationalization of Developing Economy Firms**  
Chair: Aya Chacar, Florida International University

- Business Groups, Internationalization and Institutional Change: Evidence from India  
  Vikas Kumar, University of Sydney  
  Tamara Stucchi, Copenhagen Business School

**Session 1.4.9 - Panel**

**Time:** 14:30-15:45  
**Track:** 1 - Institutions, Governance, and CSR  
**Room:** Oceanic B

**MNE Response to Organized Crime, War and Violent Conflict**  
Chair: Jennifer Oetzel, American University

- Panelists:  
  Jennifer Oetzel, American University  
  Nathan Ashby, University of Texas at El Paso  
  Li Dai, Loyola Marymount University  
  Tim Fort, George Washington University  
  Chang Hoon Oh, Simon Fraser University  
  Miguel Ramos, University of Texas at El Paso  
  Michelle Westermann-Behaylo, American University

**Session 1.4.10 - Panel**

**Time:** 14:30-15:45  
**Track:** 13 - Teaching IB  
**Room:** Oceanic A

**Internationalizing the Undergraduate Business Curriculum by Strengthening your International Business Programs**  
Chair: Nicholas Athanassiou, Northeastern University

- Panelists:  
  Nicholas Athanassiou, Northeastern University  
  Allan Bird, Northeastern University  
  Kiyohiko Ito, University of Hawaii at Manoa  
  Fernando Robles, George Washington University  
  Jerman Rose, Washington State University
## Session 1.4.11 - Interactive
### Time: 14:30-15:45
**Track: 11 - SMEs and Entrepreneurship**
**Room: Meridian B**

### Emerging Domains for International Entrepreneurship Scholars
Chair: Tanvi Kothari, University of Wisconsin Oshkosh

- **Exploring and Conceptualizing the Internationalization Pathway of For-Profit Social Entrepreneurs**
  Igor Kalinic, University of Groningen
  Maximiliaan Johannes Pater, University of Groningen

- **Born to Learn - Knowledge Exploration and Exploitation of ‘Born Transnationals’**
  Joerg Freiling, University of Bremen
  Mareike Schmidt, University of Bremen

- **The Influence of Institutions in Founder-CEO Retention: IPO Firms in a Developing Country Context**
  Bruce Allen Hearn, University of Sussex
  Jenifer Piesse, Kings College London and University of Bournemouth

- **Engaging Diasporas as International Entrepreneurs in Developing Countries: In Search of Determinants**
  Jean Marie Nkongolo, University of Regina
  Elie Virgile Chrysostome, State University of New York - Plattsburgh

- **Emerging Economies New Ventures Internationalization Strategy: Firm's Readiness VS Founder's Willingness**
  Watcharaphong Leartsurawat, Florida International University

## Session 1.4.12 - Interactive
### Time: 14:30-15:45
**Track: 3 - IB Theory, FDI, and Entry Mode**
**Room: Meridian C**

### Conceptual Innovations and Reflections
Chair: Stephan Manning, University of Massachusetts Boston

- **Dynamics of Differentiation in International Business Research: A Relational Cluster Perspective**
  Stephan Manning, University of Massachusetts Boston
  Werner Kunz, University of Massachusetts Boston

- **Looking for the Nature of the Internationalization Performance Relationship: A Neuronal Network Approach**
  Hannah Noriko Richa, University of Mainz
  Jan Gutenberger, EBS Business School
  Michael-Jörg Oesterle, University of Stuttgart

- **Spatial Relativism: Toward a Fine-Grained Approach for Capturing the Effect of Space (and time) in Multinationality and Performance Research**
  Keith Kelley, Florida International University

- **Is Opportunism Really Redundant in the Theory of the Multinational Enterprise?**
  Alex Eapen, University of Sydney
  Rekha Krishnan, Simon Fraser University

- **A Review and Reconceptualization of Uncertainty in International Business**
  Hannah Xia Han, University College Dublin

## Session 1.4.13 - Interactive
### Time: 14:30-15:45
**Track: 6 - Innovation and Knowledge Mgmt.**
**Room: Meridian D**

### Innovation in Emerging Economies
Chair: Sheila M. Puffer, Northeastern University

- **A Comparative Analysis of Innovation Outsourcing to China and India: The Location of Clinical Trials**
  Klaus Nielsen, Birkbeck, University of London
  Tariq Malik, Dongbei University of Finance & Economics

- **The Impact of Emerging Market Firms' International Engagement on Product and Process Innovation**
  Deepak Somaya, University of Illinois at Urbana-Champaign
  Sandra Corredor, University of Illinois at Urbana-Champaign
  Bongsun Kim, University of Illinois at Urbana-Champaign

- **Emerging Innovation in Emerging Economies: Can Institutional Reforms Help Russia Break Through Its Historical Barriers?**
  Daniel J. McCarthy, Northeastern University
  Sheila M. Puffer, Northeastern University
  Loren R. Graham, Harvard University
  Daniel M. Satinsky, Russia Innovation Collaborative

- **Frugal Innovation: What is new?**
  Kazuhiro Asakawa, Keio University
  Alvaro Cuervo-Cazurra, Northeastern University

- **The International Dimension of Science Parks in East Asia: The Cases of Tsukuba Science City, Hsinchu Science-Based Industrial Park and Daedeok Innopolis**
  Soo Hee Lee, Birkbeck, University of London
  Hee Sun Kim, Birkbeck, University of London
  Jin-Sup Jung, Chungbuk National University

## Session 1.4.14 - Interactive
### Time: 14:30-15:45
**Track: 5 - MNC Management and Organization**
**Room: Meridian E**

### Organization and Leadership in Multinational Enterprises
Chair: Romie Frederick Littrell, Auckland University of Technology

- **Effective Global Leaders: Beyond Mindsets and Skill Sets**
  Mary Boyden Teagarden, Thunderbird School of Global Management
  Andreas Schotter, Thunderbird School of Global Management
How Headquarters and Hierarchy Influence Intra-Organizational Networks in MNCs
William G. Egelhoff, Fordham University
Joachim Wolf, University of Kiel

Marketing Management in MNC Subsidiaries: An Archetypal Analysis
David F. Midgley, INSEAD
Sunil Venaik, University of Queensland

MNC Headquarters as Activity Systems: The Consequences of Differentiating and Relocating MNC Headquarters?
Phillip C. Nell, Copenhagen Business School
Marcus Møller Larsen, Copenhagen Business School

Psychic Distance, Control Mechanism and Subsidiary Performance: An Empirical Study of Austrian MNCs
Manfred Fuchs, University of Graz
Beatrix Jöbstl, University of Graz
Mariella Koestner, University of Graz

Understanding the Construct of Administrative Heritage
Birtton Cowden, Saint Louis University

What are the Consequences of Perceived Parent Company Arrogance?
Jakob Lauring, Aarhus University
Poul Houman Andersen, Aarhus University
Marianne Storgaard, Kolding School of Design
Hanne Kragh, Aarhus University

Session 1.4.15 - Interactive
Time: 14:30-15:45
Track: 7 - Emerging Economies
Room: Continental A

The Implications of Institutional Differences in Emerging Economies
Chair: Mahmood Zaidi, University of Minnesota

A Conceptual Investigation of the Effects of Culture on Economic Freedom in Emerging Markets
Chuck Bryant, Cleveland State University

Equity Culture and Transition Economies: Empirical Evaluation
Zita Stone, University of Kent
Fragkiskos Filippaios, University of Kent
Carmen Raluca Stoian, University of Kent

Internationalization and Entrepreneurship: Empirical Evidence on the Regional Formation of New Ventures in China
Julie Elston, Oregon State University

Rising Labour Disputes in China: Decoding of and Adapting to China’s More Demanding Labour Relations
Audrey Heung Heung Tsui, National University of Singapore
Roy Ee Jin Goh, National University of Singapore

Cross-National Gender Differences in Microfinance: Impact of Societal Trust and Other Characteristics
Raj Aggarwal, University of Akron
John W. Goodell, University of Akron
Lauren Selleck, University of Akron

Local versus Multinational Companies: Inconsistent CSR Perception by Consumers in Emerging Markets
Omer Farooq, Euromed Management-Marseille

Bonding and Bridging Social Capital and SME Growth in Emerging Markets
Natalya Totskaya, Concordia University

SUNDAY, JULY 1 - 15:45-16:15
Time: 15:45-16:15
Room: Atrium Hall

Coffee Break
Refreshments will be provided for conference participants at the Atrium Hall.
This coffee break is sponsored by Aalto University School of Economics in honor of the winner of the "That's Interesting!" Award.

SUNDAY, JULY 1 - 16:15-17:30
Time: 16:15-17:30
Room: Amphitheater

Farmer Dissertation Award Presentations
Chair: Mike Peng, University of Texas at Dallas

Presentations by the 2012 AIB Richard N. Farmer Dissertation Award Finalists. The finalists are listed alphabetically.

External Threats and MNE Strategy: The Role of Exposure, Resources and Coping Mechanisms (Ph.D. Awarded by Texas A&M University)
Li Dai, Loyola Marymount University

The International Expansion of Emerging-Economy Firms: The Influence of Path-Breaking Change and Its Antecedents (Ph.D. Awarded by HEC-Paris)
Kiatitchai Kalasin, Mahidol University

A Follower in Need is A Follower Indeed: Exploring the Joint Effects of TMT Support, Contextual Shocks, and Individual Regulatory Focus on Foreign CEO Self-efficacy and New Venture Performance (Ph.D. Awarded by University of Washington)
Dong Liu, Georgia Institute of Technology

An Institution-Based View of Ownership (Ph.D. Awarded by Erasmus University)
Marc van Essen, Utrecht University

The Farmer Dissertation Award is being sponsored by Michigan State University CIBER.
### Session 1.5.1 - Panel
**Time:** 16:15-17:30  
**Track:** 12 - Value Creation and Work  
**Room:** Hemisphere B

**MNCs, Institutional Change, Shortage of Science and Engineering Talent in the Emerging Ecology of Global Innovation: China Vs India**

*Chairs:* Arie Y. Lewin, Duke University and Ram Mudambi, Temple University

*Panelists:*
- Ram Mudambi, Temple University
- Simon C. Collinson, Reading University
- Silvia Massini, University of Manchester
- Xing Zhong, Duke University
- Jonathan P. Doh, Villanova University

### Session 1.5.2 - Panel
**Time:** 16:15-17:30  
**Track:** 1 - Institutions, Governance, and CSR  
**Room:** Continental B

**Government Role in Promoting International Business: Maintaining Good Business-Government Relationships**

*Chairs:* Joan Mileski, Texas A&M University at Galveston and Susan Forquer Gupta, Monmouth University

*Panel Sponsored by WAIB, Women in the Academy of International Business*

*Panelists:*
- Joan Mileski, Texas A&M University at Galveston
- Susan Forquer Gupta, Monmouth University
- Michael R. Czinkota, Georgetown University
- Benny Holland, Jr., International Longshoremen's Association
- Tara Leiter, Attorney, Blank Rome LLP
- K. Denise Rucker Krepp, Maritime Administration
- Matthew T. McGuire, U.S. Department of Commerce
- Margareta S. Schettler, U.S. Department of State

### Session 1.5.3 - Panel
**Time:** 16:15-17:30  
**Track:** 1 - Institutions, Governance, and CSR  
**Room:** Continental C


*Chair:* Toshiya Ozaki, Rikkyo University  
*Co-Chair:* Steven McGuire, Aberystwyth University

*Panelists:*
- Toshiya Ozaki, Rikkyo University
- Tazeeb Rajwani, Cranfield University
- Thomas Lawton, EMLYON Business School
- Chengang Wang, Bradford University
- Fernando Fastoso, Bradford University
- George O. White III, Old Dominion University
- Adrian Kay, Australian National University
- Robert Ackrill, Nottingham Trent University
- Johan Lindeque, Amsterdam Business School
- Stephen Kobrin, University of Pennsylvania

### Session 1.5.4 - Competitive
**Time:** 16:15-17:30  
**Track:** 12 - Value Creation and Work  
**Room:** Smith Suite C1

**Reconfiguring the Value Chain: Offshoring**

*Chair:* Anna Dubiel, WHU

**The Impact of Location Choice and Governance Model on the Offshoring Performance**
- Lucia Piscitello, Politecnico di Milano
- Stefano Elia, Politecnico di Milano
- Davide Luzzini, Politecnico di Milano
- Federico Caniato, Politecnico di Milano
- Stefano Ronchi, Politecnico di Milano

**Whether or Not to Prepare for Offshoring: A Simulation Study**
- Marcus Møller Larsen, Copenhagen Business School
- Christian Geisler Asmussen, Copenhagen Business School
- Torben Pedersen, Copenhagen Business School

**Does the Global Fragmentation of R&D Activities Pay Back? The Home Region Perspective**
- Grazia D. Santangelo, University of Catania
- Lorena M. D’Agostino, University of Catania

### Session 1.5.5 - Competitive
**Time:** 16:15-17:30  
**Track:** 5 - MNC Management and Organization  
**Room:** Smith Suite C2

**New Perspectives on MNE Strategy and Performance**

*Chair:* Elizabeth L. Rose, Aalto University School of Economics

**The Circular Relationship between Geographical and Product Diversification in Spanish MNEs**
- Diana Benito-Osorio, Rey Juan Carlos University
- Alfredo Jimenez, University of Burgos

**Diverse Strategies of Resource Commitment Development among Service Firms during Internationalization: A Dynamic Capabilities Perspective**
- Abhishek Shukla, Charles Darwin University

**Host Country Location, Subsidiary-Level Firm-Specific Advantages, and Subsidiary Performance in South East Asia**
- Quyen T.K Nguyen, University of Reading
- Alan M. Rugman, University of Reading

**Innovations as Drivers of Headquarters’ Attention Allocation and the Orchestration of Transfer Projects**
- Henrik Dellestrand, Uppsala University
Session 1.5.6 - Competitive Time: 16:15-17:30
Track: 9 - Cross-cultural Management and HRM Room: Smith Suite C3

Societal Level Culture: When and How it Matters
Chair: Paul Brewer, University of Queensland

The Hard or the Soft: The Ethics of Getting Ahead at Work across Asia
Charlotte M. Karam, American University of Beirut
David A. Ralston, Florida International University
Carolyn P. Egri, Simon Fraser University
Arif Butt, Lahore University of Management Sciences
Narasimhan Srinivasan, University of Connecticut
Ping Ping Fu, Chinese University of Hong Kong
Chay-Hoon Lee, Keppel Offshore & Marine
Yong-lin Moon, Seoul National University
Yongjuan Li, Chinese Academy of Sciences
Mahfooz Ansari, University of Lethbridge
Min-Hsun Kuo, National Central University
Hung Vu Thanh, National Economics University
Andrei Pekerti, University of Queensland
Philip Hallinger, Hong Kong Institute of Education
Yongqing Fang, University of Canberra
Ho-Beng Chia, National University of Singapore

Are Values at the Societal-Level Acceptable as Cross-Cultural Predictors in Today's Global Economy?
David A. Ralston, Florida International University
Carolyn P. Egri, Simon Fraser University
Olivier Furrer, University of Nijmegen
Min-Hsun Kuo, National Central University
Yongjuan Li, Chinese Academy of Sciences
Florian von Wangenheim, Technische Universitaet Muenchen
Marina Dabic, University of Zagreb
Irina Naoumova, University of Hartford
Maria Teresa de la Garza Carranza, Instituto Tecnologico de Celaya
Ping Ping Fu, Chinese University of Hong Kong
Vojko V. Potocan, University of Maribor
Andre Pekerti, University of Queensland
Tomasz Lenartowicz, Florida Atlantic University
Narasimhan Srinivasan, University of Connecticut
Tania Casado, University of Sao Paulo
Ana Maria Rossi, Clínica De Stress E Biofeedback
Ema Szabo, Johannes Kepler University
Arif Butt, Lahore University of Management Sciences
Ian Palmer, Royal Melbourne Institute of Technology
Prem Ramburuth, University of New South Wales
David M. Brock, Ben-Gurion University
Jane Terpstra-Tong, Monash University
Illya Girson, University of Westminster
Emmanuelle Reynaud, IAE d’Aix-en-Provence
Malika Richards, Pennsylvania State University
Philip Hallinger, Hong Kong Institute of Education
Francisco B. Castro, CEMPRE-Universidade do Porto
Jaime Ruiz Gutiérrez, Universidad de los Andes

Laurie Milton, Universidad de los Andes and University of Western Ontario
Mahfooz Ansari, University of Lethbridge
Arunas Starkus, CIBER-Vilnius
Audra Mockaitis, Mockaitis
Tevfik Dalgic, University of Texas at Dallas
Fidel León-Darder, University of Valencia
Hung Vu Thanh, National Economics University
Yong-lin Moon, Seoul National University
Mario Molteni, Catholic University of Milan
Yongqing Fang, University of Canberra
Jose Pla-Barber, University of Valencia
Ruth Alas, Estonia Business School
Isabelle Maignan, VU University Amsterdam
Jorge C. Jesuino, Instituto Superior de Ciencias do Trabalho e da Empresa
Chay-Hoon Lee, Keppel Offshore & Marine
Ho-Beng Chia, National University of Singapore
Joel Nicholson, San Francisco State University
Wade Danis, University of Victoria
Mark Weber, Argosy University-Twin Cities

Session 1.5.7 - Competitive Time: 16:15-17:30
Track: 10 - Economics, Finance and Accounting Room: Smith Suite C4

Corporate Governance
Chair: Ruth Aquilera, University of Illinois at Urbana-Champaign

Informality, Expropriation, and Corporate Governance
Matthew Grady Smith, Rutgers Business School

Firm Size, Institutional Quality and the Impact of Securities Regulation
April Michele Knill, Florida State University
Douglas Cumming, York University
Nela Thomas Richardson, Bloomberg

Evolving Property Rights and Shifting Organizational Forms: Evidence from Joint-Venture Buyouts following China's WTO Accession
Farida Kamal, Center for Economic Studies, US Census Bureau
Mary E. Lovely, Syracuse University

The Disintegration of the German Directors' Network - An Empirical Discussion of the Impact of Domestic and International Informal Institutions on the Convergence of Corporate Governance Systems
Dominik Boehler, Karlsruhe Institute of Technology
Jana Oehmichen, Georg-August University Göttingen
Marc Steffen Rapp, Philipps-University Marburg
Michael Wolff, Georg-August University Göttingen
Sunday, July 1

**Session 1.5.8 - Competitive**  
**Time:** 16:15-17:30  
**Track:** 9 - Cross-cultural Management and HRM  
**Room:** Smith Suite C5

