WEDNESDAY, OCTOBER 7, 1998

Chapter Chairs Breakfast Meeting
Time: 8:00 am - 10:00 am  Room: Lehar

AIB Board Meeting
Time: 11:30 am - 5:00 pm  Room: Millocker

Presentation Skills Workshop
Time: 12:00 pm - 1:20 pm  Room: Metternich

Presenters:
José de la Torre,
University of California, Los Angeles
Avraham Meshulach,
Hebrew University of Jerusalem
George S. Yip,
University of California, Los Angeles

Doctoral Consortium (Light Snack)
Time: 1:30 pm - 6:00 pm  Room: Alexander

Coordinator: Masaaki “Mike” Kotabe, Temple University
Faculty Leaders:
Preet S. Aulakh, Michigan State University
Paul Beamish, University of Western Ontario
Tatiana Kostova, University of South Carolina
Xavier Martin, New York University
Sri Zaheer, University of Minnesota

THURSDAY, OCTOBER 8, 1998

Opening Plenary
Transformation of Global Firms and the Global Economy
Time: 8:30 am - 10:00 am  Room: Ballroom Sec. II
Chair: Bruce Kogut, University of Pennsylvania
Panelists:
Mark Casson, Reading University
Sumantra Ghoshal, London Business School
Eleanor Westney, MIT
Udo Zander, Stockholm School of Economics

Coffee Break
Time: 10:00 am - 10:15 am  Room: Foyer
THURSDAY, OCTOBER 8, 1998
(10:15 am – 11:40 am)

Competitive Session T11 Globalization

Globalization, Networks, or National Dyads
Time: 10:15 am - 11:40 am  Room: Metternich
Chair: Adrian Tschoegl, University of Pennsylvania
Discussant: Subramanian Rangan, INSEAD
Autonomy of German and Japanese Subsidiaries
JH Taggart, University of Strathclyde
Neil Hood, University of Strathclyde
Functional versus Mission-Oriented Management of International R&D Sites
Walter Kuehmerle, Harvard University
Richard S. Rosenbloom, Harvard University
The Impact of HQ-Subsidiary Perception Gaps on Control and Cooperation in MNCS
Julian Birkinshaw, Stockholm School of Economics
Ulf Holm, Uppsala University
Peter Thilenius, Uppsala University
Niklas Arvidsson, Stockholm School of Economics
Toward a Model of Accelerating Organizational Change: Evidence From the Globalization Process
Thomas Malnight, University of Pennsylvania

Competitive Session T12 Opportunities and Crises for Firms in Transition

China
Time: 10:15 am - 11:40 am  Room: Alexander
Chair: Alan Shao, University of North Carolina
Discussant: Steve Kobrin, University of Pennsylvania
Howard Davies, The Hong Kong Polytechnic University
Peter Walters, The Hong Kong Polytechnic University
A Comparative Study of Manufacturing And Service Employees in Hong Kong: Insights for Transforming Economies in Asia
Dale Fields, The George Washington University
Mary Pang, City University of Hong Kong
Catherine Chiu, City University of Hong Kong
James P. Guthrie, University of Kansas
Robert O. Nyamori, University of Waikato

Competitive Session T13 The Rumble: Knowledge Versus Internalization Views

Creating and Sharing Knowledge
Time: 10:15 am - 11:40 am  Room: Talleyrand
Chair: Llewellyn D. Howell, Thunderbird, American Graduate School of International Management
Discussant: Xavier Martin, New York University
Resource Flows and the Structure of Control Within American and Japanese Affiliates in Southeast Asia
Schon Beechler, Columbia University
Creating and Managing a High Performance Knowledge-Sharing Network: The Toyota Case
Jeffrey Dyer, University of Pennsylvania
Kentaro Nobeoka, Kobe University
Knowledge Dissemination in Global R&D Operations
Robin Teigland, Stockholm School of Economics
Carl Fey, Stockholm School of Economics
Julian Birkinshaw, Stockholm School of Economics
Imprinting and the Country-of-Origin Effect on American and Japanese Subsidiaries in Taiwan
Patricia R. Robinson, New York University
Tung-Chun Huang, National Central University

Panel Session T1P Globalization and Space: The Long View

From American Investment in Britain and Sovereignty at Bay to the Global Economy
Time: 10:15 am - 11:40 pm  Room: Ballroom Sec. I
Chair: Alan Rugman, University of Oxford
Discussant: John H. Dunning, Rutgers University
Panelists:
Eleanor Westney, MIT
A. E. Safarian, University of Toronto
Raymond Vernon, Harvard University
John Cantwell, Reading University

THURSDAY, OCTOBER 8, 1998
(11:50 am – 1:15 pm)

Members’ Meeting (Light Snack)
Time: 12:00 - 1:00 pm  Room: Alexander
# Poster Session I: Culture, Markets And Multinational Firms (Light Snack)

**Time:** 11:50 pm - 1:15 pm  
**Room:** Ballroom Sec. III

### Recognition and Integration of Subsidiary Competence in the Multinational Corporation
- Maria Andersson, Uppsala University
- Patrick Furu, Swedish School of Economics and Business Administration
- Christine Holmstrom, Uppsala University

### Voluntary Non-participation: A Cross-Cultural Examination of Consensus
- Corinne Coen, University of Michigan Business School

### Cross Cultural Management — Hype or Hope?
- Gerhard Apfelthaler, FHS Kufstein Tirol
- Matthias Karmasin, Nausner and Nausner and WU-Wien

### Information Strategies in Foreign Market Entry: Investing in Sales and Distribution Facilities
- Simon P. Burke, University of Reading
- Mark Casson, University of Reading

### The Dynamics of Co-operative International Strategy: An Evolutionary Stakeholder Mapping Framework
- Jeffrey Cummings, The George Washington University
- Jonathan Doh, The George Washington University and American University

### Entry Mode and Subsidiary Evolution
- Andrew Delios, University of Western Ontario
- Julian Birkinshaw, Stockholm School of Economics

### The Importance of Expatriate Satisfaction and Cosmopolitan Orientation to Organizational Performance
- Meredith Downes, Illinois State University
- Anisya Thomas, Florida International University

### Foreign Market Entry Revisited: Unresolved Issues, “Messy” Research and Old Conceptual Wineskins
- Paul Ellis, Hong Kong Polytechnic University

### A Comparative Analysis of Retailing Strategies in the UK and Spain
- Carlos Flavian, Universidad de Zaragoza
- Adrian Haberberg, University of Westminster
- Yolanda Polo, Universidad de Zaragoza

### Globalization vis-à-vis Creolisation of the Consumer Product
- John Fox, University of Rijeka
- Renata Fox, University of Rijeka

### Types of Knowledge and Learning at the Subsidiary Level: Some Research Propositions
- Esra Gencturk, Koc University
- Aysegul Ozsomer, Seattle University

### New Technologies and Foreign market Entry: Assessing Electronic Exchange Entry Modes (EEEM) and the Impact on the Internationalization Process
- Gary D. Gregory, University of Wollongong
- Munib Karavdic, University of Wollongong