**Global Human Resource Management**  
Chair: Mary Margaret Maloney, University of St. Thomas

- **Strategic International HRM: The Case of Chinese Multinationals in Australia**  
  Di Fan, Victoria University  
  Mike Mingqiong Zhang, La Trobe University  
  Cherrie Jiuhua Zhu, Monash University

- **Headquarter HRM Practices and Global Staffing in Japanese MNCs**  
  Shiho Nakamura, University of Ritsumeikan  
  Andrew Staples, Doshisha Business School  
  Kozo Harimaya, University of Ritsumeikan

**II The Role of MNC Headquarters in Reverse Diffusion of HRM Practices**  
Michal Lemanski, WU Wien / UE Wroclaw

- **Cultural Distance and the International Migration of Top Managers: Evidence from European Boards**  
  Padma Rao Sahib, University of Groningen  
  Kees van Veen, University of Groningen

**Session 1.5.9 - Competitive**  
**Time:** 16:15-17:30  
**Track:** 1 - Institutions, Governance, and CSR  
**Room:** Oceanic B

**Business and Society - Rethinking the Boundaries**  
Chair: Paul Vaaler, University of Minnesota

- **International Standards Certification Matters More for Firms in Institutionally Weak Countries**  
  Leo Sleuwaegen, Vlerick Gent Management School and University of Leuven  
  Micheline Goedhuys, Maastricht University, the Netherlands; Vlerick Gent Management School

- **Heterogeneous Effect of Ethnic Networks on International Trade of Thailand: The Role of Family Ties and Ethnic Diversity**  
  Jing-Lin Duanmu, University of Surrey  
  Yilmaz Guney, University of Hull

- **Transnational Diaspora Entrepreneurship: A Theoretical Framework**  
  Kaveh Moghaddam, Old Dominion University

**Session 1.5.10 - Panel**  
**Time:** 16:15-17:30  
**Track:** 13 - Teaching IB  
**Room:** Oceanic A

**Managing Course-Based Export/Import Projects**  
Chair: Nicholas Robinson, North Island College

Panelists:
- Nicholas Robinson, North Island College  
- Miroslaw Jarosinski, Warsaw School of Economics  
- Michel Librowicz, Université du Québec à Montréal

**Session 1.5.11 - Interactive**  
**Time:** 16:15-17:30  
**Track:** 6 - Innovation and Knowledge Mgmt.  
**Room:** Meridan B

**Subsidiary Innovation Strategies**  
Chair: Florian Täube, EBS Business School

- **Subsidiary Strategic Types and Functional Activities: The Importance of Knowledge in the Multinational's Differentiated Network**  
  Odile E. M. Janne, University of London-Birkbeck  
  Paz Estrella Tolentino, Birkbeck, University of London  
  Pi-Chi Chen, Birkbeck, University of London

- **Evolution of Innovation Networks across Geographical and Organizational Boundaries: A Study of Subsidiaries within Bangalore IT Cluster**  
  Amit Karna, EBS Business School  
  Petra Sondereregger, Independent Researcher  
  Florian Täube, EBS Business School

- **A Study on the Key Factors for Successful Implementation of Knowledge Management Systems of Multinational Corporations**  
  Chia Chen Hsu, Ting Hisin International Group  
  Ying Sheng Yao, National Chi Nan University  
  Tsai Chiao Wang, National Chi Nan University

- **A Behavioral View on Competition and Knowledge Sharing Dynamics in Multinational Corporations**  
  Barbara Brenner, WU Wien  
  Shalini Rogbeer, WU Wien

- **Technology Sourcing and a ‘Creative Transition’ in Subsidiaries: The Case of MNE Operations in China**  
  Marina Papanastassiou, Copenhagen Business School  
  Robert Pearce, University of Reading  
  Si Zhang, Tsinghua University

**Session 1.5.12 - Interactive**  
**Time:** 16:15-17:30  
**Track:** 8 - Developing Country MNCs  
**Room:** Meridian C

**Competitive Dynamics and Developing Economy Multinationals**  
Chair: Luis Alfonso Dau, Northeastern University

- **The Internationalization of Private and State Firms under Reforms**  
  Luis Alfonso Dau, Northeastern University

- **Innovation Blowback - How Competition between Advanced Economy MNEs Raises Competitors from Emerging Markets**  
  Martin Ihrig, University of Pennsylvania  
  Philip Kappen, Uppsala University

- **A Conceptual Positioning Matrix for Firms in Developing Countries - Case of India**  
  Ajay Kumar Singal, Indian Institute of Management, Lucknow  
  Arun Kumar Jain, Indian Institute of Management, Lucknow

- **International Location Decisions of Companies from Emerging Countries: When and How Distance Matters**  
  Claudio Ramos Conti, EBAPE/FGV  
  Flávio Carvalho de Vasconcelos, EBAPE/FGV  
  Ronaldo Parente, Florida International University
Developing DMNCs’ Learning Capabilities: From a Coopetition Perspective
Fiona Xiaoying Ji, Kean University
Manisha Singal, Virginia Polytechnic Institute and State University

Emerging Market Firms Competing in Other Emerging Markets: Beyond Institutional Voids
Venkat Subramanian, Vlerick Leuven Gent Management School
Nikhil Celly, University of Hong Kong

Session 1.5.13 - Interactive
Time: 16:15-17:30
Track: 9 - Cross-cultural Management and HRM
Room: Meridian D

Culture at the National and Individual Level
Chair: William Stopford Harvey, University of Sydney

National Culture versus Individual Culture: The Importance of the Ecological Fallacy
Paul Brewer, University of Queensland
Sunil Venaik, University of Queensland

An Exploration of the Effects of National Context and Organizational Performance: An Analysis of Sectors in Two Countries
G. Ronald Gilbert, Florida International University
Donald Roomes, Florida International University

A Psychological Perspective on Cultural Difference: Epistemological Heterogeneity and Individual Heterogeneity Across Cultures
Kamal Fatehi, Kennesaw State University

Intra-National Diversity and Regionalism within the Indian Diaspora: Effects on Reverse FDI
Masud Chand, Wichita State University
Majid Ghorbani, Remin University of China

Emergence of Cultural Intelligence and Global Mindset Capital: A Multilevel Model
Jase Ramsey, University of Alabama
Amine Abi Aad, University of Alabama
Virginia Drummond Abdala, Fundação Dom Cabral
Livía Lopes Barakat, Fundação Dom Cabral

Emotional Intelligence, Role Stress and Performance of Customer Service Staffs in Outsourcing Call Center
Chia-Ying Lu, National Taiwan University

Session 1.5.14 - Interactive
Time: 16:15-17:30
Track: 4 - Strategy, Alliances, and Competitiveness
Room: Meridian E

Managing Alliance Partners and Portfolios
Chair: James Woodley, Ramapo College

When Do Alliance Portfolio Resources Matter? The Effect of a Firm’s Market Experience
Seong-Young Kim, EMLYON Business School
Bernard Forgues, EMLYON Business School

How Do Alliance Partners Share the Value They Create? Determinants of the Value Split in International Technology Transfer Alliances
Farok J. Contractor, Rutgers University
James Woodley, Ramapo College

To Compete or to Cooperate: Contrasting Distance Determinants for Semiconductor Alliances
Sonya H. Wen, Tamkang University

Exploring the Influence of Institutional Embeddedness of Partner Firms on Inter-Partner Dynamics in International Strategic Alliances
Swetketu Patnaik, University of Kaiserslautern

Coordination Modes and IOs Relational Outcomes: The Mechanisms in between
Pei-Li Yu, National Cheng Kung University

Session 1.5.15 - Interactive
Time: 16:15-17:30
Track: 14 - Methods in IB Research
Room: Continental A

Novel Perspectives on Research Methods: Emerging Markets, Born Globals & Linguistics
Chair: Ilan Alon, Rollins College

Show, Don’t Tell - The Combination of Qualitative In-Depth Interviews and Metaphor Analysis in International Research Settings
Stefanie Paluch, TU Dortmund University

An Emic-Etic Research Approach for Under-Researched Countries: Lessons from the LEAD Project for the International Business Research Community
Betty Jane Punnett, University of the West Indies
Terri Lituchy, Concordia University

Qualitative Insights into Concept Formation: The Case of the “Born Global”
Lisa Hewerdine, University of Sydney
Catherine Welch, The University of Sydney

Assessing Group Variation: Methodological Considerations for Emerging Markets Research
Alexander M. Settles, National Research University Higher School of Economics
Valentina V. Kuskova, National Research University Higher School of Economics
Liudmila V. Petrova, National Research University Higher School of Economics

Corpus Linguistics Tools and Qualitative and Quantitative International Business Research
Brian Hilton, Nottingham University Business School
John McKenny, English Studies Nottingham University

"By Eyesight" - A Case of Mixing Methods in Qualitative Business Research
Sabina Jaeger, AUT University
Romuald Rudzki, New Zealand School of Export
Sunday, July 1

SUNDAY, JULY 1 - 17:30-18:30

WAIB Reception

The reception will be held at the Atrium Hall. The reception is jointly sponsored by the E. Desmond Lee Professorship for Developing Women Leaders and Entrepreneurs in International Business, College of Business Administration, University of Missouri-St. Louis, and the Academy of International Business. Current and prospective WAIB members are invited to attend the reception. A short program and awards will take place during the reception.

SUNDAY, JULY 1 - 19:00-22:00

AIB Fellows' Dinner

The Fellows Dinner will be held offsite.

AIB Fellows and invited guests only.

Legend for Symbols Used:

- Nominee for the Temple/AIB Best Paper Award
- Nominee for the Haynes Prize for the Most Promising Scholar

Sessions that align with the conference theme have been highlighted.

MONDAY, JULY 2

MONDAY, JULY 2 - 09:00-10:15

Session 2.1.P - Panel

Time: 09:00-10:15
Track: 7 - Emerging Economies
Room: Amphitheater

Showcase Panel on Institutional Change and Emerging Market Multinationals

Chairs: Elitsa R. Banalieva, Northeastern University and Laszlo Tihanyi, Texas A&M University

Panelists:
Michael Hitt, Texas A&M University
Robert Hoskisson, Rice University
Ruth Aguilera, University of Illinois at Urbana-Champaign
Alvaro Cuervo-Cazurra, Northeastern University

UNCTAD WIR Panel II: TNCs, Global Value Chains and Development: the Investment and Trade Nexus

Chairs: James Zhan, Division on Investment and Enterprise, UNCTAD and Hafiz Mirza, Division on Investment and Enterprise, UNCTAD
Discussant: Jeremy Clegg, University of Leeds

Panelists:
James Zhan, Division on Investment and Enterprise, UNCTAD
Hafiz Mirza, Division on Investment and Enterprise, UNCTAD
Susan Feinberg, Temple University
Christos Pitelis, University of Cambridge
Ram Mudambi, Temple University
Aaron Brickman, SelectUSA, U.S. Department of Commerce
Ilan Alon, Rollins College

Session 2.1.1 - Special Session

Time: 09:00-10:15
Special Session Room: Hemisphere B


Chair: Danica Purg, IEDC-Bled School of Management

Panelists:
Danica Purg, IEDC-Bled School of Management
Nancy J. Adler, McGill University
Jonathan Cook, Gordon Institute of Business Science
Sergei Filonovich, National Research University Higher School of Economics
### Session 2.1.3 - Panel
**Time:** 09:00-10:15  
**Track:** 1 - Institutions, Governance, and CSR  
**Room:** Continental C

**A Global View on Sustainability and CSR**  
**Chair:** Bodo B. Schlegelmilch, WU Vienna

**Panelists:**  
- Bodo B. Schlegelmilch, WU Vienna  
- Timothy M. Devinney, University of Technology, Sydney  
- Michael R. Czinkota, Georgetown University  
- Constantinos N. Leonidou, Leeds University  
- Verena Gruber, WU Vienna  
- Constantine S. Katsikeas, Leeds University  
- Athina Zeriti, Leeds University

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### Session 2.1.4 - Competitive
**Time:** 09:00-10:15  
**Track:** 6 - Innovation and Knowledge Mgmt.  
**Room:** Smith Suite C1

**Where is Knowledge in the Global Organization?**  
**Chair:** Shad Morris, Ohio State University

- Multi-Country Knowledge Generation: Evolving Parent-Subsidiary Relationships and Global Innovation within MNCs  
  - Heather K Berry, George Washington University  
- Building Effective R&D Portfolios: Location Choices and Performance Consequences  
  - Mario Kafouros, University of Leeds  
  - Niron Hashai, The Hebrew University  
  - Chengqi Wang, Nottingham University Business School  
- Superstar Inventors in Foreign Subsidiaries of the MNC  
  - Katarina Blomqvist, Uppsala University  
  - Philip Kappen, Uppsala University  
  - Ivo Zander, Uppsala University  
- Evolution of Global Innovation Network in MNEs  
  - Charles Dhanaraj, Indiana University  
  - Srivardhini K. Jha, Indian Institute of Management Bangalore  
  - Rishikesha T. Krishnan, Indian Institute of Management Bangalore

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### Session 2.1.5 - Competitive
**Time:** 09:00-10:15  
**Track:** 3 - IB Theory, FDI, and Entry Mode  
**Room:** Smith Suite C2

**New Perspectives on Internationalization**  
**Chair:** Klaus Meyer, China Europe International Business School

- Dispersion of Internationalization and Firm Performance: A Contextualist Three-Stage Model  
  - Pham Hoanh Son Nguyen, ESC Clermont Graduate School of Management  
  - Tugrul Atamer, EMLYON Business School  
  - Alain Charles Martinet, University Jean Moulin Lyon 3  
- Modeling the Speed of Internationalization: Examining the Different Modes of Internationalization According to their Timing and Speed  
  - Masahiro Kotosaka, University of Oxford

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### Session 2.1.6 - Competitive
**Time:** 09:00-10:15  
**Track:** 3 - IB Theory, FDI, and Entry Mode  
**Room:** Smith Suite C3

**M&As and Entry Mode Choices**  
**Chair:** Olivier Bertrand, SKEMA Business School

- Is There a Link Between Geography, Regional Integration and Governance? A Study of MNEs’ Entry Mode Decisions in Europe  
  - Roberto Ragozzino, University of Texas at Dallas  
  - Caterina Moschieri, IE Business School / Universidade Católica Portuguesa  
  - Brian C. Pinkham, University of Texas at Dallas  
- Entry Mode Choice: Is MNEs’ Behavior Space-Neutral?  
  - Lucia Piscitello, Politecnico di Milano  
  - Sergio Mariotti, Politecnico di Milano  
  - Stefano Elia, Politecnico di Milano  
- Environmental Munificence, Prior Experience, and the Prevalence of Cross-Border Mergers & Acquisitions  
  - Rimi Zakaria, Florida International University  
  - W.G. Douglas Fernandez, Florida International University  
  - William Schneper, Florida International University  
- Asset-Seeking Acquisitions: Performance Consequences for Service Sector EMNCs  
  - Sathiyajit Gubbi, University of Groningen  
  - Padma Rao Sahib, University of Groningen

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### Session 2.1.7 - Competitive
**Time:** 09:00-10:15  
**Track:** 13 - Teaching IB  
**Room:** Smith Suite C4

**Assessing and Enhancing Multicultural Perspectives in IB Students**  
**Chair:** Vas Taras, University of North Carolina Greensboro

- Student Perceptions of Internationalization, Multiculturalism, and Diversity in the Business School  
  - Matthew C. Mitchell, Drake University  
  - Darcie Vandegrift, Drake University  
- Changing Minds: International Business and Student Attitudes towards Globalization in Qatar and Hong Kong  
  - Amit Das, Qatar University  
  - Pamsy P. Hui, Hong Kong Polytechnic University  
  - Shobha Das, Qatar University  
- Preparing Students for Doing Business with the “Forgotten Majority”: Curriculum Strategies and Research Activities for “Base of the Pyramid” Instruction  
  - Les Diabant, Lake Forest College
Monday, July 2

**Anatomy of an Undergraduate Business Study Tour revisited: An Integrated Approach**
Jolanta Aritz, University of Southern California

**Session 2.1.8 - Competitive**
**Time:** 09:00-10:15
**Track:** 5 - MNC Management and Organization
**Room:** Smith Suite C5

**Blended Family: Rethinking Culture’s Consequences on Organization**
Chair: Mary Margaret Maloney, University of St. Thomas

<table>
<thead>
<tr>
<th>Title</th>
<th>Speakers</th>
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<tbody>
<tr>
<td>Internal Communications, Shared Experience and Vicarious Learning: The Effects on Multinational Divisions’ Strategy and Performance</td>
<td>Michael David Lord, Wake Forest University, Annette Ranft, University of Tennessee, Paul Nagy, Florida State University</td>
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<td>Psychic and Cultural Distance Effects on Corporate Performance: Re-evaluating an Ambiguous Relationship</td>
<td>Fragkiskos Filippaiois, University of Kent, Ruth Rama, CCHS-CSIC (Spanish National Research Council)</td>
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<tr>
<td>R&amp;D Investment, Performance above Aspirations and National Culture: Evidence from the Paper Products Industry</td>
<td>Krista Burrill Lewellyn, Old Dominion University, Shuji Bao, Old Dominion University</td>
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<tr>
<td>A Cognitive-based View of the Impacts of Cultural Distance on New Product Development Performance in International Supply Chain Innovation Alliances</td>
<td>Robin N. Pesch, University of Bayreuth, Torben Bruder, University of Bayreuth, Ricarda B. Bouncken, University of Bayreuth</td>
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**Session 2.1.9 - Competitive**
**Time:** 09:00-10:15
**Track:** 11 - SMEs and Entrepreneurship
**Room:** Oceanic B

**The Role of Learning and Knowledge in Entrepreneurial Firms**
Chair: Patricia Mcdougall, Indiana University

<table>
<thead>
<tr>
<th>Title</th>
<th>Speakers</th>
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<tbody>
<tr>
<td>Go Out There and Learn! The Mediating Effects of International Business Competence on the Relationship between Internationalization and Firm Performance</td>
<td>Dinora Eliete Floriani, University of Vale do Itajai, Maria Tereza Fleury, Fundação Getúlio Vargas, Afonso Carlos Correa Fleury, University of São Paulo, Rodrigo Bandeira-de-Mello, Fundação Getúlio Vargas</td>
</tr>
<tr>
<td>Small Firm Internationalisation Competence: An Owner-Manager Perspective</td>
<td>Peter William Lamb, La Trobe University, Jörgen Sandberg, University of Queensland</td>
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<tr>
<td>In Search of a Prince: An INV’S Quest for a Strong Tie with an MNE</td>
<td>Shameen Prashantham, Nottingham University Business School, Suresh Bhagavatula, Indian Institute of Management Bangalore, K Kumar, Indian Institute of Management Bangalore</td>
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</tbody>
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**Session 2.1.10 - Panel**
**Time:** 09:00-10:15
**Track:** 14 - Methods in IB Research
**Room:** Oceanic A

**How IB Journals Manage Qualitative Submissions: Best Practices and Future Directions?**
Chair: Catherine Welch, The University of Sydney
Co-Chair: Sylvie Chetty, Massey University

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<tr>
<td>Catherine Welch, The University of Sydney</td>
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<td>Mary Yoko Brannen, INSEAD</td>
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<td>Sylvie Chetty, Massey University</td>
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<td>Pervez N. Ghauri, King's College London</td>
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<td>Klaus Macharzina, University of Hohenheim</td>
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<td>Peter W. Liesch, University of Queensland</td>
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**Session 2.1.11 - Interactive**
**Time:** 09:00-10:15
**Track:** 11 - SMEs and Entrepreneurship
**Room:** Meridian B

**Institutional Environments, National Culture and Learning**
Chair: Julie Elston, Oregon State University

<table>
<thead>
<tr>
<th>Title</th>
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<tbody>
<tr>
<td>A Cross-Cultural Study of the Ease of Doing Business and the Effect of Institutional Environment</td>
<td>Rakesh Sambharya, Rutgers University - Camden, Martina Musteen, San Diego State University</td>
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<tr>
<td>The Impact of National Culture, Type of Entrepreneurs on Outsourcing</td>
<td>Shouming Chen, Tongji University, Aparita Joardar, Clark University, Sibin Wu, University of Texas-Pan American</td>
</tr>
<tr>
<td>International Entrepreneurship and Legitimacy: A Study of Chinese International Firms</td>
<td>Hairu Yang, Shanghai Finance University, Zhiqiang Liu, Huazhong University of Science and Technology, Daniel Ding, City University of Hong Kong</td>
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<tr>
<td>The Moderating Effect of Knowledge Transfer and Institutional Context on the Speed of Internationalization - A Proposed Framework</td>
<td>Niklas Akerman, Linnaeus University</td>
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<tr>
<td>The International Expansion of SMEs: High vs. Low Entrepreneurial Orientation</td>
<td>Patricia Todd, Western Kentucky University, Rajeshkhar (Raj) Javalgi, Cleveland State University, Robert Scherer, Cleveland State University</td>
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<tr>
<td>Entrepreneurship, Competitiveness and Economic Growth of BRICS Countries: An Empirical Analysis of Data From GEM and GCI</td>
<td>Raimundo Eduardo Silveira Fontenele, Universidade de Fortaleza, Paulo Francisco Barbosa Sousa, Universidade Federal do Ceará, Alexandre Oliveira Lima, Universidade de Fortaleza</td>
</tr>
</tbody>
</table>
Session 2.1.12 - Interactive
Track: 12 - Value Creation and Work Room: Meridian C

The Geography of Value Creation: Clusters, Networks, Ethnic Ties
Chair: Gabriele Suder, SKEMA Business School and ANUCES Fellow

International Input-Output Dynamics as a Measure of the Geography of Value-Distribution Across Asia and of Market Integration
Gabriele Suder, SKEMA Business School and ANUCES Fellow
Satoshi Inomata, JTRO-IDE
Irina Jormanainen, Aalto School of Economics
Bo Meng, JTRO-IDE

The Rise of Global Service Delivery Networks: Network Conditions and Embedded Strategies
Stephan Manning, University of Massachusetts Boston
Pratyush Bharati, University of Massachusetts Boston

Information Processing Competency in Global Service Delivery: An Empirical Analysis of Knowledge Process Outsourcing in Service Supply Chains
Vaidy Jayaraman, University of Miami
Stephanie Lu Wang, University of Miami
Yadong Luo, University of Miami
Antony Paulraj, University of North Florida

Moving Along the Value Chain: The International Expansion of Thailand-listed Firms
Pavida Pananond, Thammasat Business School

Harnessing Business Services Sourcing Capabilities for Economic Development in Newly Industrialized Economies
Xing Zhong, Duke University
Arie Y. Lewin, Duke University

The influence of the National Institutional Environment on the Entry of Indigenous Firms into Global Value Chains: A Comparative Case Study Investigation in Tajikistan and Kyrgyzstan
Dilshod Makhmadshoev, University of Strathclyde

Session 2.1.13 - Interactive
Track: 7 - Emerging Economies Room: Meridian D

Studying Consumer and Employee Behavior in Emerging Markets
Chair: Douglas Sanford, Towson University

Consumer Responses and Cross-border Acquisitions: Evidence from China
Cher-Min Fong, National Sun Yat-sen University
Chun-Ling Lee, National Sun Yat-sen University
Yunzhou Du, Anhui University of Finance & Economics

Compromising Brands: Western Hotel Chains and Capitalism with Chinese Characteristics
Brian Hilton, Nottingham University Business School
Beadle Frederick, Nottingham University Business School
Wang Yi, Nottingham University Business School

Understanding Cognitive Moral Development of Chinese Purchasing Professionals
Yi-Hui Ho, Chang Jung Christian University
Chieh-Yu Lin, Chang Jung Christian University

The Impact of Relation-Specific Investments on Channel Relationship Performance - Focusing on Mediators
Yi Zheng, Nanjing University
Guocai Wang, Nanjing University
Yanhui Zhao, Michigan State University

Antecedents of Service Climate in Emerging Markets: An Exploration of Local and Foreign Service Providers in Vietnam
Hung Trong Hoang, University of Adelaide
Susan Freeman, University of Adelaide
Vinhh Nhat Lu, Australian National University
Sally Rao Hill, University of Adelaide

Cirque du Soleil’s Venture in Macau: Chinese Tourists’ Behavior within the Standardization-Adaptation Debate
Joseph Adea Sy-Changco, University of Macau
Alix Barasch, University of Pennsylvania
Chi Hin Chim, Haas Business School
Bernard Tan, University of St. Joseph

Session 2.1.14 - Interactive
Track: 4 - Strategy, Alliances, and Competitiveness Room: Meridian E

Perspectives in Global Strategy
Chair: Simon C. Collinson, Reading University

Business Strategies of Foreign Subsidiaries: Performance Effects and Customer Access Moderations
Anders Pehrsson, Linnaeus University

Antecedents of Multinational Enterprise Performance: A Literature Review
Lars Matysiak, Justus Liebig University Giessen
Andreas Bausch, Justus Liebig University Giessen

Geographical Choice and Firm Strategy: Insights from the Oil and Gas Industry
Simon C. Collinson, Reading University
Colin Dale, Reading University

Embeddedness for Global Innovation: An Investigation of Differentiated Ties at Overseas R&D Subsidiaries
Kazuhiro Asakawa, Keio University
Tina Claudia Ambos, Johannes Kepler University
Björn Ambos, Vienna University of Economics and Business

Global Networks in the High-Tech Industry: Structural Holes and R&D Performance
Susanne Johanna Scherer, WU Vienna
Gregor Binder, WU Vienna
Mario Glowik, Karol Adamiecki University of Economics in Katowice

Organizational Ambidexterity and Performance: Quadratic and Moderating Effect Under Differing Degree of Market Orientation
Yao-Ping Peng, National Chung Hsing University
Ku-Ho Lin, National Chung Hsing University
Monday, July 2

**Investigating Profitability Differences between Hotel MNEs and DMEs in South Mediterranean European Countries**
Ioanna Giannoukou, University of Patras
George Anastassopoulos, University of Patras
Christina Beneki, Technological Educational Institute of Ionian Islands

An Investigation into the Cultural and Religious Determinants of National Competitiveness
Hamid Yeganeh, Winona State University

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<tr>
<td><strong>Politicians and Political Dynamics in International Business</strong></td>
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<tr>
<td>Chair: George O. White III, Old Dominion University</td>
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</table>
| Why MNCs Should Invest in Foreign Countries During Political Elections | Charles Harrison, University of Pennsylvania
Raed Elaydi, Roosevelt University |
| Contagion and Risk Management Strategy: Navigating Exogenous Shocks in the Global Business Environment | J. Cameron Verhaal, University of Utah
Karim Fladmoe-Lindquist, University of Utah |
| Political Economy and Financial Architecture | Raj Aggarwal, University of Akron
John W. Goodell, University of Akron |
| Corporate Political Actions, Nonmarket Positions and the Institutional Environment | Seong-jin Choi, Peking University
Nan Jia, University of Southern California
Jianguo Lu, University |
| Antecedents and Performance Consequences of Subsidiaries’ Political Activities in Emerging Markets: An Institutional Approach | Stefan Heidenreich, WU Vienna
Jonas F. Puck, WU Vienna
Phillip C. Nell, Copenhagen Business School |
| Determinants of Voluntary Environmental Management Practices for MNE Subsidiaries in an Emerging Country | Erkan Bayraktar, Bahcesehir University
Ekrem Tatoglu, Bahcesehir University
Sunil Sahadev, University of Sheffield
Mehmet Demirbag, University of Sheffield |
| How Global Level Public Policy Impacts Domestic Clean Energy Technology Development | Joel Malen, University of Minnesota |
| Nonmarket Institutional Pressures and the Frequency of Nonmarket Actions: Evidence from Foreign Owned Firms | Cosmina Lelia Voinea, Radboud University Nijmegen
Hans van Kranenburg, Radboud University Nijmegen |

**MONDAY, JULY 2 - 10:15-10:45**

**Coffee Break**

Refreshments will be provided for conference participants at the Atrium Hall.

This coffee break is sponsored by **Bryant University** in honor of the winner of the Best Paper Award in the Emerging Economies Track.

**MONDAY, JULY 2 - 10:45-12:00**

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<td>Track: 12 - Value Creation and Work</td>
<td>Room: Amphitheater</td>
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<tr>
<td><strong>Showcase Panel on Global Organization and Reconfiguration of Value Creation and Work</strong></td>
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<tr>
<td>Chair: Ram Mudambi, Temple University</td>
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<td>Panelists:</td>
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</table>
| Ram Mudambi, Temple University | Tarun Khanna, Harvard Business School
Pankaj Ghemawat, IESE Business School
Arie Y. Lewin, Duke University
Bruce Kogut, Columbia University |

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<th>Session 2.2.1 - Panel</th>
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<td>Track: 11 - SMEs and Entrepreneurship</td>
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<td><strong>Women Starting and Leading Businesses in Adverse Conditions</strong></td>
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<tr>
<td>Chairs: Amanda Bullough, Thunderbird School of Global Management and Susan Forquer Gupta, Monmouth University</td>
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<tr>
<td>Panel Sponsored by WAIB, Women in the Academy of International Business</td>
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<tr>
<td>Panelists:</td>
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</table>
| Amanda Bullough, Thunderbird School of Global Management | Susan Forquer Gupta, Monmouth University
Liesl Riddle, George Washington University
Wynona Heim, Thunderbird School of Global Management
Mary Boyden Teagarden, Thunderbird School of Global Management |
Margareta S. Schettler, U.S. Department of State
Maria Peña, Vital Voices Global Partnerships
Nakiye Boyacigiller, Sabanci University
Elizabeth Vazquez, WEConnect International |
Exploring Responsible Global Leadership
Chair: Schon Beechler, INSEAD
Panelists:
- Allan Bird, Northeastern University
- Schon Beechler, INSEAD
- Mark Mendenhall, University of Tennessee
- Christof Miska, WU Vienna
- Sheila M. Puffer, Northeastern University

Emerging Trends in Multinational R&D in Emerging Markets: Rethinking the Nexus between Institutions and Innovation
Chair: Rishikesha T. Krishnan, Indian Institute of Management Bangalore
Panelists:
- Rishikesha T. Krishnan, Indian Institute of Management Bangalore
- Srivardhini K. Jha, Indian Institute of Management Bangalore
- Anand Nandkumar, Indian School of Business
- Kannan Srikantan, Indian School of Business
- Krishnan Narayanay, Indian Institute of Technology Bombay
- Charles Dhanaraj, Indiana University

The Nature of Innovation in Emerging Markets
Chair: Masaaki Kotabe, Temple University

Transcending Paradoxes: Managing Innovation and Growth in the Indian Biotech Industry
- Shalista E. Khilji, George Washington University
- Tomasz Mroczkowski, American University
- Rashmi Assudani, Xavier University

The Structure and Performance of Reverse-Innovating Subsidiaries in Emerging Markets
- Michael Sartor, University of Western Ontario

The Economic Impacts of Technological Capability, FDI and R&D in Emerging Economies
- Hyun Shin, Long Island University
- Steven Chang, Long Island University

Export Intensity, Domestic Market Competition, and Product Innovation in an Emerging Economy
- Zhenzheng Xie, Hong Kong University of Science and Technology
- Jiatao Li, Hong Kong University of Science and Technology

Balancing Exploration and Exploitation
Chair: Kazuhiro Asakawa, Keio University

International R&D Collaborations and Novelty of Product Innovation
- Annique Un, Northeastern University
- Maria Nieto, Universidad Carlos III de Madrid
- Lluis Santamaria, Universidad Carlos III de Madrid

The Role of Cross-National Knowledge on Organizational Ambidexterity: A Case of the Global Pharmaceutical Industry
- Denise Dunlap, Northeastern University
- Tucker Marion, Northeastern University
- John Friar, Northeastern University

Proactive Knowledge Replication: The Choice and Performance Effects of Using Principles or Templates in Multinational Consulting Projects
- James Oldroyd, Sungkyunkwan University
- Shad Morris, Ohio State University

M&A, IJV’S and International Alliances
Chair: Yves Doz, Insead

Exploring the Strategic Antecedents of Alliance Portfolio Configuration—An Empirical Study Based on A Two-Dimension Based Approach
- Wei He, Florida International University
- Sumit K. Kundu, Florida International University
- Jinlin Zhao, Florida International University

Cross Border Acquisition Choice in the Services Sector: Evidence from Emerging Economies
- Somnath Lahiri, Illinois State University
- B. Elango, Illinois State University
- Sumit K. Kundu, Florida International University

Which Came First, The Chicken or the Egg? Using Propensity Score Matching to Determine Causality
- Wenjie Chen, George Washington University
- Alvaro Cuervo-Cazurra, Northeastern University

Enduring Distance
Chair: David A. Ralston, Florida International University

Reconsidering the Concept of Distance in Internationalization Research
- Thomas Hutzscshenreuter, WHU
- Ingo Kleindienst, WHU
- Sandra Lange, WHU
**2012 AIB Conference Detailed Program**

**Monday, July 2**

**Multidimensional Distances and Location Choice: An Empirical Study of Chinese Outward Foreign Direct Investment**
- Na Ma, Tsinghua University
- Dong Chen, Loyola Marymount University

**Psychic Distance in 37 Years of IB Literature: Taking Stock and Setting the Course**
- Anja Maria Schuster, Vienna University of Economics and Business
- Björn Ambos, Vienna University of Economics and Business

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**Session 2.2.9 - Competitive**
**Time:** 10:45-12:00
**Track:** 10 - Economics, Finance and Accounting
**Room:** Oceanic B

**International Resource Allocation**
Chair: Abigail S. Hornstein, Wesleyan University

*Do Multinational Firms Shift Profits Out of China?: Subsidiary-level Evidence*
- Sea-Jin Chang, National University of Singapore
- Jaiho Chung, Korea University
- Jon Jungbien Moon, Korea University

*Geographic Scope under Conditions of Confined and Connected Change: The Case of Telefónica*
- Rafael Lucea, George Washington University
- Luis Vives, ESADE Business School

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**Session 2.2.10 - Competitive**
**Time:** 10:45-12:00
**Track:** 9 - Cross-cultural Management and HRM
**Room:** Oceanic A

**Multicultural Teams & Managing Diversity**
Chair: Mary Elizabeth Zellmer-Bruhn, University of Minnesota

*Language Differences as Impediments to Shared Mental Model Formation in Multinational Teams*
- Helene Tenzer, Tübingen University
- Markus Pudelko, Tübingen University

*A Comparative Analysis of the Effects of Different Forms of Team Diversity on Global Virtual Team Performance*
- Vas Taras, University of North Carolina Greensboro
- Pawel Bryla, University of Lodz
- Dan V. Caprar, University of New South Wales
- Alfredo Jimenez, University of Burgos
- Peter Magnusson, Florida International University
- Riikka Sarala, University of North Carolina, Greensboro

**Multinational Teams: Cultural Differences, Interactions, Organizational Context, and Performance**
- Aida Hajro, Brunel University
- Markus Pudelko, Tübingen University
- Cristina Gibson, University of Western Australia

*Getting the Best from Cultural Diversity: Psychological and Structural Elements in a Five T-model*
- Geetha Garib, UCL

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**Session 2.2.11 - Interactive**
**Time:** 10:45-12:00
**Track:** 3 - IB Theory, FDI, and Entry Mode
**Room:** Meridian B

**Multiple Entry Perspectives**
Chair: Deepak K Datta, University of Texas at Arlington

*Where Experience Matters More: Effects of Learning on Value Creation in Cross-Border Acquisitions by U.S. Firms in the Service Industry*
- Dynah A. Basult, Asian Institute of Management
- Deepak K Datta, University of Texas at Arlington

*Entry Mode and Distance: An Experimental Investigation of a Contentious Relationship*
- Douglas Dow, University of Melbourne
- Daniel Baack, University of Denver
- Ronaldo Parente, Florida International University

*Choice of Foreign Market Entry Mode: The Moderating Effect of Cultural Distance on Separability and Foreign Expansion*
- Maziar Raz, University of Western Ontario

*Success in Entry Mode Choice in a High Animosity Host Country Market*
- Cher-Min Fong, National Sun Yat-sen University
- Chun-Ling Lee, National Sun Yat-sen University
- Yunzhou Du, Anhui University of Finance & Economics

*Determinants of Foreign Direct Investments (FDI) Ownership Mode Choice in China: Evidence from Nordic Manufacturing Investment*
- Yi Wang, University of Vaasa
- Jorma Larimo, University of Vaasa

*Service Characteristics as Moderators of the Entry Mode Choice: Empirical Evidence in the Hotel Industry*
- Jose Pla-Barber, University of Valencia
- Cristina Villar, University of Valencia
- Fidel León-Darder, University of Valencia

*The Entry Mode Choice in Family-Owned Firms*
- Yi-Chieh Chang, St. John's University
- Chih-Hao Tsai, National Sun Yat-Sen University
- Chih-Fang Chiu, National Taiwan University

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**Session 2.2.12 - Interactive**
**Time:** 10:45-12:00
**Track:** 10 - Economics, Finance and Accounting
**Room:** Meridian C

**Ownership Change**
Chair: Liu Wang, Providence College

*Corporate Cash Holdings and Global Financial Crisis: An Empirical Study of Chinese Companies*
- Mohamad Sepehri, Jacksonville University
- Yujun Lian, Sun Yat-sen University
- Maggie Foley, Jacksonville University