### Acquisition Versus Greenfields: Both Sides of the Picture
- Anne-Wil Harzing, University of Bradford

### The Impact of Country-of-Origin Effects on Industrial Buyers’ Perceptions of Product Quality: An Empirical Examination of U.S. and Mexican Purchasing Agents
- Gary S. Insch, Boston University
- J. Brad McBride, ITAM

### Integrated Advertising of Self Image Projective Products Using The Relative Positioning Model in Global Markets
- J.S. (Vic) Johar, California State University

### Define the Defining Characteristics of International Business: A Cognitive Approach
- Neng Liang, Loyola University

### Escape from Constricted Markets: The Role of Global Markets in Entrepreneurial Firm Growth Under Adverse Conditions
- David Lohmann, Hawaii Pacific University

### Joint Ventures In Local and Global Commons
- James Barney Marsh, University of Hawai at Manoa

### The Influence of Corporate and National Culture on Relationship Marketing and the Repurchase Intention of Industrial Buyers
- Bruce Money, University of South Carolina
- Kelly Uscategui, University of South Carolina
- Subhash Sharma, University of South Carolina

### An Investigation of Organizational Factors and Individual Markets Associated with Gray Market Activity
- Matthew Myers, University of Oklahoma
- David Griffith, University of Oklahoma

### International Joint Ventures: An Inter-Disciplinary Approach to Understanding Differences in Perception
- Valentia Pashtenko, University of Rhode Island
- Kent Neupert, Chinese Univ. of Hong Kong

### Shared Corporate Values: Implications for Affiliate Performance
- Malika Richards, Drexel University

### International Cooperative Strategies: Do Consumer Perceptions of Alliances and Countries-of-Origin Matter?
- Julie Ruth, University of Washington
- Bernard Simonin, University of Washington

### The Determinants of Escalation of Commitment
- Stephen B. Salter, University of Cincinnati
- David Sharp, University of Western Ontario

### Interfirm Innovation: An Examination of Performance in International Alliances
- Rachelle C. Sampson, University of Michigan
Home Sweet Home: Firm domesticity and Demand for Experienced Key Managers  
Douglas M. Sanford, Jr., The George Washington University

Partnering Orientation: An Investigation of the Construct, its Antecedents, and Outcomes  
Mitrabarun Sarkar, Michigan State University

Autonomy and Procedural Justice: HQ Intent and Subsidiary Attainment  
J.H. Taggart, University of Strathclyde

Are Managers and Entrepreneurs Different?  
Justin Tan, California State University

Development of Research Tradition From 1960 to 1990: An Analysis of International Business Theories Explaining Foreign Production and the Multinational Enterprise  
Christine J. Weisfelder, Bowling Green State University

Service Recovery—Does it Work? An Examination of the Relationship Between Compensation, Service Perception, and Cultural Orientation  
Nancy Wong, University of Hawaii at Manoa

THURSDAY, OCTOBER 8, 1998  
(1:30 pm – 3:00 pm)

Panel Session T2P1 Globalization

Transformation of a Global Corporation: The Case of Daewoo Motor Company  
Time: 1:30 pm - 3:00 pm  
Room: Metternich

Chair: Dong-Sung Cho, Seoul National University

Panelists:
  - Bong-Sup Shim, Executive Managing Director, Buppyung Technical Center of Daewoo Motor Company
  - Dong-Hyun Lee, Catholic University, Korea
  - Su-Keun Kwak, Seoul National University

Panel Session T2P2 Opportunities and Crises for Firms in Transition

Strategies and Challenges of Traditional Latin American Firms in Response to Globalization  
Time: 1:30 pm - 3:00 pm  
Room: Alexander

Chair: Denise Dimon, University of San Diego

Panelists:
  - José de la Torre, UCLA
  - Joseph Ganitsky, Loyola University New Orleans
  - Jaime Alonso Gómez, ITESM
  - Angela da Rocha, Federal University of Rio de Janeiro

Competitive Session T21 The Rumble: Knowledge Versus Internalization Views

Agents of Internalization  
Time: 1:30 pm - 3:00 pm  
Room: Talleyrand

Chair: Duane Kujawa, University of Miami

Discussant: Bernard Yeung, University of Michigan

Testing the Applicability of an Agency Theory Model of Headquarters Control of Foreign Subsidiaries  
Sharon O’Donnell, University of Delaware

The Role of Experience in the Survival of Japanese Foreign Subsidiaries  
Andrew Delios, University of Western Ontario
  Paul W. Beamish, University of Western Ontario

A Hostage Theory of Joint Ventures: Why do Japanese Manufacturers Choose Partial Over Full Acquisitions to Enter the US?  
Shih-Fen Chen, Kansas State University
  Jean-François Hennart, University of Illinois at Urbana-Champaign
  Danchi Tan, University of Illinois at Urbana-Champaign

Does Internalization Affect Firm Performance?  
Lorraine Eden, Texas A&M University
  Douglas E. Thomas, Texas A&M University
Competitive Session T22: Globalization and Space in the Long View

Location and FDI

Time: 1:30 pm - 3:00 pm     Room: Ballroom Sec. I

Chair: Lee Preston, University of Maryland

Discussant: Henrik Glimstedt, Stockholm School of Economics

Dutch Manufacturing MNES In the United States, 1950-1995
Rajneesh Narula, University of Oslo
Annelies Hogenbirk, University of Oslo

UK FDI and the Comparative Advantage of the UK
Lilach Nachum, Cambridge University
John H. Dunning, Reading University
Geoffrey Jones, Reading University

The “Commonwealth Effect” and the Process of Internationalization
Sarianna Lundan, Reading University
Geoffrey Jones, Reading University

The Locational Determinants of Japanese Manufacturing Investment Within Europe
Stuart Ford, King’s College London
Roger Strange, King’s College London

Poster Session II: Recent Research on Asia (Light Snack)

Time: 1:30 pm - 3:00 pm     Room: Ballroom Sec. III

Localization and Industrial Structure: The Machine Tool Industry in Taiwan
Jonathan Brookfield, The University of Pennsylvania

Abstract Question and Response Bias in Cross-Cultural Studies Involving PRC, Taiwanese and U.S. Respondents
Nailin Bu, Queen’s University
Tim Craig, University of Victoria
T.K. Peng, Chinese Naval Academy

The Cross-Cultural Applicability of Trust and Commitment in “High” and “Low” Trust Cultures
David A. Griffith, The University of Oklahoma
Matthew B. Myers, The University of Oklahoma

Strategic Use of Capacity Expansion and Competitive Interactions in the Taiwanese Chemical Industries
Jia-Jeng Hou, Chung Yuan Christian University
Ming-Je Tang, National Taiwan University

Japanese IHRM and the Challenges of Globalization
Timothy Dean Keeley, Kyushu Sangyo University

Toward a Dialectic Theory of Internationalization: A Longitudinal Study of Taiwan’s Acer Group
Peter Li, California State University

Foreign Direct Investment Policy in a Transitional Economy: The Case of China
Yuan Lu, Chinese University of Hong Kong
Terence Tsai, University of Western Ontario