*Gold for the Golden Years: Cross-Border Acquisitions and Inside Debt*
- Krista Burrill Lewellyn, Old Dominion University

*Ownership and Premium in Foreign Acquisitions: Impact of Geographic Distance and Payment Method*
- Ajai Gaur, Rutgers University
- Shavin Malhotra, Ryerson University
The Role of National Distances and Subsidiary Experience of Target Firm in Cross-border M&A
Hyejin Cho, Korea University

Privatization and Natural Advantage
Jean-Claude Cosset, HEC Montreal
Artyom Durnev, University of Iowa
Igor Oliveira dos Santos, HEC Montreal

Session 2.2.13 - Interactive
Track: 6 - Innovation and Knowledge Mgmt.
Time: 10:45-12:00
Room: Meridian D

Organizational and Cultural Influences on Innovation
Chair: Kalanit Efrat, Ruppin Academic Center

Cultural Aspects of Innovation
Kalanit Efrat, Ruppin Academic Center

Emigrants' Willingness to Share Knowledge with Compatriots Still Living in their Country of Origin
Helena Barnard, GIBS, University of Pretoria
Catherine Pendock, GIBS, University of Pretoria

Optimizing Cross-cultural Team Knowledge in Conceiving and Introducing Global Products
Karina R. Jensen, ESCP Europe

Global Dissemination of the Toyota Way in Sales & Marketing
Osamu Tsukada, Kagawa University

'Non-Verbatim' Transfer of Routines Across Borders: The Interplay of Institutional Context and Routine Complexity
Majid Eghbali-Zarch, University of Western Ontario

Deep Sea versus Inshore Fishing - The Impact of Market Information Internationalization on New Product Development Performance
Anna Dubiel, WHU
Christoph Grimpe, Copenhagen Business School

Session 2.2.14 - Interactive
Track: 5 - MNC Management and Organization
Time: 10:45-12:00
Room: Meridian E

The Diffusion of Practices in Multinational Enterprises
Chair: Paul W. Beamish, University of Western Ontario

Advantages of Foreignness: Benefits of Creative Institutional Deviance
Wei Shi, Rice University
Robert Hoskisson, Rice University

Dependence Change and the Divesture of Formerly Acquired Foreign Subsidiaries
Jun Xia, West Virginia University
Xufei Ma, Chinese University of Hong Kong

HRM Issues and Practices of Emerging Market Multinationals: The Case of Brazilian Multinationals
Kamel Mellahi, University of Warwick
David Collings, National University of Ireland, Galway
George Fynes, Middlesex University

Knowledge Inflows and Subsidiary's Global Initiative in MNCs: The Perspective of Human Capital Theory
Wan-Ching Chen, Sun Yat-Sen University

The Effects of Non-Proximity on Staffing in Foreign Investments
Kevin K. Boeh, Pacific Lutheran University
Paul W. Beamish, University of Western Ontario

The Influences of High Performance Human Resource Practices on Knowledge Capacity and Innovation Performance - An Example of Taiwanese MNCs
Huei-Fang Chen, Soochow University

MONDAY, JULY 2 - 12:00-13:00
AIB Fellows' Business Meeting
AIB Fellows only.

Light Lunch
A light lunch will be provided for conference participants at the Atrium Hall.

MONDAY, JULY 2 - 13:00-14:15
International Business-Government Relations: Quo Vadis? (AIB Fellows Session in Honor of Jean Boddewyn)
Chair: Robert Grosse, George Mason University
Guest Speaker:
Jean Boddewyn, Baruch College, CUNY
Discussants:
Stephen Kobrin, University of Pennsylvania
Ravi Ramamurti, Northeastern University
Theodore Moran, Georgetown University

Multinational Firm and Establishment Level Data: What's Hot in 2012?
Chair: Heather K Berry, George Washington University

Panelists:
Heather K Berry, George Washington University
Ray Mataloni, BEA
Brad Jensen, Georgetown University
Stefano Menghinello, ISTAT
Jeremy Clegg, University of Leeds
### Session 2.3.2 - Panel
**Time:** 13:00-14:15  
**Track:** 12 - Value Creation and Work  
**Room:** Continental B

**Diaspora Networks, Institutional Entrepreneurship and Innovation**  
Chair: Florian Täube, EBS Business School and Liesl Riddle, George Washington University

**Panelists:**  
Paul Vaaler, University of Minnesota  
Liesl Riddle, George Washington University  
Kate Gillespie, University of Texas, Austin  
Preeta Banerjee, Brandeis University  
Prithviraj Choudhury, University of Pennsylvania  
Romi Bhatia, USAID  
Florian Täube, EBS Business School

### Session 2.3.3 - Panel
**Time:** 13:00-14:15  
**Track:** 1 - Institutions, Governance, and CSR  
**Room:** Continental C

**Opening Global Markets to U.S. Health Care Exports: A Cooperative Approach**  
Chair: Jonathan P. Doh, Villanova University

**Panelists:**  
Edward Gresser, Senior Advisor, Alliance for Healthcare Competitiveness  
Trevor Gunn, Senior Director, International Relations, Medtronic  
Jim Sherry, Director, Center for Global Health, George Washington University

### Session 2.3.4 - Competitive
**Time:** 13:00-14:15  
**Track:** 2 - Marketing and Supply Chain  
**Room:** Smith Suite C1

**Cultural Considerations in International Marketing**  
Chair: Peter Magnusson, Florida International University

*The Relationship between Individual Cultural Values (ICV) and Nation Brand Personality (NBP) Traits*  
José I. Rojas-Méndez, Carleton University  
Mohammed Alwan, Carleton University  
Nicolas Papadopoulos, Carleton University

*Impact of National Culture on Organizational Culture: A Comparative Analysis of the Implementation of Market Orientation across Nations*  
Ahmet H. Kirca, Michigan State University

*The Biasing Effects of Country-of-Origin: A cross-cultural Application of Preference Reversals*  
Stephen Gould, Baruch College, CUNY  
Mike Chen-ho Chao, Baruch College, CUNY  
Andreas Grein, Baruch College, CUNY  
Rania Semaan, Baruch College, CUNY

*Bundling Cultural Intelligence and Marketing Adaptations to Improve Export Performance*  
Stanford Westjohn, University of Toledo  
Peter Magnusson, Florida International University  
Srdan Zdravkovic, Bryant University

### Session 2.3.5 - Competitive
**Time:** 13:00-14:15  
**Track:** 1 - Institutions, Governance, and CSR  
**Room:** Smith Suite C2

**Corporate Governance and International Business**  
Chair: Andrew Delios, National University of Singapore

*Board Structure: An Empirical Study of Firms in Anglo-American Governance Environments*  
Maureen I. Muller-Kahle, Penn State

*Corporate Governance in Context: Regulatory, Cognitive, and Normative Institutions of Investor Protection*  
Anthony Paul Cannizzaro, George Washington University

*A Contingency Perspective on the Effect of Board Capital on Organizational Learning: Cross-National Evidence from the UK & German Pharmaceutical Industry*  
Mariano L.M. Heyden, Erasmus University  
Jana Oehmichen, Georg-August University Göttingen

*Remuneration Systems of the Management Board and Corporate Governance Reporting - Evidence from Austria*  
Karina Sopp, University of Vienna  
Josef Baumueller, University of Vienna

### Session 2.3.6 - Competitive
**Time:** 13:00-14:15  
**Track:** 5 - MNC Management and Organization  
**Room:** Smith Suite C3

**Connections and Relationships in International Business**  
Chair: Jaeyong Song, Seoul National University

*The Effectiveness of Business Entertainment in Facilitating Transactional Relationships: The Case of Chinese Sales Managers*  
Francis Yonglin Sun, Woodbury School of Business  
Shih-Fen S. Chen, University of Western Ontario

*Social Capital and its Necessary Evolution for Internationalization*  
Angelika Lindstrand, Stockholm School of Economics  
Sara Händel Melén, Stockholm School of Economics

*The Role of Formal and Informal HQ-Subsidiary Relationships for Knowledge Transfer in Multinationals*  
B. Sebastian Reiche, IESE Business School  
Anne-Wil Harzing, University of Melbourne  
Markus Pudelko, Tübingen University

*The Role of Power-Dependence on Innovation Generation in International Customer-Supplier Relationship*  
Ruey-Jer Bryan Jean, National Chengchi University  
Rudolf Sinkovics, University of Manchester  
Daekwan Kim, Florida State University
Session 2.3.7 - Competitive
Track: 3 - IB Theory, FDI, and Entry Mode
Room: Smith Suite C4
Emerging-Market MNEs
Chair: Lin Cui, Australian National University

Macro Determinants of Chinese Cross-border Mergers and Acquisitions in Developed Markets
Monica Yang, Adelphi University

Sub-National Institutional Heterogeneity and Entry Ownership: Evidence of Investment from Mexico, India, and China into Developed Markets
Victor Zitian Chen, University of North Carolina; Columbia University
Jing Li, Simon Fraser University
Daniel M. Shapiro, Simon Fraser University

Drives and Motives for Chinese Outward Foreign Direct Investments in Africa
Katarina Blomkvist, Uppsala University
Rian Drogendijk, Uppsala University

Drivers and Motives for Chinese Outward Foreign Direct Investments in Africa
Katarina Blomkvist, Uppsala University
Rian Drogendijk, Uppsala University

Accessing Country-specific Advantages: The Case of Chinese Enterprise Management Software Industry
Feng Wan, University of Cambridge
Peter Williamson, University of Cambridge

Session 2.3.9 - Competitive
Track: 9 - Cross-cultural Management and HRM
Room: Oceanic B
Culture and Cognition: Identity, Attachment and Global Mindset
Chair: John Mezias, University of Miami

Dual Attachment in Multinational Enterprises: The Roles of Perceived Prestige, Positive Interaction, and Organization-Based Self-Esteem
Davina Vora, SUNY New Paltz
Tatiana Kostova, University of South Carolina

Demystifying the Myth about Marginals: Implications for Global Leadership
Stacey Fitzsimmons, Western Michigan University
Yih-teen Lee, IESE Business School
Mary Yoko Brannen, INSEAD

Tracking Global Mindset: Are Chinese Executives Poised to Become the New Global Leaders?
Schon Beechler, INSEAD
Nandani Lynton, CEIBS

Session 2.3.10 - Panel
Track: 13 - Teaching IB
Room: Oceanic A
Case Studies for International Business Teaching: The Opportunities and Challenges
Chair: Sandra Draheim, William Davidson Institute at the University of Michigan

Panelists:
Robert Kennedy, William Davidson Institute at the University of Michigan
Marc Robinson, William Davidson Institute at the University of Michigan
Guy Pfeffermann, Founder & CEO, Global Business School Network
Sandra Draheim, William Davidson Institute at the University of Michigan
Roberto Garcia, Indiana University

Session 2.3.11 - Interactive
Track: 7 - Emerging Economies
Room: Meridian B
Competitive Dynamics and Firm Strategies in Emerging Economies
Chair: Karin Fladmoe-Lindquist, University of Utah

The Role of Context in the Globalization of Chinese Firms
John Child, University of Birmingham
Svetla Trifonova Marinova, Aalborg University

Unexpected Dynamics in Doing M&A in the Informal Economy: A Case of Acquiring a Chinese Firm
Tian Wei, Fudan University

How Do Foreign MNCs and Local Firms Compete? An Integrative View
Wei Yang, China Europe International Business School

How Uncertainty Avoidance, Risk and Relatedness Matter in Emerging Economy Acquisitions?
Somnath Lahiri, Illinois State University

Strategic Alliances, Institutions and Performance in Emerging Markets
Rand Gerges Yammie, EMLYON Business School

Barriers to Bilateral Business Relations: The Case of Australia and Ukraine
Genrikh Salata, Australian National University
Pierre van der Eng, Australian National University
Vinh Nhat Lu, Australian National University
Vesna Sedoglavich, Australian National University

When Will International Joint Ventures be Inflexible to Exit?
Sungjin J. Hong, University of Texas at Dallas
Seung-Hyun Lee, University of Texas at Dallas
### Monday, July 2

#### Session 2.3.12 - Interactive
**Track:** 10 - Economics, Finance and Accounting  
**Room:** Meridian C  
**Time:** 13:00-14:15

#### Corporate Governance
*Chair:* Ursula F. Ott, Loughborough University

- **An Exploratory Study on the Impact of Economic Development on the Relationship between Cultural Differences and Foreign Direct Investment**  
  Yener Kandogan, University of Michigan-Flint  
- **Structuring and Pricing of International Syndicated Corporate Loans**  
  Ha-Chin Yi, Texas State University  
  Byung-uk Chong, Ewha Womans University, Seoul, Korea  
- **Executives as Agents: Expatriate Managers in Subsidiaries of Multinational Banks**  
  Hein Bogaard, George Washington University  
  Marketa Sonkova, Boston University  
- **Are Bank Dividends a Signal to Informed Depositors?**  
  Cristiano Forti, Fundação Getúlio Vargas  
  Rafael Felipe Schiozer, Fundação Getúlio Vargas  
- **The Impact of Double Taxation Treaties on Cross Border Portfolio Equity Flows, Corporate Equity Valuations and Firms’ Cost of Equity Capital**  
  Bhavik Parikh, University of Memphis  
  Pankaj Jain, University of Memphis  
  Ronald Spahr, University of Memphis  
- **Corporate Governance, Board Networks and Firm Performance**  
  Deeksha A. Singh, Temple University  
- **The Exchange Rate as a Determinant of Cross-Border Mergers and Acquisitions**  
  Wenjie Chen, George Washington University

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#### Session 2.3.13 - Interactive
**Track:** 6 - Innovation and Knowledge Mgmt.  
**Room:** Meridian D  
**Time:** 13:00-14:15

#### Trade, Investment and Innovation
*Chair:* Christopher Williams, University of Western Ontario

- **Can Innovation Rescue Exporters? A Contingency Perspective**  
  Ziliang Deng, Renmin University of China  
  Honglin Guo, Renmin University of China  
  Chengqi Wang, Nottingham University Business School  
- **The Effect of Past Experience on the Frequency of Future International Acquisitions**  
  Majid Eghbali-Zarch, University of Western Ontario  
- **Experiential Learning and Innovation in Offshore Outsourcing Transitions**  
  Christopher Williams, University of Western Ontario  
  Maya Kumar, University of Western Ontario  
- **Exporting and Product Innovation of Chinese Firms: The Contingent Role of Institutional Development and Foreign Competitor Intensity**  
  Alex Xin Chen, University of Hong Kong  
  Kevin Zheng Zhou, University of Hong Kong

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#### Session 2.3.14 - Interactive
**Track:** 2 - Marketing and Supply Chain  
**Room:** Meridian E  
**Time:** 13:00-14:15

#### Market Entry, Relationships and Ethics
*Chair:* Hongzhi Gao, Victoria University of Wellington

- **International Marketing Channels for Brazilian Beef:**  
  Comparison between Russia and the United Kingdom  
  Karim Marini Thomé, University of Brasilia  
  Luciana Marques Vieira, Unisinos  
  Antonio Carlos dos Santos, Federal University of Lavras  
- **Subsidiaries’ Ability to Innovate in Marketing in Emerging Economies: A Case Study**  
  Thelma Valéria Rocha, ESPM  
  Susana Costa E Silva, Universidade Católica Portuguesa  
- **Global Network Structure and International Manufacturing Joint-Venture Formations**  
  Steven Carnovale, Rutgers University  
  Sengun Yeniyurt, Rutgers University  
- **A Three-Country Study of Unethical Sales Behaviors**  
  Ning Li, George Mason University  
  William H. Murphy, University of Saskatchewan  
- **Guanxi Gatekeeping in Chinese-Western Business Relationships**  
  Hongzhi Gao, Victoria University of Wellington  
  John G. Knight, University of Otago  
  David Ballantyne, University of Otago  
- **Eclectic Perspectives on Inter-Organizational Cooperation: A Case Analysis of Korean Car Company**  
  Taehoon Park, Osaka City University  
- **Creating Legitimacy for International New Ventures: The Role of Business Model Storytelling across Institutional Contexts**  
  Pou Hounman Andersen, Aarhus University  
  Morten Rask, Aarhus University

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#### Session 2.3.15 - Interactive
**Track:** 1 - Institutions, Governance, and CSR  
**Room:** Continental A  
**Time:** 13:00-14:15

#### Corporate Social Responsibility in International Business II
*Chair:* Dorothee Feils, University of Alberta

- **A Comparative Study on Corporate Social Responsibility Communication between Chinese and German Companies**  
  Yiqin Wang, Harbin Institute of Technology  
  Boxia Shi, Harbin Institute of Technology  
  Yanfang Hao, Harbin Institute of Technology  
- **Building International CSR on Solid Foundations: Location and Network Aspects of Nonmarket Environments**  
  Rafael Lucea, George Washington University  
- **Global Diffusion of CSR Standards: A Comparison of the Global Reporting Initiative and the Global Compact**  
  Stephen Chen, University of Newcastle  
  Petra Bouvain, University of Canberra
The Nature and Strategic Impact of Corporate Social Responsibility in Emerging Markets: The Case of Russia
Olga Hawn, Duke University

Relationship Among Corporate Social Responsibility, Earning Management, and Audit Fee: An Event Historical Analysis
Gunae Choi, Rutgers University
Changhee Lee, Rutgers University
Sangcheol Song, Bryant University

Developing a Legitimacy-based View of Political Risk: The case of Google in China
Charles Edward Stevens, University of Wyoming

Institutional Contexts and Diversification Patterns of Business Groups in Emerging Economies: The Case of Turkish Family Holdings
Bahattin Karademir, Cukurova University
Huseyin Ozgen, Cukurova University
Atilla Yaprak, Wayne State University

MONDAY, JULY 2 - 14:15-14:30
Time: 14:15-14:30
Break

MONDAY, JULY 2 - 14:30-15:45
Time: 14:30-15:45
Session 2.4.P - Panel
Track: 1 - Institutions, Governance, and CSR
Room: Amphitheater
Showcase Panel on Institutional Theory in International Business
Chair: Timothy M. Devinney, University of Technology, Sydney and Laszlo Tihanyi, Texas A&M University
Panelists:
Michael Hitt, Texas A&M University
Robert Hoskisson, Rice University
Stewart Miller, University of Texas at San Antonio
Torben Pedersen, Copenhagen Business School

Session 2.4.1 - Panel
Track: 1 - Institutions, Governance, and CSR
Room: Hemisphere B
Chair: Jonathan P. Doh, Villanova University
Panelists:
Robert Hemphill, AES Solar
Robert Kaplan, Inter-American Foundation
Tarun Khanna, Harvard Business School
Chris Jochnick, Oxfam America
John Stoner, McKinsey & Co.