Locus of Decision-Making in Japanese Multinationals in Australia
David Merret, University of Melbourne
Stephen Nicholas, University of Melbourne
William Purcell, University of New South Wales
Greg Whitwell, University of Melbourne

Effects of Outward Foreign Direct Investment on Home Country Exports: The Case of Korean Firms
Hwy-Chang Moon, Seoul National University
Sung-Hoon Lim, KOTRA

Autonomy of Equity International Joint Ventures (EIJVS) in China
William Newburry, New York University
Yoram Zeira, Tel Aviv University
Orly Yeheskel, Tel-Aviv University

Globalization of Japanese Manufacturing Industries: Motives and Strategies
Kang H. Park, Southeast Missouri State University

Interlocking Directorates, Firm Strategies, and Performance in Pre-1997 Hong Kong: Towards a Research Agenda
Mike W. Peng, Ohio State University and Chinese University of Hong Kong
Kevin Au, Chinese Univ. of Hong Kong

Mike W. Peng, Ohio State University and Chinese University of Hong Kong

Enterprise Governance and Finance in China
Val Samonis, University of Toronto
Yongchun Cai, University of Toronto
Chao Xu, University of Toronto
Qin Chen, University of Toronto

An Examination of Organizational General Image Variables Related to American and Japanese International Joint Ventures in China
Steven X. Si, Concordia University
Douglas D. Baker

The Asian Miracle Revisited: The Significance of Productivity-Driven Compensation in Japan
Glen Taylor, University of Hawai‘i at Manoa
Differences in Strategies of Upward Influence: A Comparative Study of Managers From Portugal, Macao and the People’s Republic of China
Robert H. Terpstra, University of Macau
David A. Ralston, University of Connecticut
Jorge C. Jesuino, Instituto Superior de Ciencias do Trabalho e da Empresa
Irene Cheung, University of Macau

The Comparison of Accounting Standards Across the Taiwan Strait
David Yang, University of Hawaii

Influences on MNC HRM Policies in China: A Study of U.S., Japanese and German Firms
John Yang, Fordham University

Chinese Employees’ Leadership Conceptualizations: An Inductive Approach and Some Preliminary Results
Jing Zhou, Texas A&M
Xin Wei, Peking University
Eui Jeong, Texas A&M University
Ricky Griffin, Texas A&M University

Coffee Break
Time: 3:00 pm - 3:15 pm Room: Foyer

THURSDAY, OCTOBER 8, 1998 (3:15 pm – 4:45 pm)

Competitive Session T31 Globalization

Standardization as Globalization
Time: 3:15 pm - 4:45 pm Room: Metternich

Chair: Tony Frost, University of Western Ontario
Discussant: Peter Hagstrom, Stockholm School of Economics

Advertising Standardization in the Subsidiaries of European-, Japanese-, and U.S.-Based Multinational Firms
Insik Jeong, Keimyung University
Saeed Samiee, The University of Tulsa
Jae Hyeon Pae, Hong Kong Polytechnic University
Susan Tai, Hong Kong Polytechnic University

Lean Production in Brazil: The Ford Case
Najib Mattar, Administracao e Contabilidade da Universidade de Sao Paulo

Can the ISO 14000 Series Environmental Management Standards Provide a Viable Alternative to Government Regulation
Paulette L. Stenzel, Michigan State University

Denotation and Connotation In Strategic International Human Resource Management: Can we all Speak and Teach the Same Language?
Marilyn Fenwick, Monash University
Helen De Cieri, Cornell University
Julie Wolfram Cox, Monash University

Competitive Session T32 Opportunities and Crises for Firms in Transition

Hope for the Structurally Depressed
Time: 3:15 – 4:45 pm Room: Alexander

Chair: Peter Gray, Rutgers University
Discussant: Sea-Jin Chang, Korea University

Institutional Upheaval and Company Transformation in Emerging Market Economies
Karen L. Newman, Georgetown University

HRM Strategies in Structurally Depressed Industries: The Japanese Approach
Mahesh Rajan, University of Western Australia

Strategic and Organizational Responses of Mexican Managers to Environmental Uncertainty
Len Trevino, Monterey Institute of International Studies

Transferring World-Class Production to Developing Countries: A Strategic Model
Robert N. Mefford, University of San Francisco
Peter Bruun, Technical University of Denmark

Competitive Session T33 The Rumble: Knowledge Versus Internalization Views

Norms of Cooperation
Time: 3:15 - 4:45 pm Room: Talleyrand

Chair: T. C. Melewar, University of Warwick
Discussant: Sri Zaheer, University of Minnesota

The Influence of Communication Media on The Conflict, Trust, and Cohesion Experienced by International Joint Venture Teams
Carolyn B. Mueller, Ball State University
Renee M. Wachter, Ball State University
Cheryl A. Van Deusen, University of North Florida

How Internationalization Affects Corporate Ethics: Formal Structures and Informal Management Behavior
Gary R. Weaver, University of Delaware
Sharon O’Donnell, University of Delaware
Daniel Sullivan, University of Delaware

To do or not to do? Non-cooperative Behavior by Commission and Omission in Inter-firm Ventures
Africa Arino, University of Navarra
Organizational Behavior as Normatively Embedded: Japanese and American Norms Under Downsizing
Patricia R. Robinson, New York University

Farmer Dissertation Award Finalist Presentations
Time: 3:15 – 4:45 pm Room: Ballroom Sec. II

The License to Lead: An 18 Country Study of the Relationship Between Employees’ Preferences Regarding Interpersonal Leadership and National Culture
Lena Zander, Stockholm School of Economics

Foreign Direct Investment’s Effect on Host Industry Competition and Productivity in the U.S.: The Influence of Initial Host Industry Competition and Foreign Firm Method of Entry
Wilbur Chung (Univ. of Michigan), Stern School of Business

Firms’ Strategies in the Global Innovation System: Knowledge Sharing in the Flat Panel Industry
Jennifer Spencer (Univ. of Minnesota), Univ. of Houston

Firm Capabilities, Technology Ladders, and Evolution of Japanese Production Networks in East Asia
Jaeyong Young (Univ. of Pennsylvania), Columbia University

Panel Session T3P Globalization and Space: The Long View
Going International: New Directions in Distance Learning in International Business
Time: 3:15 - 4:45 pm Room: Ballroom Sec. I
Chair and Discussant: Lorraine Eden, Texas A&M University

Developing Real World Skills: Managing Transnational and Virtual Teams
Zoe Barsness, Texas A&M University

Designing and Implementing a Distance Learning MIMS Program
Stephen Guisinger, University of Texas - Dallas
Raj Mehta, University of Cincinnati

Distance Learning Exports: Delivering a US MBA Program in Asia
Emile Pilafidis, University of La Verne
Dennis Schlais, California State University
Jane LeMaster, University of Texas-Pan American

IB Education using Distance Learning Techniques
Honorio Todino, ITESM, Monterrey, Mexico

The Future of IB Education? A Comparison of Traditional and Internet-based Instruction
Abigail Hubbard, University of Houston
Kent Neupert, Chinese University of Hong Kong

Information and Communication Technology in the Classroom: an Empirical Study with an International Perspective
Gordon Jones, Hawaii Pacific University
Carolyn Mueller, Ball State University
David Ricks, Thunderbird, American Graduate School of International Management
Bodo Schlegelmilch, WU-Wien
Cheryl Van Deusen, University of North Florida

THURSDAY, OCTOBER 8, 1998 (5:00 pm – 5:30 pm)

Village Meeting
Time: 5:00-5:30 pm Room: Ballroom Sec. II

THURSDAY, OCTOBER 8, 1998 (5:30 pm – 6:15 pm)

Closing Plenary
Sponsored by Kim Woo-Chong, Chairman, Daewoo Group
Time: 5:30-6:15 pm Room: Ballroom Sec. II
Speaker: Kim Tae-Gou, Daewoo Motor Company
Chair: Dong Sung Cho, Seoul National University

THURSDAY, OCTOBER 8, 1998 (6:30 pm –8:00 pm)

President’s Reception
Time: 6:30-8:00 pm Room: Full Ballroom
Music provided by the WU Orchestra Quartet.
**FRIDAY OCTOBER 9, 1998**
*(8:30 am – 10:00 am)*

**Opening Plenary: The Transition of Nations and Firms**

**Time:** 8:30-10:00 am  
**Room:** Ballroom Sec. II

**Chairs:**  
Erik Berglof, Stockholm School of Economics  
Jan Svejnar, University of Michigan

**Panelists:**  
Josef Kotrba, Deputy CEO and Member of the Board, Czech Savings Bank  
Jan Mladek, Czech Institute of Applied Economics  
Gerard Rolland, Free University, Bruxelles

**Coffee Break**

**Time:** 10:00 am - 10:15 am  
**Room:** Foyer

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**FRIDAY OCTOBER 9, 1998**  
*(10:15 am – 11:45 am)*

**Competitive Session F11 Globalization: Firm and Industry Studies**

**Bytes of Space**

**Time:** 10:15 am - 11:45 am  
**Room:** Metternich

**Chair:** Akbar Zaheer, University of Minnesota  
**Discussant:** Marc Ventresca, Northwestern University

*The Institutional Environment for Telecommunications Investment*

Witold Henisz, University of Pennsylvania  
Bennet Zelner, University of California at Berkeley

*The Strategic Role of the Maritime Industry in the Development of Selected Major West German and Japanese Export Car Markets: 1960-1988*

Carol A. Howard, Oklahoma City University

*Risks and Rewards in the Globalization of Telecommunications*

Ravi Ramamurti, Northeastern University

*The Sixth Mode of Global Transportation: Cyberspace*

Larry L. Seawright, Intel Corporation  
Kristie W. Seawright, Brigham Young University  
Stanley Fawcett, Brigham Young University

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**Competitive Session F12 Transition and Globalization: Implications for the Diversified Firm**

**Business Groups and Hamlet**

**Time:** 10:15 am - 11:45 am  
**Room:** Alexander

**Chair:** Daniel Van Den Bulcke, University of Antwerp  
**Discussant:** Jeff Dyer, University of Pennsylvania

*The Impact of Liberalization on Vertical Scope*

Omar Nohad Toulan, McGill University

*Domestic Sales, Foreign Business, and Diversification Strategy: A Preliminary Study of Japanese Manufacturing Firms*

Toru Yoshikawa, Nihon University  
Tadashi Shima, Nihon University

*Facilitating Development: The Role of Business Groups*

 Raymond Fisman, Harvard Business School  
Tarun Khanna, Harvard Business School

*The Interactive Effects of Diversification Strategy and Entry Mode on Economic Performance: Empirical Analysis of 30 Major Chaebol Groups in Korea*

Dong Sung Cho, Seoul National University  
Ki-Sung Park, Seoul National University

**Panel F1P1 The Fundamentals: Trade, Entry, and Distribution**

**Globalization From the Perspective of Austrian Firms**

**Time:** 10:15 am-11:45 am  
**Room:** Talleyrand

**Chair:** Arnold Schuh, WU

**Panelists:**  
Dr. Claus Raidl, Chairman of the Board, Boehler-Uddeholm AG  
Dkfm. Fritz Humer, Chairman of the Board, Wolford AG  
Dr. Karl Sevelda, Member of the Board, Raiffeisen Zentralbank Oesterreich AG  
DDr. Erhard Schaschl, Chairman of the Board, Wienerberger

**Competitive Session F13 Transition and Transformation**

**People and Strategies in Transition**

**Time:** 10:15 am - 11:45 am  
**Room:** Lehar

**Chair:** Hans Thorelli, Indiana University  
**Discussant:** Susan Schneider, University of Geneva
Privatization and the Evolution of ICN as a Multinational Corporation
Louis A. Woods, University of North Florida
Seth C. Anderson, University of North Florida
Joseph M. Perry, University of North Florida
Jeffrey W. Steagall, University of North Florida.

Strategic Orientation of Russian Managers: Does Miles and Snow Hold in the Emerging Russian Market?
Peggy Golden, Florida Atlantic University
Brenda Richey, Florida Atlantic University
Jarmo Nieminen, University of Vaasa
Denise Johnson, University of Louisville

Transformations in Human Resource Management in Poland and the Czech Republic: An Empirical Investigation
Rosalie L. Tung, Simon Fraser University
Stephen J. Havlovic, Simon Fraser University

Gender Differences in East European Entrepreneurial Expertise
Kristie Seawright, Brigham Young University
Ronald Mitchell, University of Victoria
Jonathan Tichy, Brigham Young University

FRIDAY OCTOBER 9, 1998
(12:00 – 1:45 pm)

Awards Luncheon
Plated luncheon with presentation of the Farmer Dissertation Award, Haynes Prize, Int’l Executive of the Year, Int’l Dean of the Year, Eminent Scholar, and JIBS Decade Award
Time: 12:00 am -1:45 pm Room: Full Ballroom

FRIDAY OCTOBER 9, 1998
(2:00 pm – 3:25 pm)

Competitive Session F21 Globalization: Firm and Industry Studies
Firms and Industries that Globalize
Time: 2:00 pm - 3:25 pm Room: Metternich
Chair: John Dunning, Reading University
Discussant: John Kimberly, University of Pennsylvania
Globalization of Food Processing: A Firm-Level Analysis of Foreign Production
James M. Hagen, Cornell University
Foreign Multinational Enterprises Within the European Microcomputer Industry: Experiential Adaptation and Vertical Linkage Strategies
Denise Tsang, University of the West of England
Form of Investment Behavior By Nordic Firms In World Markets
Jorma Larimo, University of Vaasa
Firms’ Internationalization and Market Globalization: The Cement Industry Case
Herve Dumez, Ecole Polytechnique
Alain Jeunemaître, Ecole Polytechnique