Session 2.4.2 - Panel
Track: 9 - Cross-cultural Management and HRM
Room: Continental B
Bi/Multiculturals and their Roles in Organizations
Chair: Davina Vora, SUNY New Paltz
Panelists:
Mary Yoko Brannen, INSEAD
Stacey Fitzsimmons, Western Michigan University
Fiona Moore, Royal Holloway, University of London
Terry Mughan, Anglia Ruskin University
Anne-Marie Saderberg, Copenhagen Business School
Christopher Voisey, Nyenrode Business University
Davina Vora, SUNY New Paltz

Session 2.4.3 - Panel
Track: 3 - IB Theory, FDI, and Entry Mode
Room: Continental C
From Whether to How Regions Matter: Past, Present and Future of the Regionalization Perspective
Chair: Ruth Aguilera, University of Illinois at Urbana-Champaign
Panelists:
Jin Uk Kim, University of Illinois at Urbana-Champaign
Ruth Aguilera, University of Illinois at Urbana-Champaign
Eltisa R. Banalieva, Northeastern University
Charles Dhanaraj, Indiana University
Ricardo Gabriel Flores, University of New South Wales
Rafa Lucea, George Washington University
Luis Vives, ESADE Business School
Chang Hoon Oh, Simon Fraser University
Alan M. Rugman, University of Reading
Andre Sammartino, University of Melbourne

Session 2.4.4 - Competitive
Track: 8 - Developing Country MNCs
Room: Smith Suite C1
Corporate Governance and the Internationalization of Firms from Developing Economies
Chair: Vikas Kumar, University of Sydney
Panelists:
Corporative Governance, Board Networks and Growth Strategies
Deeksha A. Singh, Temple University
Andrew Delios, National University of Singapore
The Shareholder Value Creation Effects of Corporate Governance on the Internationalisation of Emerging Market Firms
Lutao Ning, Durham University
Roger Strange, University of Sussex
Jing-Ming Kou, Durham University
Monday, July 2

Returnee Managers and Internationalization of Emerging Economy Firms: The Moderating Role of Corporate Governance
Lin Cui, Australian National University
Yi Li, Australian National University
Zijie Li, University of International Business and Economics

Session 2.4.5 - Competitive  Time: 14:30-15:45
Track: 1 - Institutions, Governance, and CSR  Room: Smith Suite C2
Institutional Environment and FDI
Chair: Jongmoo Jay Choi, Temple University

Substituting Local Institutions and Industry: How Status from Foreign Success Addresses Uncertainty Based on Host Country Context
Markus David Taussig, National University of Singapore

Institutional Misalignment as a Driver of OFDI: An Exploratory of South American MNEs
Jack Alan Clampit, University of Memphis
Ben Kedia, University of Memphis
Nolan Gaffney, University of Memphis

Institutions sans Frontières: International Agreements and Foreign Investment
Robert J Weiner, George Washington University
Srividya Jandhyala, George Washington University

Does the Origin of the Firm Matter? Institutional Determinants of Acquisition Strategies in Russia
Marie-Ann Betschinger, Higher School of Economics
Olivier Bertrand, SKEMA Business School
Tomi Laamanen, University of St.Gallen

Session 2.4.6 - Competitive  Time: 14:30-15:45
Track: 1 - Institutions, Governance, and CSR  Room: Smith Suite C3
Politics and International Business
Chair: Bernard M. Wolf, York University

Fortress Europe: ISO 9000 as a Device to Form an EU Standardization Union
Joseph Clougherty, University of Illinois at Urbana-Champaign and CEPR-London
Michal Grajek, ESMT European School of Management and Technology

Can the State be Trusted? The Antecedents and Consequences of Institutional-Based Trust in the Russian Bank Deposit Market
Andrew Spicer, University of South Carolina
Ilya Okhmatovskiy, McGill University

Interaction between MNCs, Political Units and NGOs - The Case of Ericsson’s CSR Strategy in Latin America
Cecilia Pahlberg, Uppsala University
Anna Ljung, Uppsala University

Session 2.4.7 - Competitive  Time: 14:30-15:45
Track: 10 - Economics, Finance and Accounting  Room: Smith Suite C4
Exporting, Importing and Firm Strategy
Chair: Jen Baggs, University of Victoria

Exporting and Productivity: The Effects of Multi-market and Multi-product Export Entry
Prit Vahter, University of Birmingham
Jaan Masso, University of Tartu

Does Finance Play a Role in Exporting for Indian Service Firms?
Sandra Lancheros, Aston Business School
Pelin Demirel, Nottingham University Business School

Import Competition and Business Strategies of Indian Firms
B. Elango, Illinois State University
Chinmay Pattnaik, University of Sydney

Session 2.4.8 - Competitive  Time: 14:30-15:45
Track: 14 - Methods in IB Research  Room: Smith Suite C5
The Challenges of Mixed Methods in IB Research
Chair: Catherine Welch, The University of Sydney

Mixing Qualitative and Quantitative Methods in International Business: A Research Journey
Vesna Sedoglavich, Australian National University

Managing Fieldwork Challenges within a Professional Service Firm
William Stopford Harvey, University of Sydney

Mixed Methods as a Research Strategy in International Business - From Simple Designs to Value Added Contribution
Niina Nummela, Turku University
Identifying International Strategies through Content Analysis
Helene Loe Colman, Norwegian Business School

Session 2.4.9 - Special Session  Time: 14:30-15:45
Special Session  Room: Oceanic B
Current Issues in Japanese Business Studies:
Special Session of AJBS Best Papers
Chair: Elizabeth L. Rose, Aalto University School of Economics

The Effect of Two Staffing Decisions on Subsidiary Performance
Naoki Ando, Hosei University

The Innovation System of Culture-Specific MNEs: the Effects of Diversified and Geographically Dispersed Knowledge
Chie Iguchi, Keio University
Takabumi Hayashi, Kokushikan University
Atsuho Nakayama, Tokyo Metropolitan University
Structural Empirical Evaluation of Job Search Behavior: Evidence from Japan and Korea
Yuhee Jung, Meiji University
Norihiko Takeuchi, Aoyama Gakuin University
Tomokazu Takeuchi, Gakushuin University

Session 2.4.10 - Competitive
Time: 14:30-15:45
Track: 5 - MNC Management and Organization
Room: Oceanic A

Issues in Managing and Strategizing MNE’s
Chair: William Newburry, Florida International University

Employee Incentives and Boundary Conditions for Geographically Distant Knowledge within the MNE
Shad Morris, Ohio State University
Bi-Jun Zhong, Ohio State University
Mona Makhija, Ohio State University

Subsidiary Strategic Initiative: The Construct and its Antecedents
Wan-Ching Chen, Sun Yat-Sen University
Bih-Shiaw Jaw, Sun Yat-Sen University
Christina Yu-Ping Wang, National Dong Hwa University

Explicit Leader Behaviour Preferences: Turkish & Cross-National Sample Comparisons
Romie Frederick Littrell, Auckland University of Technology
E. Serra Yurtkoru, Marmara University
Handan Keper Sinangil, Marmara University
Beril Durmus, Marmara University
Alev Katrinli, Izmir University of Economics
Gülen Atabay, Izmir University of Economics
Gonca Günay, Izmir University of Economics
Burcu Güneri-Çangarl, Izmir University of Economics

Session 2.4.11 - Interactive
Time: 14:30-15:45
Track: 11 - SMEs and Entrepreneurship
Room: Meridian B

A Little Bit About Everything You Want to Know About INVs and Born Globals
Chair: Viveca Sasi, Aalto University School of Economics

‘Alternative Governance Structure’: An Exploratory Study on Power in a Born Global Organization
Lin Yan, Anglia Ruskin University

Resource Differences between Born Global and Born Regional Firms: Evidence from Canadian Small and Medium-Sized Manufacturers 1997-2004
Sui Sui, Ryerson University
Zhihao Yu, Carleton University
Matthias Baum, University of Giessen

Models of International Entrepreneurship
Morten Rask, Aarhus University
Per Servais, University of Southern Denmark

Born Globals: Evolution and revolution as organisations grow
Vítor Corrado Simões, ISEG
Jacinto Antunes Celorico, ISEG
Luís Filipe Laranjeira, ISEG

The New Argonauts, International New Ventures and Performance Implication
Guohua Jiang, Temple University
Masaaki Kotabe, Temple University

An International Ambidexterity Model to Understand New Venture Internationalization and Growth
Fiona Xiaoying Ji, Kean University
Devi R. Gnyawali, Virginia Polytechnic Institute and State University
Donald E. Hatfield, Virginia Polytechnic Institute and State University

Session 2.4.12 - Interactive
Time: 14:30-15:45
Track: 13 - Teaching IB
Room: Meridian C

Internationalizing and Enriching the Business Curriculum
Chair: Vinod K Jain, University of Maryland, College Park

International Business Boot Camp (An Intensive IB Course with Field Visits)
Vinod K Jain, University of Maryland, College Park

Assessing Study Abroad International Business Offerings
Chad Smith, Clarion University of Pennsylvania
Miguel R. Olivas-Luján, Clarion University of Pennsylvania

Leveraging the IB Learning Experience with Study Tours: A Must for IB Curriculum
Sri Beldona, University of Dallas
Scott Wysong, University of Dallas

Internationalizing the Business Curriculum at a Historically Black University: The Implementation Experience
Jun Wu, Savannah State University
Anshu Arora, Savannah State University
Suman Niranjan, Savannah State University
Reginald Leseane, Savannah State University

Teaching Global Leadership
Mansour Javidan, Thunderbird School of Global Management
Jennie Walker, Thunderbird School of Global Management

Session 2.4.13 - Interactive
Time: 14:30-15:45
Track: 9 - Cross-cultural Management and HRM
Room: Meridian D

Global Talent Management
Chair: Allan Bird, Northeastern University

Returnees and MNE Staffing
Huanglin Wang, Utica College
Jean-Louis Schaan, University of Western Ontario

Strategy and Global Talent Management the Chicken or the Egg: An Analysis of the Impact of Strategy of MNEs’ Global Talent Management Systems
Tomas Alexander Parks, Cleveland State University
Country Institutional Constraints: Interjecting a New Option into the "Best Practice" Versus "Best Fit" Debate in HRM  
Nicholas R. Prince, University of Illinois at Urbana-Champaign  
J. Bruce Prince, Kansas State University  
Bradley R. Skousen, University of Illinois at Urbana-Champaign  
Ruediger Kabst, Justus-Liebig-Universitat

The Effects of Global Orientation and Corporate Social Responsibility on Recruiting Success  
Soyeon Kim, Korea University  
Fabian Jintae Froese, Korea University

Determinants of Subsidiary Autonomy for Human Resources Management in Emerging Market Multinationals  
Sergio Nunes Muritiba, University Nove de Julho  
Patricia Morilha Muritiba, University Nove de Julho  
Lindolfo Galvão Albuquerque, University of São Paulo  
Eduardo Pinheiro Gondim Vasconcellos, University of São Paulo

Gender Implications in Balancing Work and Family Among Today's Global Managers  
Pamela Lirio, EDHEC Business School

Updating Cross Cultural Management: Exploring the Relationships between Cultural Values and Gender Inequality Practices  
Andy Bertsch, Minot State University  
Gillian Warner-Soderholm, Norwegian Business School

Corporate Governance Issues in International Business  
Chair: Robert Grosse, George Mason University

Managerial Redeployment, Ownership Structure, and Family Ties  
Sharon Belenzon, Duke University  
Andrea Patacconi, Aberdeen University

When is a Nexus of Contracts More Firm-Like? Theory and Evidence from Business Groups  
Sharon Belenzon, Duke University  
Andrea Patacconi, Aberdeen University  
Bennet A. Zelner, University of Maryland, College Park

Multiple Paths to the Same Destination: The Role of Private, Public, and Civil Actors in Industry Emergence  
Jocelyn L. Leitzinger, University of Wisconsin-Madison  
Jennifer Spencer, George Washington University

Government-Business Relations and Financial Crises  
Robert Grosse, George Mason University  
Albert Wocke, GIBS University of Pretoria

Informal Institutions and Limits to International Convergence in Corporate Governance: The Reaction to Hedge Fund Activism in Japan  
John Buchanan, University of Cambridge  
Dominic Chai, Seoul National University  
Simon Deakin, University of Cambridge

Culture and Corruption: A Concurrent Application of Hofstede’s, Schwartz’s and Inglehart’s Frameworks
Hamid Yeganeh, Winona State University

How Do Top Managers and Powerful External Actors Affect the Relationship between Resistance and Adoption of Diffusing Practice? An Integrating Framework  
Qian Lu, National University of Singapore  
Jieyu Zhou, Hong Kong University of Science and Technology

MNEs from Emerging Markets, MNEs in Emerging Markets  
Chair: Jiawen Yang, George Washington University

FDI Outflows and Domestic Investment in the BRIC Countries: An Empirical Exercise  
Nandita Dasgupta, UMBC

Not for All: What Explains Cross-Border Acquisitions from Emerging Market Firms  
Larissa Rabbiosi, Copenhagen Business School  
Tamara Stucchi, Copenhagen Business School

Foreign Listing: An Internationalization Approach of Emerging Market Firms  
Yangwen Wang, Chinese University of Hong Kong  
Xufei Ma, Chinese University of Hong Kong

The Direct and Contingent Value of Subnational Institutions on Emerging Market Firms' Internationalization  
Zhujun Ding, Chinese University of Hong Kong  
Xufei Ma, Chinese University of Hong Kong

Do the Biggest Aisles Serve a Brighter Future? Global Retail Chains and Their Implications for Romania  
Yue Li, World Bank  
Beata Javorcik, University of Oxford and CEPR

Bi-Directional Technology Spillovers between Foreign and Local Firms: Empirical Evidence from an Emerging Economy  
Gerald Yong Gao, University of Missouri-St. Louis  
Yao Amber Li, Hong Kong University of Science and Technology  
Min Ju, University of Missouri-St. Louis

A Non-Linear Model of Technological Spillovers from Foreign Direct Investment (FDI): A Comparison between Horizontal and Vertical Spillovers  
Yoo Jung Ha, University of Manchester  
Axelle Giroud, University of Manchester
2012 AIB Conference Detailed Program

Tuesday, July 3

MONDAY, JULY 2 - 15:45-16:15

**Coffee Break**

Refreshments will be provided for conference participants at the Atrium Hall.

This coffee break is sponsored by *Emerald Press* in honor of the winners of the Best Paper Award in the Developing Country Multinationals Track and the Best Paper Award in the International Marketing Track.

MONDAY, JULY 2 - 16:15-17:30

**Session 2.5.P - Plenary**

**AIB/AOM Ambassadors Plenary on Good Governance**

The Academy of International Business and the IM Division of AOM have coordinated to offer matched sessions in each conference program that present practical perspectives on investment in emerging markets. In the Ambassador’s Plenary session at AIB, Washington-DC based Ambassadors will discuss the perspectives of their governments on the need to build institutional capacity and strengthen reform to boost domestic and international investment. The AOM session offers managers’ perspectives on the challenges and opportunities of investment into emerging markets.

MONDAY, JULY 2 - 19:00-21:00

**AIB Gala Dinner**

The Gala Dinner will take place at the *National Building Museum*. Business Casual attire is recommended.

The Gala Dinner is hosted by our local hosts, University of Maryland and George Washington University.

TUESDAY, JULY 3 - 09:00-10:15

**Session 3.1.1 - Panel**

**Time: 09:00-10:15**

**Track: 5 - MNC Management and Organization**

**Room: Hemisphere B**

**Global Entrepreneurial Ecosystems: The Interface between Multinationals and New Ventures**

- **Chairs:** Shameen Prashantham, Nottingham University Business School and Charles Dhanaraj, Indiana University
- **Discussant:** Peter Buckley, University of Leeds

**Panelists:**

- Shameen Prashantham, Nottingham University Business School
- Charles Dhanaraj, Indiana University
- Julian Birkinshaw, London Business School
- Ram Mudambi, Temple University
- George S Yip, China Europe International Business School

**Session 3.1.2 - Panel**

**Time: 09:00-10:15**

**Track: 1 - Institutions, Governance, and CSR**

**Room: Continental B**

**Asian Business Systems: Cultural and Institutional Variations**

- **Chair:** Michael A. Witt, INSEAD

**Panelists:**

- Christina Ahmadjian, Hitotsubashi University
- Michael Carney, Concordia University
- Shige Makino, Chinese University of Hong Kong
- Gordon Redding, INSEAD
- Kyoung-Hee Yu, University of New South Wales
- Daphne Yiu, Chinese University of Hong Kong

**Session 3.1.3 - Competitive**

**Time: 09:00-10:15**

**Track: 3 - IB Theory, FDI, and Entry Mode**

**Room: Continental C**

**Adaptation and Local Responsiveness**

- **Chair:** Ajai Gaur, Rutgers University

**The Impact of Mismatches between Local Practices and Values on Inward MNE Affiliate Activity: An Institutional Perspective**

- Arjen Slangen, RSM Erasmus University
- Sjoerd Beugelsdijk, University of Groningen

**Institutional Perspective on MNE Adaptation: An Empirical Approach**

- Andrei Kuznetsov, University of Central Lancashire
- Marcus Jacob, EBS European Business School
Tuesday, July 3

International Business Strategy in Emerging Economies: Insights from the Evolution of a Trading Company
  Karim Marini Thomé, University of Brasilia
  Janann Joslin Medeiros, University of Brasilia
  Cristina Lelis Leal Calegario, Federal University of Lavras

Factors Affecting Local Responsiveness: The Case of Chinese Multinationals Operating in Australia
  Di Fan, Victoria University
  Cherrie Jiuhua Zhu, Monash University
  Chris Nyland, Monash University

Session 3.1.4 - Competitive
  Time: 09:00-10:15
  Track: 6 - Innovation and Knowledge Mgmt.
  Room: Smith Suite C1

The Geography of R&D
  Chair: Jennifer Spencer, George Washington University

Do Technology Leaders Deter Inward R&D Investments? Evidence from Regional R&D Location Decisions in Europe
  Dieter Somers, Katholieke Universiteit Leuven
  Rene Belderbos, Katholieke Universiteit Leuven

The Dual External Embeddedness of Geographically Distributed R&D
  Suma Athreye, Brunel University
  Georgios Batsakis, Brunel University
  Satwinder Singh, Brunel University

Dynamic Capabilities and Subsidiary Innovation: Towards an Integrative Framework
  Zhan Wu, University of Sydney
  Snejina Michailova, University of Auckland