Panel Session F1P2 Culture and Consequences
Knowledge across Borders in Transformation: Perspectives on the Dynamics of Knowledge Sharing among Firms, Teams and Individuals in Multinational Contexts
Time: 10:15 am - 11:45 am Room: Millocker
Chair: Cristina Gibson, University of Wisconsin-Madison and University of Southern California
Discussants:
Lena Zander, Stockholm School of Economics
Leslie May, Dow Chemical Corporation
Panelists:
Ingo Holzinger, University of Wisconsin-Madison
Martha Maznevski, University of Virginia
Mary Zellmer-Bruhn, University of Wisconsin-Madison
Mary Waller, University of Wisconsin-Madison
Todd Saxton, Indiana University
Nicholas Athanassios, Northeastern University
Cristina Gibson, University of Wisconsin-Madison
Mason Carpenter, University of Wisconsin-Madison
Tatiana Kostova, University of South Carolina

Panel Session F2P: Transition and Globalization: Implications for the Diversified Firm
Policy Shocks and Restructuring Patterns in Emerging Markets
Time: 2:00 pm - 3:25 pm Room: Alexander
Chair: Tarun Khanna, Harvard University
Panelists:
Sea-Jin Chang, Korea University
Pankaj Ghemawat, Harvard Business School
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<td>F22</td>
<td><strong>The Fundamentals: Trade, Entry and Distribution</strong></td>
<td>2:00 pm - 3:25 pm</td>
<td>Talleyrand</td>
<td>Mamood Zaidi, University of Minnesota</td>
<td>Peter Buckley, University of Leeds</td>
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<td>Exchange Rates and Entry</td>
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<td><em>Environmental Effects of Market Opening on Power in Channels of Distribution</em></td>
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<td><em>Channel Conflicts, Private Branding, and Retailers’ Decision of Foreign Sourcing</em></td>
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<td>Jean-François Hennart, University of Illinois at Urbana-Champaign</td>
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<td><em>International Franchising: The Case of the Food Service Industry</em></td>
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<td>Ramdas Chandra, New York University</td>
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<td><strong>Transition and Transformation</strong></td>
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<td>Taeho Kim, Thunderbird, American Graduate</td>
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<td><em>National Cultural Influences on Central and Eastern European Entry Mode Selection</em></td>
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<td><em>Entry Mode Choice in Emerging Markets</em></td>
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<td>Klaus Meyer, Copenhagen Business School</td>
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<td><em>Commitment-Based Business Cultures: The Relationship Between Organizational Commitment and Individual Performance in Eight Countries</em></td>
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<td><em>Mode of Entry Choice of Singapore Multinationals</em></td>
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<td>K. Sreenivas Rajan, National University of Singapore</td>
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<td>F24</td>
<td><strong>Culture and Consequences</strong></td>
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<td>Syed Tariq Anwar, West Texas A&amp;M University</td>
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<td><em>Relationship between Dispositional Affectivity and Work Related Outcomes: Difference Between Collectivist and Individualist Societies</em></td>
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<td>Frederick Kosinski, Jr., Andrews University</td>
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<td><em>The Chinese Cultural Traits for International Business Negotiations</em></td>
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<td>Xinping Shi, Hong Kong Baptist University</td>
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<td><em>Cultural and Economic Determinants of Entrepreneurship: An International Study</em></td>
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<td><em>Using Neural Network Analysis to Achieve A Richer Understanding of National Culture</em></td>
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**FRIDAY OCTOBER 9, 1998**

(3:35 pm –5:00 pm)

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<tr>
<td>F31</td>
<td><strong>Globalization: Firm and Industry Studies</strong></td>
<td>3:35 pm - 5:00 pm</td>
<td>Metternich</td>
<td>Hans B. Thorelli, Indiana University</td>
<td>Susan Bartholomew, University of Cambridge</td>
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<td>Thinking About Globalization Strategies</td>
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Competitive Session F32 Transition and Globalization: Implications for the Diversified Firm

Diversification Strategy

**Time:** 3:35 pm - 5:00 pm  **Room:** Alexander

**Chair:** Herve Dumez, Ecole Polytechnique

**Discussant:** Peter Murmann, Northwestern University

*Performance Effects of Diversification Strategies Among Japanese Multinational Firms: A Structural Equation Model*
  Stephen B. Tallman, Cranfield School of Management
  J. Michael Geringer, California Polytechnic University
  David M. Olsen, University of Utah

*International and Product Diversification In The Cigarette Industry An Historical Study*
  Raymond M. Jones, Loyola College
  Roger J. Kashlak, Loyola College

*The Changing Historical Relationship Between Technological Diversification and Firm Size*
  Felicia Fai, University of Bath

*Diversification Strategy In A Transitional Economy: Korean Chaebols*
  Choelsoon Park, Seoul National University
  Ki-Sung Park, Seoul National University

Competitive Session F33 The Fundamentals: Trade, Entry and Distribution

Franchising and Distribution

**Time:** 3:35 pm - 5:00 pm  **Room:** Talleyrand

**Chair:** Sumit Kundu, Saint Louis University

*Discussant:* Lorraine Eden, Texas A&M University

*Patterns of Entry, Post-Entry Growth and Survival: A Comparison Between Domestic and Foreign Owned Firms*
  José Mata, Bank of Portugal
  Pedro Portugal, Bank of Portugal

*Exchange Rates and Trade: How Important is Hysteresis in Trade*
  José Manuel Campa, New York University

*Effects of Foreign Competition on Entrepreneurship: A Longitudinal Study of the New Entry of Foreign and Domestic Banks*
  Jiatao Li, Hong Kong University of Science and Technology

*Export Behavior and Performance: An Empirical Investigation of the New Zealand Food and Beverage Exporters in Japan*
  Doren Chadee, University of Auckland
  Terry Wu, University of Regina
  Erika Gek-Soy Kuoch, University of Auckland

Competitive Session F34 Transition and Transformation

Competitiveness of Asia: Countries and Managers

**Time:** 3:35 pm - 5:00 pm  **Room:** Lehar

**Chair:** Rosalie Tung, Simon Fraser University

**Discussant:** Marshall Meyer, University of Pennsylvania

*Asian Expatriates Training and Development: A Comparative Analysis of Perspectives on Training and Development of Japanese, Korean, and Singapore Expatriates*
  A. Ahad M. Osman-Gani, Nanyang Technological University
  Wee-Liang Tan, Nanyang Technological University

*Human Resource Management Practices at Subsidiaries of Multinational Corporations and Local Firms in Taiwan: Convergence or Divergence?*
  Tung-Chun Huang, National Central University

*Determinants of Foreign Direct Investment in Indonesia: A Comparative Empirical Study of American and Japanese MNEs*
  Chung-Sok Suh, University of New South Wales
  Suardi Tarumun, University of Riau

*Determinants of the International Business Competitiveness of Asia-Pacific Countries: A Singapore Perspective*
  Toh Thian Ser, Nanyang Technological University
  A. Ahad M. Osman-Gani, Nanyang Technological University
**Competitive Session F35 Culture and Consequences**

*Whose Values?*

**Time:** 3:35 pm - 5:00 pm  
**Room:** Millocker

**Chair:** Susan Douglas, New York University  
**Discussant:** Gita Piramal, Author, Mumbai

*Work Values of North and South Vietnamese Managers: Are They Facing East or West?*
- David A. Ralston, University of Connecticut  
- Nguyen Van Thang, National Economic University of Hanoi  
- Nancy K. Napier, Boise State University

*Culture-Sensitive Transfer of Constructs, Conceptual Considerations and Ethnocentrism-related Application*
- Rudolf Sinkovics, Vienna University of Economics and Business Administration

*Multinational Companies and the Natural Environment: Determinants of Environmental Strategy Globalization*
- Petra Christmann, University of Virginia

*Exports and Labor Standards*
- Baban Hasnat, SUNY College at Brockport

**Coffee Break**

**Time:** 5:00 pm - 5:15 pm  
**Room:** Foyer

**FRIDAY OCTOBER 9, 1998**

*(5:15 pm – 5:45 pm)*

**Village Meeting**

**Time:** 5:15 pm -5:45 pm  
**Room:** Ballroom Sec. II

**FRIDAY OCTOBER 9, 1998**

*(5:45 pm – 6:30 pm)*

**Closing Plenary: Panel Sponsored By the AIB Fellows in Honor of Geert Hofstede (All are welcome)**

*Geert Hofstede*

**Time:** 5:45 pm - 6:30 pm  
**Room:** Ballroom Sec. II

**Chair:** Steve Kobrin, University of Pennsylvania  
**Discussant:** Mary Yoko Brannen, San Jose State University and University of Michigan

**SABBERTAY, OCTOBER 10, 1998**

*(8:30 am – 10:00 am)*

**Opening Plenary**

*Global Transformation Through Global R&D: The Views of R&D Executives*

**Time:** 8:30 am - 10:00 am  
**Room:** Ballroom Sec. II

**Chair:** Orjan Solvell, Stockholm School of Economics

**Panelists:**
- Markus Bayegan, Senior Corporate Officer, Research and Technology, ABB Asea Brown Boveri Ltd., Switzerland  
- Bong-Sup Shim, Executive Managing Director, Bupyeong Technical Center of Daewoo Motor Company, Korea  
- Peter Johnston, Head of Advanced Communications Preparation, European Commission, DG XIII: Telecommunications, Information Market and Exploitation of Research  
- Geoffrey C. Nicholson, Staff Vice President, Corporate Technical Planning and International Technical Operations, 3M, USA

**Coffee Break**

**Time:** 10:00 am - 10:15 am  
**Room:** Foyer

**SATURDAY, OCTOBER 10, 1998**

*(10:15 am – 11:40 am)*

**Competitive Session S11 What is Performance?**

*Value Creation and International Expansion*

**Time:** 10:15 am - 11:40 am  
**Room:** Metternich

**Chair:** Mark Scher, New York University

**Discussant:** Jean-François Hennart, University of Illinois

*Foreign Ownership and Profitability: Why are U.S. Joint Ventures Abroad Less Profitable than Wholly-Owned Ventures?*
- Benjamin Gomes-Casseres, Brandeis University  
- Mauricio Jenkins, Brandeis University

*Value Creation In Foreign Direct Investments-Fact or Illusion?*
- J. P. Kallunki, University of Vaasa  
- J. Larimo, University of Vaasa  
- S. Pynnönen, University of Vaasa
When Bigger Isn’t Better: Why Smaller International Initial Public Offering Firms Seem to Win
Theresa M. Welbourne, Cornell University
Helen De Cieri, Cornell University

Sloughing the Old: the Learning Process of Internationalizing Firms
Harry G. Barkema, Tilburg University
Freek Vermeulen, Tilburg University

Panel Session S1P1 Permeable Borders
Locational Factors and the Transformation of Global Value-Added: A Discussion and Debate
Time: 10:15 am - 11:40 am  Room: Alexander

Chairs:
Sri Zaheer, University of Minnesota
Tatiana Kostova, University of South Carolina

Panelists:
Susan Bartholomew, Georgetown University
Tina Dacin, Texas A&M University
Mauro Guillen, University of Pennsylvania
Eleanor Westney, Sloan School of Management

Panel Session S1P2 National and Transnational Systems
National Capitalism and National Governments in the Global Economy
Time: 10:15 am - 11:40 am  Room: Talleyrand

Chair: Geoff Garrett, Yale University

Panelists:
John Cantwell, University of Reading
David Soskice, Economic Change and Employment Research Group, WZB
Daniel Verdier, European University Institute
Raymond Vernon, Harvard University

Competitive Session S12 Networks, Knowledge and Trust
Knowledge Acquisition
Time: 10:15 am - 11:40 am  Room: Ballroom Sec. I

Chair: Yongsun Paik, Loyola Marymount University
Discussant: Mari Sako, University of Oxford

The Influence of Customer Scope on Supplier Learning and Performance in the Japanese Automobile Industry
Jeffrey W. Dyer, University of Pennsylvania
Kentaro Nobeoka, University of Pennsylvania

External Technology Acquisition & Strategic Technology Alliances: The Role of Technology Life Cycles
Gary K. Jones, The George Washington University
Al Lanctot, Dell Corporation
Hildy J. Teegen, The George Washington University

U.S. Distribution Alliance Strategy of Japanese Manufacturing Firms: Knowledge Transfer or Keiretsu Governance?
Mariko Sakakibara, UCLA
Kenneth Serwin, A.T. Kearney

Entrepreneurship and The International Business System: Developing the Perspective of Schumpeter and The Austrian School
Mark Casson, University of Reading

Competitive Session S13 Capabilities, Knowledge and Statistical Modelling in Strategy Research
Capabilities and Architects
Time: 10:15 am - 11:40 am  Room: Ballroom Sec. II

Chair: Harbir Singh, University of Pennsylvania
Discussant: Maurizio Zollo, INSEAD

The Acquisition and Deployment of Marketing Capabilities: Findings from Hungary, Poland and Slovenia
John Fahy, Trinity College
Graham Hooley, Aston University
Tony Cox, Aston University
Jozsef Beracs, Budapest University of Economic Sciences
Krzysztof Fonfara, Wielkopolska Business School
Boris Snoj, University of Maribor

Entrepreneurs as Agents in Export Trade: A Resource-Based Perspective
Mike W. Peng, Ohio State University and Chinese University of Hong Kong
Anne Y. Ilinitch, University of North Carolina at Chapel Hill

A Dynamic Capabilities Perspective of Multinational Configuration
Karin Fladmoe-Lindquist, University of Utah
Stephen Tallman, University of Utah

Mapping the Architectural Competence of the Multinational Firm
Henrik Bresman, Stockholm School of Economics
Julian Birkinshaw, Stockholm School of Economics

An Effective Global Management of Distinctive Competences for Multinational Enterprises In Global Industries
Kwangsoo Kim, City University of Hong Kong
SATURDAY, OCTOBER 10, 1998  
(11:50 am – 1:10 pm)

Poster Session III: Regions, Industries And Global Competition (Light Snack)

Time: 11:50 am - 1:10 pm  Room: Ballroom Sec. III

Re-Examining Political Risk Factors for Export and Foreign Direct Investment: A within and Cross Perception Study of Canadian Firms
James Agarwal, University of Regina  
Dorothee Feils, University of Regina