Session 3.1.5 - Competitive
  Time: 09:00-10:15
  Track: 6 - Innovation and Knowledge Mgmt.
  Room: Smith Suite C2

Knowledge Creation in the MNE
  Chair: Anupama Phene, George Washington University

How Does Structural Position Impact Subsidiaries’ Knowledge Development and Reverse Knowledge Transfer?
  Zhaleh Najafi Tavani, University of Leeds
  Rudolf Sinkovics, University of Manchester
  Tamer Cavusgil, Georgia State University

Knowledge Co-Creation across National Boundaries: Trends and Firms’ Strategies
  Wan-Ting Su, National Tsing Hua University
  Bou-Wen Lin, National Tsing Hua University

TMT Identification, Knowledge Creation, and International Joint Venture Performance: Does National Diversity Matter?
  Bi-Juan Zhong, Ohio State University
  Yaping Gong, Hong Kong University of Science and Technology
  Oded Shenkar, Ohio State University
  Michael A. Zwick, University of Miami

An Integrated Process Model of Knowledge Management in International Joint Ventures
  Yong Suh Pak, Yonsei University
  Wonchan Ra, Hankuk University of Foreign Studies
  Jongmin Lee, Yonsei University

Session 3.1.6 - Competitive
  Time: 09:00-10:15
  Track: 10 - Economics, Finance and Accounting
  Room: Smith Suite C3

Country and Firm Competitiveness
  Chair: Joseph Coulter, University of Illinois at Urbana-Champaign and CEPR-London

The Determinants of National Competitiveness
  Mercedes Delgado, Temple University
  Christian Ketels, Harvard Business School
  Michael E. Porter, Harvard Business School
  Scott Stern, MIT

Country Relatedness and International Coherence
  Sokol Celo, Suffolk University
  Aya Chacar, Florida International University

Making the Most of the Second Best: Synchronization of Reforms Rhythms, Slack, and Performance of Transition Economy Firms
  Elitsa R. Banalieva, Northeastern University

Session 3.1.7 - Competitive
  Time: 09:00-10:15
  Track: 9 - Cross-cultural Management and HRM
  Room: Smith Suite C4

Negotiation and Conflict Resolution Across Cultures
  Chair: Allan Bird, Northeastern University

Business as Unusual: A Comparison of the Tactical Preferences of Chinese and Australian Negotiators
  Cheryl Rivers, Victoria University of Wellington
  Roger James Volkema, IAG/PUC-Rio

Attitudes towards Questionable Negotiation Tactics in Peru
  Abraham Stefanidis, St. John’s University
  Moshe Banai, City University of New York
  Ulf Richter, Pontificia Universidad Catolica del Peru

Patience is a Virtue: An Analysis of Reactive Bargaining Behavior in International Negotiations with or within Multinational Enterprises
  Ursula F. Ott, Loughborough University
  Yuko Kimura, University of Leicester

Combining Two Complementary Systems Approaches to Conflict in Multinational Mergers: A Japanese-American Merger as an Extreme Test Case
  Patricia (Tish) Robinson, Hitotsubashi University

Session 3.1.8 - Competitive
  Time: 09:00-10:15
  Track: 10 - Economics, Finance and Accounting
  Room: Smith Suite C5

Exchange Rates and International Finance
  Chair: Robert Grosse, George Mason University

Exchange Trading Rules, Surveillance and Insider Trading
  Feng Zhan, York University
  Douglas Cumming, York University
  Michael Atkin, ASB, University of New South Wales
Exchange Rate Movements and Firm Dynamics in Retail Trade Industries
Jen Baggs, University of Victoria
Loretta Fung, National Tsing Hua University
Beverley Lapham, Queen's University
Eugene Beaulieu, University of Calgary

Do Multinational Corporations Flexibly Respond to Exchange Rate Fluctuations? : A Tale of Two Korean MNCs
Young-Ryeol Park, Yonsei University
Sangcheol Song, Bryant University
Gunae Choi, Rutgers University

The Financial Crisis and Cross-Border Perceptions of "Too Big to Fail"
Raquel Oliveira, Central Bank of Brazil
Rafael Felipe Schiozer, Fundação Getúlio Vargas
Lucas Ayres Barros, University of São Paulo

Risky Business
Chair: Stephen Kobrin, University of Pennsylvania

Legal System Uncertainty and FDI Attraction in Southeast Asia
George O. White III, Old Dominion University
Anne Canabal, University of Maine
Amon Chizema, Loughborough University
Mark J. Perry, University of Michigan-Flint

Internationalization Decisions and Political Hazards: Managerial Intent in a Risky Location
Elizabeth Maitland, University of New South Wales
Andre Sammartino, University of Melbourne

Legal Legitimacy, Political Stability and MNE Entry into Developing Countries: The Role of BIT Design
Christopher Williams, University of Western Ontario
Candace A. Martinez, Saint Louis University
Tatiana Vashchilko, University of Western Ontario

Corruption, Strategy and Foreign Subsidiary Survival
Michael Sartor, University of Western Ontario

Session 3.1.9 - Competitive
Track: 3 - IB Theory, FDI, and Entry Mode
Room: Oceanic B

Large-Scale Multi-Country Experiential Learning Projects in IB/IM Education: Challenges and Best Practices for Enhancing Teaching and Research
Chair: Vas Taras, University of North Carolina Greensboro

Panelists:
Vas Taras, University of North Carolina Greensboro
Alexander Bode, Darmstadt University of Technology
Douglas Chun, University of Hawaii at Manoa
Louise Curran, Toulouse Business School
Susan Forquer Gupta, Monmouth University
Josephine Igoe, National University of Ireland, Galway
Peter Magnusson, Florida International University
Rikka Sarala, University of North Carolina, Greensboro
Anja Maria Schuster, Vienna University of Economics and Business
Alfredo Jimenez, University of Burgos
José G. Vargas-Hernández, University of Guadalajara
Norhayati Zakaria, University of Wollongong in Dubai
Xavier Ordenana, ESPAE Graduate School of Management
Betty Jane Punnett, University of the West Indies

Session 3.1.10 - Panel
Track: 13 - Teaching IB
Room: Oceanic A

Sourcing, Outsourcing and Offshoring
Chair: Barry Scholnick, University of Alberta

Backsourcing: A Conceptual Framework
Pooja Thakur, Virginia Tech

A Multilevel Analysis of Strategic Timing and Cost Savings in Offshoring
Oli Mihalache, Free University Amsterdam
Shiko Ben-Menahem, Erasmus University

The Value of Flexibility: Evidence from Outsourcing
Jongmooy Jay Choi, Temple University
Lenos Trigeorgis, University of Cyprus
Xiaotian Tina Zhang, Saint Mary's College of California
Tuesday, July 3

How Offshore Outsourcing Affects Costs and Value Creation: A Process Perspective on Knowledge-Intensive Business Services
Kristin Martina Brandl, Copenhagen Business School
Michael J Mol, Warwick Business School

Face to Face Communication, Business Travel and the Outsourcing of Services
Barry Scholnick, University of Alberta
Runjuan Liu, University of Alberta
Adam Finn, University of Alberta

Creating Value through Offshore Outsourcing: A Resource Management Perspective
Debmalya Mukherjee, University of Akron

How Offshore Outsourcing Affects Costs and Value Creation: A Process Perspective on Knowledge-Intensive Business Services
Kristin Martina Brandl, Copenhagen Business School
Michael J Mol, Warwick Business School

Face to Face Communication, Business Travel and the Outsourcing of Services
Barry Scholnick, University of Alberta
Runjuan Liu, University of Alberta
Adam Finn, University of Alberta

Creating Value through Offshore Outsourcing: A Resource Management Perspective
Debmalya Mukherjee, University of Akron

Cross-Cultural Communication, Negotiation and Leadership
Chair: Davina Vora, SUNY New Paltz

Does Culture Affect How People Receive and Resist Persuasive Messages? Research Proposals about Resistance to Persuasion in Cultural Groups
Renata Kolodziej-Smith, Wayne State University
Daniel Friesen, Wayne State University
Atilla Yaprak, Wayne State University

Communication Style as Extensions of Internalized Cultural Values: Behavioral Consistency and Inconsistency in Intercultural Encounters
Andre Pekerti, University of Queensland

Cross-Cultural Voice: Effects of Manager/Subordinate Communication Styles
Anna-Katherine Ward, University of South Carolina
Elizabeth C. Ravlin, University of South Carolina
Nancy R. Buchan, University of South Carolina
Brian S. Klaas, University of South Carolina

A Comparison of German, Sloven and Slovak Negotiation Styles: An Empirical Analysis
Marko Kek, ESC Rennes Business School
Mohammad Niamat Elahee, Quinnipiac University

The Effects of Leadership Styles, Rank, and Seniority on Organizational Commitment: A Comparative Study of American and Korean Employees
Gahye Hong, Korea University
Youngsam Cho, Korea University
Fabian Jintae Froese, Korea University
Man Soo Shin, Korea University

Culture Under Strain? Leadership Challenges of Japanese Managers in the UK and China
Hyun-Jung Lee, London School of Economics
Katsuhiko Yoshikawa, Institute for Organizational Behavior Research, Recruit Management Solutions
Carol Reade, San Jose State University

Impact of Leader-Follower Ethnicity Differences on Followers’ Perceptions of Authentic Leadership and Job Satisfaction
Andrei A. Lux, Auckland University of Technology
Romie Frederick Littrell, Auckland University of Technology

Innovative Culture and Professional skills: The Moderating Role of Power Distance Orientation and Mediating Role of Supportive Leadership
Pei-Li Yu, National Cheng Kung University

Session 3.1.14 - Interactive
Track: 3 - IB Theory, FDI, and Entry Mode
Room: Meridian E

Local Linkages, Foreign Interactions
Chair: Anna Lamin, Northeastern University

Corporate Reputation, Entry Mode Strategy, & Competitive Advantage: New Insights from an Integration of Resource-based and Transaction Costs Logics
Charles Edward Stevens, University of Wyoming
Erin Elizabeth Makarius, Canisius College

Agglomeration, Entry and the Liability of Foreignness
Anna Lamin, Northeastern University
Grigorios Livanius, Northeastern University

BOT Outsourcing Contracts - Boon or Bane to Emerging Market Vendor Firms?
Peter D. Oerberg Jensen, Copenhagen Business School
Bent Petersen, Copenhagen Business School

Does FDI Increase Market Concentration? An Evaluation of the Portuguese Manufacturing Industries
Rosa Portela Forte, University of Porto
Paula Sarmento, University of Porto

The Effects of Institutional Actors on Investments in International Business Relationships
Sara Jonsson, Royal Institute of Technology
Kent Eriksson, Royal Institute of Technology
Oystein Fjeldstad, Norwegian Business School

Confidence in Learning from Salient Failures: Why (not) Unadopt the Failed Strategy in Other firms?
Jing Yu Yang, University of Sydney
Jiatao Li, Hong Kong University of Science and Technology
Andrew Delios, National University of Singapore

The Decision of Entry Mode in International Cooperation Strategies: Cultural Distance or Relative Size of the Host Country?
Francisco Figueira de Lemos, Uppsala University
Miguel Matos Torres, University of Aveiro
**Session 3.1.15 - Interactive**  
**Time:** 09:00-10:15  
**Track:** 1 - Institutions, Governance, and CSR  
**Room:** Continental A

**Corporate Strategy and Structure in International Business**

Chair: Chang Hoon Oh, Simon Fraser University

- The Influence of Home Country Institutions on the Effectiveness of Firms' Geographic Diversification Strategies  
  Brian R. Tan, Nanyang Technological University  
  Asda Chintakananda, Nanyang Technological University

- Japan's Orientation towards Foreign Investments: Inertia Effects and Driving Force of Institutional Changes  
  Nir Kshetri, University of North Carolina  
  Ralf Bebenroth, Kobe University

- National Culture and Takeover Activity  
  Astrid Juliane Salzmann, RWTH Aachen University  
  Wolfgang Breuer, RWTH Aachen University

- Exploiting Economic Distance: The Influence of Home Country Formal Institutions on International New Entrants  
  Lin Cui, Australian National University  
  Xiaoming He, Beijing Jiaotong University

- Impact of Institutional Norms on Knowledge Sharing: The Mediating Role of Trust  
  Yu-Fang Yen, National Quemoy University  
  Hsing-Kuo Wang, National Quemoy University

**TUESDAY, JULY 3 - 10:15-10:45**

**Coffee Break**

Refreshments will be provided for conference participants at the Atrium Hall.

**TUESDAY, JULY 3 - 10:45-12:00**

**Session 3.2.P - Special Session**  
**Time:** 10:45-12:00  
**Room:** Amphitheater

**2012 JIBS Decade Award**

Chair: John Cantwell, Rutgers University

The 2012 JIBS Decade Award, sponsored by Palgrave Macmillan, honors the most influential paper published in the 2002 volume of the Journal of International Business Studies.

Retrospective on his 2012 JIBS Decade Award winning article, “institutional, cultural and transaction cost influences on entry mode choice and performance”, JIBS, 33(2):203-221.  
Keith D. Brouthers, North Carolina State University

Discussants and Commentators:  
Xavier Martin, Tilburg University  
Myles Shaver, University of Minnesota

**Session 3.2.11 - Interactive**  
**Time:** 10:45-12:00  
**Track:** 8 - Developing Country MNCs  
**Room:** Meridian B

**Foreign Market Entry Strategies of Developing Economy Multinationals**

Chair: Nikhil Celly, University of Hong Kong

- The Motives and Performance of Cross-border Acquirers from Emerging Economies  
  Rekha Rao Nicholson, University of Bath  
  Julie Salaber, University of Bath

- Queen Bee Colonization Strategy - Metaphor for Capturing Hyundai Motor’s Entry into the India Automotive Market  
  Hyeong-Deug Kim, Simon Fraser University  
  Rosalie L. Tung, Simon Fraser University

- Perspectives on Chinese Foreign Direct Investment in Australia  
  Robert Graham Jack, Macquarie University  
  Lijun Qin, Macquarie University  
  Monica Ren, Macquarie University

- Are Mining Firms Just Internationalizing for Natural Resources? The Motives of Chinese Mining SOEs and POEs  
  Monica Ren, Macquarie University  
  Robert Graham Jack, Macquarie University

- Foreign Acquisitions by Emerging Country Multinationals: Asset Exploitation or Asset Augmentation  
  Surendra Munjal, University of Leeds and University of Delhi  
  Peter Buckley, University of Leeds  
  Nicolas Forsans, University of Leeds  
  Peter Enderwick, Auckland Technical University

- Which Factors Determine the Acquisition Price of Cross-border Acquisitions: Do Emerging Market Multinationals Pay More for their Targets in Advanced Economies?  
  Dieter Somers, Katholieke Universiteit Leuven  
  Filip De Beule, KU Leuven

- Sequential Internationalization, Heterogeneous Process and Subsidiary Roles: The Case of Hyundai Motor Company  
  Chung-Sok Suh, University of New South Wales  
  Yue Wang, University of New South Wales  
  Myung Hyun Nahm, Hannam University

**Session 3.2.12 - Interactive**  
**Time:** 10:45-12:00  
**Track:** 13 - Teaching IB  
**Room:** Meridian C

**Focusing on the Student Experience in IB Courses**

Chair: Anshu Arora, Savannah State University

- A Click, A Clip, and a World Apart: Cultural Influences on Multimedia Use in the Business Classroom  
  Amanda E.K. Budde-Sung, University of Sydney

- Empowering Students through Self Directed Collaborative Learning (SDCL)  
  Shankar Chelliah, Universiti Sains Malaysia

- Developing Business Personality  
  Anne Marie Zwerg-Villegas, Universidad EAFIT
Building Bridges to "Knowhere": Arts-based Pedagogy in Management Education
David Trott, I-Shou University

The Aracruz Simulation: Developing Stakeholder Dialogue Skills for an Emerging Economy Context
Joyce Osland, San Jose State University
Asbjorn Osland, San Jose State University
Carol Reade, San Jose State University

"IT" meet "IB": The Why and How of Injecting Culture into "IT" courses
Mikelle A. Calhoun, Georgia Southern University
Akhadian S. Harnowo, Georgia Southern University

Export Performance, Branding, and Retailing
Chair: Yupin Patara, Chulalongkorn University

Export Diversification and Firm Performance: Why and How Does Export Intensity Matter?
Dirk Michael Boehe, Inspec Institute of Education and Research

Conflicts and Export Performance: The Role of Company Specific Factors
Gregor Pfajfar, University of Ljubljana
Maja Makovec Brence, University of Ljubljana
Avi Shoham, University of Haifa

Market Orientation in Chinese Retailer-Supplier Relationship: The Reference Group Perspective
Brenda Sternquist, Michigan State University
Jing Zhao, Michigan State University

When Do Foreign Owned Firms Use Fire-Fighting Actions to Deal with the Media? A Resource Based View
Cosmina Lelia Voinea, Radboud University Nijmegen
Hans van Kranenburg, Radboud University Nijmegen

The Global Impacts of World Event Sponsorships on Firm Market Performance: A Hierarchical Linear Modeling Approach
Daekwan Kim, Florida State University

Location Decisions
Chair: Andre Sammartino, University of Melbourne

Do You Imitate Immediately? An Examination of the Location Choices for Foreign Direct Investment
HsienJui Chung, National Chung Cheng University
Wei Wan Liao, National Chi Nan University

MNE Bargaining Power Under Constrained Location Choices: Evidence from the Tourism Industry
Nicholas James Bailey, University of South Carolina

Does Knowledge Distance Matter?: The Impact of Distance on the Formation of International R&D Alliances in a Knowledge Intensive Industry
Jeongho Choi, Rutgers University

Institutional Distance, Firm Capabilities, and Foreign Market Entry
Nan Zhou, Moscow School of Management SKOLKOVO
Mauro Guillen, University of Pennsylvania

Chinese Telecommunication MNEs in Africa: Effects of Host Countries Economic Environment on MNEs' Location choice
Yuxuan Tang, University of Reading
Robert Pearce, University of Reading
Christine Phillips, University of Reading

Understanding Multinational’s Location Choice Decisions: A Resource Based View Perspective
Fragkiskos Filippais, University of Kent
Fatima Annan-Diab, Kingston University London

Cause or Coincidence? Market Entry among Foreign Banks in Tokyo, 1907-2005
Joeri van Hugten, Tilburg University
Jeroen G. Kuilman, Tilburg University

Policy Issues, Firm’s Characteristics and Foreign Direct Investment
Miguel Matos Torres, University of Aveiro
Celeste Amorim Varum, University of Aveiro

Social Dimensions of International Business
Chair: Michael Sartor, University of Western Ontario

Social Disclosure of Brazilian and UK Firms in Light of Institutional Theory
Marcelle Colares Oliveira, Universidade de Fortaleza
Jonas Ferreira Araujo Junior, Universidade de Fortaleza
Oderlene Vieira Oliveira, Universidade de Fortaleza
Vera Maria Rodrigues Ponte, Universidade Federal do Ceara
Maisa de Souza Ribeiro, University of São Paulo

Industrial Evolution on the Second Round: Missing Pieces from MNEs Context
Hye Sun Kang, University of South Carolina

Institutional Misalignment as a Cost of Doing Business Abroad: Varieties of Capitalism Approach
Kim J. Clark, University of Texas at San Antonio
Indu Ramachandran, University of Texas at San Antonio

The Effect of Corruption on International Technology Transfer and Spillovers: Evidence from the Wind Turbine Industry
Neli Kouneva Loewenthal, George Washington University

Effects of Corruption on MNEs’ Reinvestment Decisions
Martina McGuinness, University of Sheffield
Mehmet Demirbag, University of Sheffield
Nizamettin Bayyurt, Fatih University

Domestic Firms’ Strategic Responses to Government Corruption: A Cross-Country Comparison
Sungin J. Hong, University of Texas at Dallas
Seung-Hyun Lee, University of Texas at Dallas
Mike Peng, University of Texas at Dallas
### Tuesday, July 3 - 12:00-13:00

#### Light Lunch

A light lunch will be provided for conference participants at the Atrium Hall.

### Tuesday, July 3 - 13:00-14:15

<table>
<thead>
<tr>
<th>Session 3.3.1 - Panel</th>
<th>Time: 13:00-14:15</th>
<th>Track: 1 - Institutions, Governance, and CSR</th>
<th>Room: Hemisphere B</th>
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<tbody>
<tr>
<td><strong>New Directions in Nonmarket Strategy: An Integrative Approach to Value Creation in Diverse Settings</strong></td>
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<td>Chair: Bennet A. Zelner, University of Maryland, College Park</td>
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<td>Bennet A. Zelner, University of Maryland, College Park</td>
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<td>Jonathan P. Doh, Villanova University</td>
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<td>Thomas Lawton, EMLYON Business School</td>
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<td>Kamil Mellahi, University of Warwick</td>
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<td>Allison F. Kingsley, University of Vermont</td>
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<tr>
<th>Session 3.3.2 - Panel</th>
<th>Time: 13:00-14:15</th>
<th>Track: 6 - Innovation and Knowledge Mgmt.</th>
<th>Room: Continental B</th>
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<tbody>
<tr>
<td><strong>Roundtable on Innovation and Global Value Chains</strong></td>
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<td>Chair: Vinod K Jain, University of Maryland, College Park</td>
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<td>Bahija Jallal, MedImmune, LLC</td>
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<td>R. Lemuel Lasher, CSC</td>
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<td>Carlo Pietrobelli, IADB and University of Roma Tre</td>
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<tr>
<th>Session 3.3.3 - Panel</th>
<th>Time: 13:00-14:15</th>
<th>Track: 6 - Innovation and Knowledge Mgmt.</th>
<th>Room: Continental C</th>
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<tbody>
<tr>
<td><strong>External Knowledge Sourcing in the Global Pharmaceutical Industry</strong></td>
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<td>Chair: Felipe Monteiro, University of Pennsylvania</td>
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<td>Felipe Monteiro, University of Pennsylvania</td>
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<td>Denise Dunlap, Northeastern University</td>
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<td>Ram Mudambi, Temple University</td>
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<td>TJ Hannigan, Temple University</td>
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<tr>
<th>Session 3.3.4 - Competitive</th>
<th>Time: 13:00-14:15</th>
<th>Track: 2 - Marketing and Supply Chain</th>
<th>Room: Smith Suite C1</th>
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<tbody>
<tr>
<td><strong>International Marketing and Logistics Strategy</strong></td>
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<td>Chair: Timothy M. Devinney, University of Technology, Sydney</td>
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<td>Minyuan Zhao, University of Michigan</td>
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<td>Jan Hohberger, University of Technology Sydney</td>
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<td>Paul Almeida, Georgetown University</td>
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<td>Thomas Klueter, University of Pennsylvania</td>
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<tr>
<th>Session 3.3.5 - Competitive</th>
<th>Time: 13:00-14:15</th>
<th>Track: 11 - SMEs and Entrepreneurship</th>
<th>Room: Smith Suite C2</th>
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<tr>
<td><strong>Network Effects in Internationalizing SMEs</strong></td>
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<td>Chair: Patricia Mc Dougall, Indiana University</td>
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<td>The Role of Organizational and Personal Networks in Exploring and Exploiting Opportunities in International Markets</td>
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<td>Manuel Eberhard, Bond University</td>
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<td>Justin B. Craig, Bond University</td>
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<td>Effectuation and Networking of Internationalizing SMEs</td>
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<td>Tamara Galkina, Hanken School of Economics</td>
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<td>Sylvie Che tty, Massey University</td>
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<td>Internationalization of SMEs into Emerging Market Business Networks - Antecedents of the Network Entry Node Choice</td>
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<td>Susanne Sandberg, Linnaeus University</td>
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<td>Accelerated Internationalization of Small Firms: Adjusting and Activating Networks for Opportunities</td>
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<td>Anita Juho, University of Oulu</td>
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<td>Tuija Mainela, University of Oulu</td>
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Tuesday, July 3

**Session 3.3.6 - Competitive**  
**Time:** 13:00-14:15  
**Track:** 5 - MNC Management and Organization  
**Room:** Smith Suite C3

**The Many Functions of Networks in International Business**  
Chair: Torben Pedersen, Copenhagen Business School

Local Embedding Activity by the Competence-seeking MNE Subsidiary  
Shameen Prashantham, Nottingham University Business School

Cross-National Distance and Insidership in Networks: Japanese MNEs’ Ownership Decisions on Their Overseas Subsidiaries  
Megan (Min) Zhang, University of Western Ontario

The Impact of MNEs’ Competitive Network Positions on the Intensity of Competitors’ Actions: The Moderating Role of Competitive Action Types  
Yu-Ching Chiao, National Chung Hsing University  
Keng-Hsiang Cheng, National Chung Hsing University

The Private and Common Benefits of Spanning Structural Holes within the MNE Network  
Lisa Katarina Gaerber, Copenhagen Business School  
Torben Pedersen, Copenhagen Business School  
Shalini Rogbeer, WU Wien

**Session 3.3.7 - Competitive**  
**Time:** 13:00-14:15  
**Track:** 1 - Institutions, Governance, and CSR  
**Room:** Smith Suite C4

**Social Movements and International Business**  
Chair: Andrew Spicer, University of South Carolina

Torts and Tickers: The Impact of Human Rights Lawsuits on Multinational Stock Performance  
David Adam Wernick, Florida International University  
William Schneper, Florida International University

Profits and Prophets: The Religious Determination of Corporate Legitimacy  
Matthew C. Mitchell, Drake University

Business under Adverse Home and International Institutions: The Case of International Sanctions against Myanmar  
Klaus Meyer, China Europe International Business School  
Htwe Htwe Thein, Curtin University of Technology

**Session 3.3.8 - Competitive**  
**Time:** 13:00-14:15  
**Track:** 9 - Cross-cultural Management and HRM  
**Room:** Smith Suite C5

**New Perspectives on Expatriate Staffing**  
Chair: Hein Bogaard, George Washington University

Host Country Relative Development Level and Expatriate Staffing: The Case of Korean Multinationals’ Overseas Subsidiaries  
Khan-Pyo Lee, Sogang University  
Jong-Hun Park, Sogang University  
Myung Suk Kim, Sogang University

**Session 3.3.9 - Competitive**  
**Time:** 13:00-14:15  
**Track:** 11 - SMEs and Entrepreneurship  
**Room:** Oceanic B

**The Critical Role of Capabilities in Entrepreneurial Firms**  
Chair: Peter W. Liesch, University of Queensland

Capability Presence in the Newly Internationalizing Firm  
Jay Weerawardena, University of Queensland  
Gillian Sullivan Mort, La Trobe University  
Peter W. Liesch, University of Queensland  
Gary Knight, Florida State University  
Sandeep Salunke, Queensland University of Technology

SME Organisational Capabilities and Export Performance  
Serena Mascherpa, University of Pavia  
Antonella Zucchella, University of Pavia  
Roger Strange, University of Sussex

How capabilities evolve in a knowledge intensive Born Global firm?: Case of an Indian Born Global firm  
Nishant Kumar, Stockholm University

Stakeholders and Marketing Capabilities in International New Ventures: Evidence from Ireland, Sweden and Denmark  
Natasha Evers, NUI Galway  
Svante Andersson, Halmstad University  
Martin Hannibal Knudsen, University of South Denmark

**Session 3.3.10 - Panel**  
**Time:** 13:00-14:15  
**Track:** 13 - Teaching IB  
**Room:** Oceanic A

**Teaching the Introduction to International Business Course in an Era of Black Swan Events:**  
Chair: Tom W Roehl, Western Washington University

Panelists:  
Tom W Roehl, Western Washington University  
Roberto Garcia, Indiana University  
Michael Geringer, Ohio University
Session 3.3.11 - Interactive
Track: 2 - Marketing and Supply Chain
Room: Meridian B

Consumer Ethnocentrism, Country Image, and Product Origin Effects
Chair: Vinh Nhat Lu, Australian National University

Consumer Evaluation of Developing Country Products: The Moderating Role of Product Ethnicity
Terence Motsi, Cleveland State University
Ji Eun Park, Cleveland State University

Consumer Ethnocentrism: A Re-Evaluation and Extension in the Context of Globalization
Mohammad Niamat Elahee, Quinnipiac University
Tilottama Ghosh-Chowdhury, Quinnipiac University
Camelia Micu, Fairfield University

The Effects of Ethnocentrism and Cultural Aspects on Co-Branding Evaluations
Yupin Patara, Chulalongkorn University
Nicha Tanskul, Chulalongkorn University

Decomposing COO for International Services: Perceptions of People, Places and Skill
Matt Stanton, South Australian Institute of Business & Technology
Roberta Veale, University of Adelaide
Pascale Quester, University of Adelaide

Antecedents of Home and Foreign Product Country Images in Developed and Developing Countries: A Comparative Study
Zhongqi Jin, Middlesex University
Richard Lynch, Middlesex University
Samaa Atta, British University in Egypt
Bal Chansarkar, Middlesex University
Tanses Gusoy, Beykent University
Paul Lapoule, Novancia Business School
Xueyuan Liu, Wuhan University
William Newburry, Florida International University
Mohamad Sheriff Nooraini, Universiti Teknologi Mara
Ronaldo Parente, Florida International University
Keyoor Purani, Indian Institute of Management Kozhikode
Marius Ungerer, Stellenbosch University

Country of Export Destination Effects
Shenyu Li, Shanghai University of Finance and Economics
Rong Huang, Shanghai University of Finance and Economics
Tuan A. Luong, Shanghai University of Finance and Economics

Competitive Brand Evaluation: Does Cultural and Linguistic Fit Dictate the Effectiveness of International Branding Strategy?
David W. Pan, Prince Sultan University
Linda D. Clarke, University of Florida
Bernad Matlu, University of Florida
Alan Pan, Xiamen University

Session 3.3.12 - Interactive
Track: 10 - Economics, Finance and Accounting
Room: Meridian C

International Competitiveness
Chair: Joseph Clougherty, University of Illinois at Urbana-Champaign and CEPR-London

How Does Export Price Competitiveness affect Geographic Diversification and Performance?
Dirk Michael Boehe, Insead’s Institute of Education and Research

The Home Country Determinants of Outward Foreign Direct Investment from East Asia during Industrialisation Period
Ling Liu, University of Edinburgh

Country of Origin and Behavior of Institutional Investors: Evidence from Japan
Ralf Bebenroth, Kobe University
Nir Kshetri, University of North Carolina

Drivers of Korean Exports: Testing the Influence of Governance Structure and Managerial Orientation
Young Soo Yang, Yonsei University
Yong Suk Pak, Yonsei University
Young-Ryeol Park, Yonsei University

Employment Protection and Delocation with Firm Heterogeneity
Yama Temouri, Aston University
Gerda Dewit, NUI Maynooth
Holger Gorg, Kiel University

Managerial Status and International Diversification
K. Skylar Powell, University of Michigan-Flint

Session 3.3.13 - Interactive
Track: 6 - Innovation and Knowledge Mgmt.
Room: Meridian D

MNE Innovation and Knowledge Diffusion
Chair: Ziliang Deng, Renmin University of China

Global Collaboration in MNE Patenting from Emerging Economies: Does it Protect IP?
Suma Athreya, Brunel University
Tufool Al-Nuaimi, Imperial College
Phanish Puranam, London Business School

The Depth and Breadth of International Innovation: The Roles of Technological Diversity and Degree of Innovativeness
Yung-Ching Ho, National Chung Cheng University
Ying-Ying Hsieh, National Chung Cheng University

Innovation and International Patenting trends in the Photographic Equipment Industry
John W Clarry, Rutgers University

Are Dynamic Capabilities Influenced by the Geographical Location of Company Headquarters
Elzotbek Rustambekov, Old Dominion University

A Classic Approach to Finding an Innovative Source: Discovering Disruption in MNEs
Birtow Cowden, Saint Louis University
Hadi Alhorr, Saint Louis University
Tuesday, July 3

The New Kid on the Block: Bringing the Visual to Knowledge Management Research  
Miikka J. Lehtonen, Aalto University School of Economics

Session 3.3.14 - Interactive  
Time: 13:00-14:15  
Track: 5 - MNC Management and Organization  
Room: Meridian E

Addressing Current Strategic Challenges Facing MNEs  
Chair: Murali Chari, Lally School of Management & Technology

Do Natural Disasters Facilitate Globalization?  
Andres Ramirez, Bryant University  
Nezih Altay, DePaul University

Model of Corporate Culture, Strategic Change and Corporate Performance: Evidence from the Chinese Construction Industry  
Mingming Liu, Dalian University of Technology  
Susan Freeman, University of Adelaide  
Md. Wahid Murad, University of Adelaide

The Effects of Structural Embeddedness on Innovative Capability and Internationalization of Business Group. Constrain or Opportunity?  
Ying-Yu (Kerri) Chen, National Taiwan University  
Yi-Long Jaw, National Taiwan University

Using the Joint Impact of 3Ds (Dispersion, Density, and Diversity) to unlock the M-P Puzzle?  
Dina Abdelzaher, Florida International University  
Jose de la Torre, Florida International University

Session 3.3.15 - Interactive  
Time: 13:00-14:15  
Track: 1 - Institutions, Governance, and CSR  
Room: Continental A

Technology and the Environmental Management in International Business  
Chair: Kun Liu, Wayne State University

Impact of Institutional Forces on Adoption of Environmental Management Strategy: Moderating Effects of Complementary Assets and Environmental Orientation  
Yuanfei Kang, Massey University  
Ximing He, University of New Castle

Environmental Regulation and Proactiveness: What does the Jordanian Evidence Tell Us?  
Yousef Eidat, University College Dublin

The Role of Environmental Proactiveness in the Relationship between Consumer Ethnocentrism and Foreign Company Identification  
Yung-Hwal Park, Saint Louis University  
Morris Kalliny, Saint Louis University

The Impact of Stakeholder Management and Sustainability Practices: Evidence of Domestic and International Operations of Brazilian Multinationals  
Flavia M. Alvim, Fundação Dom Cabral  
Livia Lopes Barakat, Fundação Dom Cabral  
Heiko H. Spitzkeck, Fundação Dom Cabral  
Sherban Leonardo Cretoiu, Fundação Dom Cabral  
Isabelle C. Neves, Fundação Dom Cabral

Green Firm Specific Advantages for Enhancing Environmental and Economic Performance  
Nitish Singh, Saint Louis University  
Carri R. Tolmie, Saint Louis University  
Yung-Hwal Park, Saint Louis University

Drivers of Investment in Corporate Sustainability Strategies of Retailers and Manufacturers in Developed and Developing Countries  
Kudzai Mukumbi, Michigan State University  
Brenda Sternquist, Michigan State University

Intellectual Property Rights and Competition Policy on the Development of Entrepreneurship across Countries  
Kun Liu, Wayne State University  
Kun Fu, Bocconi University

TUESDAY, JULY 3 - 14:15-14:30

Time: 14:15-14:30  
Room: Atrium Hall

Break

TUESDAY, JULY 3 - 14:30-15:45

Session 3.4.1 - Panel  
Time: 14:30-15:45  
Track: 1 - Institutions, Governance, and CSR  
Room: Hemisphere B

Poverty Alleviation at the Local Level: What Works Best?  
Chair: John Raymond Dilyard, St. Francis College

Panelists:  
John Raymond Dilyard, St. Francis College  
Susan Mudambi, Temple University  
Bindu Vyas, King's College  
Masud Chand, Wichita State University  
Sow Hup Chan, University of Macau  
Chung-Leung Luk, City University of Hong Kong  
Wendy W. N. Wan, Sun Yat-Sen University

Session 3.4.2 - Panel  
Time: 14:30-15:45  
Track: 7 - Emerging Economies  
Room: Continental B

Entrepreneurship in Islamic Societies  
Chair: Mehdi Farashahi, Concordia University

Panelists:  
Mehdi Farashahi, Concordia University  
Abbas Ali, Indiana University of Pennsylvania  
Soumaya Ben Letaifa, Universite du Quebec a Montreal  
Abdulrahman Chkhouni , Concordia University  
Claude Marcotte, Concordia University
### Session 3.4.3 - Competitive
**Time:** 14:30-15:45  
**Track:** 8 - Developing Country MNCs  
**Room:** Continental C

**International Strategies of Developing Economy Firms: Resources, Capabilities and Entry Modes**

Chair: Douglas Dow, University of Melbourne

- *The Bargaining Model Revisited: Theory and Evidence from China’s Natural Resource Investments in Africa*
  - Jing Li, Simon Fraser University
  - Aloysius Newenham-Kahindi, University of Saskatchewan
  - Daniel M. Shapiro, Simon Fraser University
  - Victor Zitian Chen, University of North Carolina; Columbia University

- *Leverage or Develop? How Emerging Market Multinationals Manage their Business Models in their Internationalization Processes*
  - Margarete Kalinowski, ESADE Business School
  - Luis Vives, ESADE Business School

- *Turning Lead into Gold: The Case of Chinese and Indian Multinationals’ Internationalization*
  - Filip De Beule, KU Leuven

- *Resources and Multinational Expansion of ASEAN Firms*
  - Nuruzzaman Arsyad, International University of Jakarta
  - Peter Hwang, International University of Jakarta