The Role of Trust in Interorganizational Alliances
Africa Ariño, Univ. of Navarra  
Jose de la Torre, UCLA  
Peter Smith Ring, Loyola Marymount University

Defensive Strategies of Developing Countries’ Incumbent Firms Against Market Entry By Foreign Competitors: A Framework
Preet S. Aulakh, Michigan State University  
Omar R. Malik, Michigan State University

Inward FDI in Austria: Which Lessons for Central and Eastern European Countries?
Christian Bellak, Vienna University of Economics

A Time-Series Analysis of the Locational Determinants of FDI in Portugal
Peter J. Buckley, University of Leeds  
Francisco B. Castro, University of Leeds

Regional Transformation: Louisiana's Efforts to Enhance Its Global Competitiveness—An Empirical Study
Joseph Ganitsky, Loyola University  
Rajiv Mehta, Loyola University  
Tanya Rasa, US Export Assistance Center

MNE Corporate Philanthropy: Tangible Benefits from Intangible Assets
Naomi Gardberg, New York University  
Wilbur Chung, New York University

Is Mexican Trade too Biased to Nafta?
Animesh Ghoshal, DePaul University

Strategy and Structure in Developing Countries: Business Groups as an Evolutionary Response to Opportunities for Unrelated Diversification
Mauro Guillen, University of Pennsylvania

Strategic Uncertainty of Environmental Change: An Empirical Study of Central European Banks
W. Harvey Heggarty, Indiana University  
Laszlo Tihanyi, California State University, Fullerton

Level of Multinationality and Environmental Performance: An Exploratory Analysis of U.S.- Based MNC’s
James Kennelly, Skidmore College  
Kenneth McClure, Skidmore College  
Eric Lewis, Skidmore College

Strategic Responses to the Internationalization of the Business Environment: A Case Study of Mexican Multinational Businesses
Corinne Young, University of Tampa  
Marcy Kittner, The University of Tampa

Strategic Interaction, Knowledge Sourcing and Knowledge Creation in Foreign Environments—An Analysis of Foreign Direct Investment in R&D by Multinational Companies
Walter Kuemmerle, Harvard University

Capital Structure and Internationalization: Some International Evidence
Chuck C.Y. Kwok, University of South Carolina  
David M. Reeb, Worcester Polytech Institute

Hard Business Networks: The New Zealand Experience
Valerie J. Lindsay, The University of Auckland

The Determinants of Foreign Direct Investment of the Banking Industry: The French Case
Bernard Marois, Department of Finance, Groupe HEC  
Tamyn Abdesselam, Department of Finance, Groupe HEC

The Impact of Host Country Regulations and Market Size on U.S. Banks’ International Organizational Form Preferences: A Bank-Level Analysis
Stewart R. Miller, Indiana University  
Arvind Parkhe, Indiana University

Firm and Managerial Characteristics of Small and Medium-sized Manufacturing Enterprises: Differences between Exporters and Nonexporters
A.H. Moini, University of Wisconsin-Whitewater  
George Tesar, Univ. of Wisconsin-Whitewater

Perceived Goals and Smaller Manufacturing Firms: Exporters vs nonexporters
A.H. Moini, University of Wisconsin-Whitewater  
George Tesar, Univ. of Wisconsin-Whitewater

A Methodology Investigation of Inconsistent findings of International Diversification
Chadwick Nehrt, Quinnipiac College  
Anupama Phene, University of Texas - Dallas

The Internationalization of Chase National Bank
S. Benjamin Prasad, Central Michigan University  
Pervez Ghauri, University of Groningen

The Dynamics of Global Expansion: Telecommunication Service Industry
Dong Kee Rhee, Seoul National University  
Young Gon Cho, Seoul National University
Global Airline Competition and Strategy Choices for European Airlines
Ravi Sarathy, Northeastern University

The International Evidence on Performance, Investment, and Ownership by Insiders, Institutions, and Large Blockholders
Bruce Seifert, Old Dominion University
Halit Gonenc, Old Dominion University
Jim Wright, Old Dominion University

Are Small, Inexperienced Firms Better Exporters? A Longitudinal Study of the U.S. Wine Industry
David Shaw, University of Macau

Corporate Social Performance and Multinationality: The Greening of Multinational Corporations
Roy Simerly, East Carolina University
Mingfang Li, California State University Northridge

Regional Economic Integration Processes and the Strategic (re)positioning of Nes’ Subsidiaries: A Conceptual Investigation
Ana Teresa Tavares, University of Reading

Export Promotion or FDI Attraction: An Empirical Test of the Divergent Objectives of Government and Business
Timothy Wilkinson, Boise State University
Lance Eliot Brouthers, University of Texas at San Antonio

The International Policy Challenge of Networks: Implications of Recent and Ongoing New Zealand Research
Heather Wilson, The University of Auckland
Brent Burmester, The University of Auckland

Antecedents and Performance Implications of Information Acquisition Activities Among Exporting Companies
Poh-Lin Yeoh, Bentley College

The Influences of Domestic Market Structure and Firm Location on Export Intensity: An Empirical Analysis
Hongxin Zhao, Saint Louis University

SATURDAY, OCTOBER 10, 1998
(12:15 pm – 1:15 pm)

JIBS Decade Award Panel (Light Snack)

Time: 12:15 pm - 1:15 pm  Room: Alexander

Chair: Tom Brewer, Georgetown University

Recipients:
John Dunning, University of Reading
Bruce Kogut, University of Pennsylvania
Harbir Singh, University of Pennsylvania

SATURDAY, OCTOBER 10, 1998
(1:15 pm – 2:40 pm)

Competitive Session S21 What is Performance?

The Concept of Performance

Time: 1:15 pm - 2:40 pm  Room: Metternich

Chair: Arvind Jain, Concordia University

Discussant: Donald Lessard, MIT

An Alternative Methodology for the Analysis of MNE Performance
Timothy M. Devinney, University of New South Wales
David Midgley, University of New South Wales
Kendall Roth, University of South Carolina
Sunil Venaik, University of Western Sydney Nepean

Strategic Marketing Determinants of Export Performance: A Metaanalysis
Leonidas Leonidou, University of Cyprus
Constantine S. Katsikeas, University of Wales
Saeed Samiee, University of Tulsa

The Stature of the Journal of International Business Studies Among Scholarly Journals
Stephen Guisinger, University of Texas
Anupama Phene, University of Texas

Competitive Session S22 Permeable Borders

Technology, Location and Leaky Ideas

Time: 1:15 pm - 2:40 pm  Room: Alexander

Chair: Laurent Jacque, Tufts University

Discussant: Farok Contractor, Rutgers University

How New Jersey’s Localized Knowledge Hub Affects the Global Telecommunications Industry
Clifford Wymbs, Rutgers University

A Model of Asset-Seeking Foreign Direct Investment
Tom Wesson, York University

Multinational Firms, Strategic Alliances, and the Market: A Comparative Test of Cross-Border Knowledge in the Semiconductor Industry
Paul Almeida, Georgetown University
Robert Grant, Georgetown University
Jaeyong Song, Columbia University