### Session 3.4.4 - Competitive
**Time:** 14:30-15:45  
**Track:** 4 - Strategy, Alliances, and Competitiveness  
**Room:** Smith Suite C1

**Governance and Innovation in International Alliances**

Chair: Jean-Francois Hennart, Tilburg University

- *Non-Complementary Governance Mechanisms in International Technology Alliances and Innovation Capabilities*
  - Yong Kyu Lew, University of Hull

- *Alliance or Going Alone: The Choice for Internationalizing Small and Medium-Sized Technology Enterprises*
  - Gongming Qian, Chinese University of Hong Kong
  - Lee Li, York University

- *Control Decisions of Offshored Activities: Drivers of Non-Equity Alliances*
  - Gabriella Lojacono, Università Bocconi
  - Nicola Misani, Università Bocconi

### Session 3.4.5 - Competitive
**Time:** 14:30-15:45  
**Track:** 12 - Value Creation and Work  
**Room:** Smith Suite C2

**Activity Organization and Firm Boundaries**

Chair: Silvia Massini, University of Manchester

- *The Changing Nature of Global Integration: Antecedents of Parent and Affiliate Product Transfers*
  - Heather K Berry, George Washington University
  - Aseem Kaul, University of Minnesota

### Session 3.4.6 - Competitive
**Time:** 14:30-15:45  
**Track:** 3 - IB Theory, FDI, and Entry Mode  
**Room:** Smith Suite C3

**Firms as Catalyst of Within Country Migration Evidence from a Randomized Intra-Firm Experiment in India**

- Prithwiraj Choudhury, University of Pennsylvania
- Tarun Khanna, Harvard Business School

**The Role of Absorptive Capacity Routinizations and Attention Directing Mechanisms in Adoption of a Management Innovation**

- Carine Peeters, Université libre de Bruxelles
- Silvia Massini, University of Manchester
- Arie Y. Lewin, Duke University

**The Global Co-Evolution of Firm Boundaries: Commoditization, Capabilities, and Paths Dependencies**

- Stephan Manning, University of Massachusetts Boston
- Silvia Massini, University of Manchester
- Carine Peeters, Université libre de Bruxelles
- Arie Y. Lewin, Duke University

### Session 3.4.7 - Competitive
**Time:** 14:30-15:45  
**Track:** 10 - Economics, Finance and Accounting  
**Room:** Smith Suite C4

**Spillovers: Here, There, Everywhere**

Chair: Ulf Andersson, Copenhagen Business School

- *Inter-regional Determinants of Innovatory Spillovers from Foreign Direct Investment: Evidence from China*
  - Yi (Elizabeth) Wang, University of Leeds
  - Jeremy Clegg, University of Leeds
  - Chengqi Wang, Nottingham University Business School

- *Making Room for Something New: Foreign Direct Investment and Host-Country Entrepreneurial Activity*
  - Phillip Kim, University of Wisconsin - Madison
  - Mingxiang Li, University of Wisconsin - Madison

- *Subsidiary Linkage Patterns: Learning Prospects and Spillover Risks*
  - Ulf Andersson, Copenhagen Business School
  - Alessandra Perri, Universidad Carlos III de Madrid
  - Phillip C. Nell, Copenhagen Business School
  - Grazia D. Santangelo, University of Catania

### Session 3.4.8 - Competitive
**Time:** 14:30-15:45  
**Track:** 7 - Firm Theory and Strategy  
**Room:** Smith Suite C5

**Capital Structure**

Chair: Grigoris Livanis, Northeastern University

- *U.S. Listing and International Asset Pricing: The Absence of Cross-Listing Premiums*
  - Liu Wang, Providence College

- *Relationship Lending versus Arm’s Length Debt - A Cultural Perspective*
  - Astrid Juliane Salzmann, RWTH Aachen University
  - Ron Christian Antonczyk, RWTH Aachen University
  - Wolfgang Breuer, RWTH Aachen University

- *The Emperor’s New Clothes: Characteristics of the Chinese Stock Listing Diaspora*
  - Abigail S. Hornstein, Wesleyan University
### Session 3.4.9 - Competitive
**Time:** 14:30-15:45  
**Track:** 11 - SMEs and Entrepreneurship  
**Room:** Oceanic B  

**SME Exporting**  
Chair: Shameen Prashantham, Nottingham University Business School

- **Relationalism in the SMEs export channel**  
  Youngmi Baek, Sogang University
- **Export Orientation in the Economic Recession - An Empirical Investigation of New Zealand Wineries**  
  Yang Yu, Victoria University of Wellington  
  Val Lindsay, Victoria University of Wellington  
  Stacey Hynes, Victoria University of Wellington
- **Export Propensity, Export Intensity and Firm Performance: the Role of the Entrepreneurial Founding Team**  
  Panagiotis Ganotakis, Leeds University  
  James Love, Aston University
- **Firms' Exporting and Importing Activities: Is There a Two-Way Relationship?**  
  Davide Castellani, University of Perugia  
  Chiara Franco, University of Bologna  
  David Aristei, University of Perugia

### Session 3.4.10 - Competitive
**Time:** 14:30-15:45  
**Track:** 1 - Institutions, Governance, and CSR  
**Room:** Oceanic A  

**Microfinance, Venture Investment and International Business**  
Chair: Raj Aggarwal, University of Akron

- **National Institutional Configurations, Organizational Forms, and the Financial-Social Performance Relationship in Global Microfinance**  
  Eric Yanfei Zhao, University of Alberta
- **The Dividends of Diaspora: Migrants, Remittances, and Changes in Home-Country Rule of Law**  
  Michael Cummings, University of Minnesota  
  Paul Vaaler, University of Minnesota  
  Michael Barnett, University of Oxford
- **Business, the State, and Poverty Alleviation: Insights from the Backlash against Commercial Microfinance in India**  
  Joshua K. Ault, University of Victoria  
  Andrew Spicer, University of South Carolina

### Session 3.4.11 - Interactive
**Time:** 14:30-15:45  
**Track:** 11 - SMEs and Entrepreneurship  
**Room:** Meridian B  

**SME Adaptation for Survival in Economic Crisis: A Customer Relationship Orientation Viewpoint**  
Melodena Stephens Balakrishnan, University of Wollongong in Dubai  
Abraham Koshy, IIM A  

**Not Too Small, Not Too Big: The Rise of Medium-Sized Firms in International Markets**  
Alberto Pezzi, University of Roma Tre  
Otto Morresi, University of Roma Tre

**Step by Step: A Hierarchical Model of SME Internationalization**  
David Pastoriza, HEC Montreal  
Hugo Zarco, University of Navarra  
Miguel Canela, IESE Business School

**Entrepreneurial Orientation and International Performance**  
George Nakos, Clayton State University  
Keith D. Brouthers, North Carolina State University  
Pavlos Dimitratos, University of Glasgow  
Lance Eliot Brouthers, Kennesaw State University

**One For All? Transaction Cost Determinants and Entry Mode of SMEs vs. MNEs: A Meta-Analysis**  
Alexander H. Wiegand, WU Vienna  
Jonas F. Puck, WU Vienna  
Arne Floh, WU Vienna

### Session 3.4.12 - Interactive
**Time:** 14:30-15:45  
**Track:** 8 - Developing Country MNCs  
**Room:** Meridian C  

**International Diversification, Performance and Developing Economy Firms**  
Chair: Elizabeth L. Rose, Aalto University School of Economics

- **Diversification and Performance of Business Groups in Emerging Markets: Taiwan as Example**  
  Cheng-Wen Yao, Tzu-Chi College of Technology  
  Angelina, Te-Yi Lin, National ChengChi University
- **The Impact of FDI Type on the Relationship between Institutional Distances and the Performance of Foreign Subsidiaries**  
  Hsiao-Wen Lin, Tzu-Chi University  
  The Impact of Business Group Diversification on Emerging Market Multinationals: Evidence from Latin America
  Armando Borda, Universidad ESAN/ Florida International University
- **Firm Specific Advantages in Managing the Risks of Internationalisation in Frontier Markets: Exploring the Role of Government Linkages**  
  Namukale M. Chintu, University of Cambridge
- **Innovation Process as a Mediator Linking Export Capabilities and Performance**  
  Badri Munir Sukoco, Airlangga University  
  Muslich Anshori, Airlangga University  
  Indrianawati Usman, Airlangga University
**Managing Overseas Assignments**

**Chair:** Naoki Ando, Hosei University

**Session 3.4.13 - Interactive**
**Time:** 14:30-15:45
**Track:** 9 - Cross-cultural Management and HRM
**Room:** Meridian D

- **The Influence of Terrorism on Expatriate Performance: a Conceptual Approach**
  - Benjamin Bader, University of Hamburg
  - Nicola Berg, University of Hamburg

- **The Effect of Absolute and Relative Numbers of Expatriates on Foreign Subsidiary Performance**
  - Naoki Ando, Hosei University

- **Cross-Cultural Adjustment of Expatriates: The Role of Emotional Intelligence, Sex, Cultural Similarity and Experience**
  - Alexei Koveshnikov, Hanken School of Economics
  - Heidi Wechtler, Sorbonne Business School
  - Cecile Dejoux, CNAM Paris

- **The U-Curve Hypothesis: A New Examination of the Adjustment process of Cross-Cultural Adjustment through a Taxonomy of Expatriates**
  - Heidi Wechtler, Sorbonne Business School
  - Olivier Wurtz, Ecole Hôtelière de Lausanne

- **Broadening our Understanding of Self-initiated Expatriates: A cross-discipline look at international volunteers' motivations**
  - Anthony Fee, University of Sydney
  - Eliane Karsaklian, Université de la Sorbonne Nouvelle

- **Willingness to Work in an International Context**
  - Anci Borozan, Eastern Illinois University
  - David Boggs, Eastern Illinois University

- **Foreign CEO Appointments in the Multinational Enterprise: Rational Motives and Homophilic Constraints**
  - Yannick Thams, Florida International University
  - Aya Chacar, Florida International University

- **The Job Demands-Resources Model and International Business Travelers: A Qualitative Study**
  - Lucy Rattrie-Wilcox, University of Stirling
  - Markus Kittler, University of Stirling

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**Internationalization Processes**

**Chair:** Elizabeth Maitland, University of New South Wales

**Session 3.4.14 - Interactive**
**Time:** 14:30-15:45
**Track:** 3 - IB Theory, FDI, and Entry Mode
**Room:** Meridian E

- **Internationalization Speed, Firm Performance and the Moderating Role of International Diversity**
  - Kuei-Yang Cheng, National Taiwan University

- **What Matters More - Experience or Competitive Imitation? A Longitudinal Study of R&D Location Decisions**
  - Pallavi Shukla, Rutgers University

- **Do Firm Specific Intangible Assets Compensate Weak Legal Institutions? Empirical Evidence on the Relationship between Multinationality and Value from European Firms**
  - Stefan Eckert, International Graduate School Zittau
  - Marcus Dittfeld, IHI-Zittau
  - Florian Minefelder, University of Bamberg

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**TUESDAY, JULY 3 - 15:45-16:15**

**Coffee Break**

Refreshments will be provided for conference participants at the Atrium Hall.

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**TUESDAY, JULY 3 - 16:15-17:30**

**AIB Awards Ceremony and Business Meeting**

The session will start with the announcement of the winners for the various conference awards including the Farmer Award, Best Paper Award, and the Haynes Prize.

Then, the business meeting will feature a presentation for the 2013 AIB Meeting in Istanbul and a review of the state of AIB and JIBS. The 2012-2014 Executive Board will be introduced.

The floor will then be open for questions and comments from the membership.

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**TUESDAY, JULY 3 - 17:30-18:30**

**AIB Awards/Farewell Reception**

The 2012 AIB Annual Meeting will come to a close with a reception immediately following the AIB General Business Meeting. The reception will be held at the Auditorium Foyer.

The reception is sponsored by Palgrave Macmillan, publishers of JIBS, in honor of all the winners of awards being given out at AIB.
Zakaria, Norhayati; University of Wollongong in Dubai, United Arab Emirates (yatizakaria11@gmail.com): 3.1.10
Zakaria, Rimi; Florida International University, USA (rimi_zakaria@yahoo.com): 2.1.6
Zander, Ivo; Upsala University, Sweden (ivo.zander@fek.uu.se): 2.1.4
Zanfei, Antonello; University of Urbino, Italy (antonello.zanfei@uniturbi.it): 1.3
Zarco, Hugo; University of Navarra, Spain (hugo.zarco.jasus@gmail.com): 3.4.11
Zdravkovic, Srdan; Bryant University, USA (szdavko@bryant.edu): 2.3.4
Zellmer-Bruhn, Mary Elizabeth; University of Minnesota, USA (mzellmer@umn.edu): 1.3.2, 2.2.10
Zelner, Bennet A.; University of Maryland, College Park, USA (bzelner@rhsmith.umd.edu): 1.4.9, 2.4.14, 3.3.1
Zeriti, Athina; Leeds University, United Kingdom (bna@leeds.ac.uk): 2.1.3
Zhan, Feng; York University, Canada (fzhan09@schulich.yorku.ca): 3.1.8
Zhan, Jie; China Huarong Asset Management Corporation; Peking University, China (jacquelinem35@ sina.com): 1.1.15
Zhan, Junhau; Old Dominion University, USA (jzh@odu.edu): 2.2.6
Zhang, Feng; St. Mary's University, USA (fzhang@stmarytx.edu): 1.3.6, 3.1.11
Zhang, Jie; China Huarong Asset Management Corporation; Peking University, China (jzh@odu.edu): 1.1.15
Zhang, Junhau; Old Dominion University, USA (jzh@odu.edu): 1.3.4
Zhang, Megan (Min); University of Western Ontario, Canada (mzhang.phd@latribe.ca): 3.3.6
Zhang, Mike Mingqiong; La Trobe University, Australia (m.zhang@latrobe.edu.au): 1.3.8
Zhang, Si; Tsinghua University, China (si.s.i.zhn@gmail.com): 1.3.11
Zhang, Xiaotian Tina; University of Alberta, Canada (eric.zhang@ualberta.ca): 3.4.10
Zhang, Jin; Michigan State University, USA (zzhaoy@bus.msu.edu): 2.1.13
Zhao, Eric Yanfei; University of Alberta, Canada (eric.zhang@ualberta.ca): 1.3.8
Zhao, Jing; Michigan State University, USA (zhaojin3@msu.edu): 3.2.13
Zhao, Jinlin; Florida International University, USA (zhaoj@fiu.edu): 2.2.6
Zhao, Minyuan; University of Michigan, USA (mmyzhao@umich.edu): 3.3.3
Zhao, Yuanhui; Michigan State University, USA (zhaoys@bus.msu.edu): 2.1.13
Zheng, Yi; Nanjing University, China (zhengyi5828790@163.com): 2.1.13
Zhong, Bi-Juan; Ohio State University, USA (zhong_40@fisher.osu.edu): 2.4.10, 3.1.5
Zhong, Jing; Duke University, USA (xing.zhong@duke.edu): 2.1.2
Zhong, Xiaoli; Hong Kong University of Science and Technology, China (zyzhouan@ust.hk): 2.4.14
Zhou, Kevin Zheng; University of Hong Kong, Hong Kong, SAR-PRC (kevinzhou@business.hku.hk): 2.3.13
Zhu, Cherrie Jiuhua; Monash University, Australia (cherrie.zhul@monash.edu): 1.3.8, 2.1.12
Zucchella, Antonella; University of Pavia, Italy (antonella.zucchella@unipv.it): 1.1.11, 3.3.9
Zwerg-Villegas, Anne Marie; Universidad EAFIT, Colombia (azwerg@eafit.edu.co): 3.2.12

Palgrave Macmillan congratulates the winner of the 2012 Palgrave Macmillan/JIBS Decade Award

Keith Brouthers
for his paper

Institutional, cultural and transaction cost influences on entry mode choice and performance

(JIBS 33.2 pp. 203-221)

Please join us on
Thursday, July 3 – 10:45-12:00, Session 3.2.P
for the Decade Award session

Visit www.jibs.net to read this and past Decade Award-winning papers online
The exhibits are located in the Atrium Hall. AIB would like to thank the following organizations for exhibiting at this year’s conference (in alphabetical order):

- AIB 2013 Istanbul
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ABM is pleased to announce the appointment of Michael A. Witt (INSEAD) as the new General Editor from January 2012.

Read Witt’s editorial statement on the ABM website.

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2011: Nagoya, Japan
2010: Rio de Janeiro, Brazil
2009: San Diego, California, USA
2008: Milan, Italy
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1984: Cleveland, Ohio, USA
1983: San Francisco, California, USA
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1981: Montreal, Quebec, Canada
1980: New Orleans, Louisiana, USA
1979: Las Vegas, Nevada, USA
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1977: Orlando, Florida, USA
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1975: Dallas, Texas, USA
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1960: New York City, New York, USA
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Aharoni, Yair - Tel Aviv University
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To see a complete list of AIB Fellows including Inactive, Deceased, and Honorary Fellows, and to access the bios of the Fellows, please visit the AIB Fellows page on AIB’s website at http://aib.msu.edu/aibfellows.asp
Oxfam America: Fighting poverty through private sector engagement

Oxfam America works with a wide range of organizations to develop innovative solutions to poverty and social injustice. Given the reach, influence, and impact of the private sector, Oxfam increasingly engages with businesses. Although we have the capacity to take on hard-hitting advocacy directed at certain industries, we are equally committed to establishing transformative partnerships with private sector leaders.

For more information on Oxfam America’s private sector work, please visit oxfamamerica.org/privatesector
AIB 2013 Annual Conference
Istanbul, Turkey  July 3-6, 2013

Bridging the Divide: Linking IB to Complementary Disciplines and Practice

Program Chair: Patricia McDougall, Indiana University
Submission Deadline: January 15, 2013
Sitting at the crossroads of the continents of Europe and Asia, Turkey increasingly serves as a bridge linking the complex political, economic and cultural forces of these regions. Less than a decade ago, an unfortunate terrorist bombing incident in Turkey forced our Academy to reluctantly move its 2004 conference venue from Istanbul to another location. In recent years, as Turkey has increasingly fulfilled its promise as a regional model for IB and as a homeland for diverse civilizations in history, The Academy takes great pride in having Istanbul as the host city for our 2013 conference organized around the theme, Bridging the Divide: Linking IB to Complimentary Disciplines and Practice.

Scholarly papers that are interdisciplinary or multidisciplinary as well as papers that link theory to practice are particularly encouraged as the need for more dialogue and integration across disciplines is needed to solve the complex issues confronting international business in today’s increasingly multifaceted world. Cross-fertilization of IB with complimentary disciplines is important for developing new methods and perspectives and to enhance scholarly understanding and advance practice.