Technology Characteristics and Reverse Technology Transfer
Lars Hakanson, Johannes Kepler University of Linz
Robert Nobel, Stockholm School of Economics
Competitive Session S23 National and Transnational Systems

Systems That Should Change

Time: 1:15 pm - 2:40 pm  Room: Talleyrand

Chair: Joachim Schwalbach, Humboldt University
Discussant: Alain Jeunemaître, École Polytechnique

Flying Geese as Moving Targets: Advanced Displays in Korea and Taiwan
Greg Linden, University of California
Jeff Hart, Indiana University
Stefanie Lenway, Carlson School of Management
Tom Murtha, Carlson School of Management

Congruence Between International Macro and Micro Strategies: Empirical Evidence for Europe, Japan, and the U.S.
Ben L. Kedia, The University of Memphis
C. Clay Dibrell, The University of Memphis
Robert M. Peterson, The University of Memphis

Causes and Consequences of Ownership Concentration among Europe’s Largest Companies: Economic and Systemic Explanations
Torben Pedersen, Copenhagen Business School
Steen Thomsen, Aarhus School of Business

Innovating Against European Rigidities
Magali Aline Delmas, European Commission Directorate General II for Industry

Competitive Session S24 Capabilities, Knowledge and Statistical Modelling in Strategy Research

Do Joint Ventures as Knowledge Create Value?

Time: 1:15 pm - 2:40 pm  Room: Ballroom Sec. II

Chair: Christopher Korth, Western Michigan University
Discussant: Michelle Gittelman, University of Pennsylvania

Parent Firm Performance Across International Joint Venture Life-Cycle Stages
Jeffrey Reuer, INSEAD

Knowledge Management Processes in International Collaborations
Iris Berdrow, Bentley College

International Joint Ventures in the Non-Manufacturing Sector: How Much Economic Value Do They Really Create?
Hemant Merchant, Simon Fraser University

Home Base and Knowledge Management in International Ventures
Walter Kuenmerle, Harvard University

SATURDAY, OCTOBER 10, 1998
(2:50 pm – 4:15 pm)

Competitive Session S31 What is Performance?

Top Companies and their Performance

Time: 2:50 pm - 4:15 pm  Room: Metternich

Chair: Bernard Wolf, York University
Discussant: Mira Wilkins, Florida International University

Is Efficiency Compatible with History? Evidence from Japanese General Trading Companies
Tom Roehl, University of Illinois at Urbana-Champaign

Japanese Keiretsu Membership and the Formation and Survival of U.S. Japanese Strategic Alliances
Sabine B. Reddy, Wayne State University
Richard N. Osborn, Wayne State University
Ashok Pratap, Wayne State University

Is Being the First to Manufacture an Advantage for Japanese Foreign Direct Investors in the United States?
Jean-François Hennart, University of Illinois at Urbana-Champaign
Ming Zeng, University of Illinois at Urbana-Champaign
Danchi Tan, University of Illinois at Urbana-Champaign
Competitive Session S32 Permeable Borders

Productivity and Coordination of R&D

Time: 2:50 pm - 4:15 pm  Room: Alexander

Chair: Tom Murtha, Carlson School of Management
Discussant: John Cantwell, Reading University

Knowledge and Heterarchy: Decentralized R & D and the Strategic Aims of MNEs
Robert Pearce, University of Reading
Marina Papanastassiou, Athens University of Economics and Business

When International Research and Development Increases Patent Output: An Analysis of Japanese Pharmaceutical Firms
Myles Shaver, New York University
Joan Penner-Hahn, University of Michigan Business School

Evolution of Strategic Linkage Mechanisms in Internationalizing R&D: The Case of Japanese MNCs
Kazuhiro Asakawa, Keio University

International Technology Development: An Emergent Model Based On Organizational Coupling
William Egelhoff, Fordham University
Liam Gorman, Irish Management Institute
Stephen McCormick, Irish Management Institute

Expatriates As Implementing Devices In Blending Corporate And Subsidiary Strategies
Gary S. Insch, Boston University
John D. Daniels, University of Richmond

Panel S3P National and Transnational Systems

European Monetary Union Through Five Glasses, Darkly

Time: 2:50 pm - 4:15 pm  Room: Talleyrand

Chair: James W. Dean, Western Washington University
Panelists:
Dennis R. Murphy, Western Washington University
Terrence Murphy, American University of Paris
Jeffrey Gandz, University of Western Ontario
Jean-Jacques Rosa, Institut d’Etudes Politiques

Competitive Session S33 Networks, Knowledge and Trust

Networks and Regions

Time: 2:50 pm - 4:15 pm  Room: Ballroom Sec. I

Chair: Joseph Clougherty, Tilburg University
Discussant: Gianni Lorenzoni, University of Bologna

In Search of Center of Excellence: Network Embeddedness and Subsidiary Roles in MNCs
Ulf Andersson, Uppsala University
Mats Forsgren, Copenhagen Business School

Guanshi and Organizational Dynamics: Organizational Networking in Chinese Firms
Yadong Luo, University of Hawaii
Seung Ho Park, Rutgers University

Embedded at Home, Embedded Abroad: Exploring Multinationals’ Network Advantages
Subramanian Rangan, INSEAD

Regional Trade Agreements As Structural Networks: Implications for Country Attractiveness Evaluations
Martin S. Roth, University of South Carolina
Mourad Dakhli, University of South Carolina

Alliance in European Banking 1987-1996
Carlos Garcia-Pont, University of Nevarra

Competitive Session S34 Capabilities, Knowledge and Statistical Modelling in Strategy Research

I’ve Got a Latent Hammer: Structural Equation Modelling

Time: 2:50 pm - 4:15 pm  Room: Ballroom Sec. II

Chair: Stanley Nollen, Georgetown University
Discussant: Jaideep Anand, University of Michigan

Cross-National Stability of an Export Performance Model: A Comparative Study of Europe and the U.S.
Barbara Stottinger, Vienna University of Economics and Business Administration
Hartmut H. Holzmüller, University of Dortmund

The Use and Performance Effect of Global Account Management: An Empirical Analysis Using Structural Equations Modelling
David Montgomery, Stanford University
George S. Yip, UCLA
Belen Villalonga, UCLA

A Structural Approach to Autonomy and Dependence in Cross-Border Alliances
James A. Robins, University of California
Stephen Tallman, Cranfield University
Karin Fladmoe-Lindquist, University of Utah

Michel Ghertman, HEC

Coffee Break

Time: 4:15 pm - 4:30 pm  Room: Foyer
SATURDAY, OCTOBER 10, 1998
(4:30 pm – 5:00 pm)

**Village Meeting**
**Time:** 4:30 pm - 5:00 pm  
**Room:** Ballroom Sec. II

SATURDAY, OCTOBER 10, 1998
(5:00 pm – 6:00 pm)

**Closing Plenary: Transformation of Global Companies**
**Time:** 5:00 pm - 6:00  
**Room:** Ballroom Sec. II

**Chair:** Bodo Schlegelmilch, WU-Wien

**Panelists:**
- Dr. Wolfgang C. Bernd, Executive Vice President, Procter and Gamble
- Dr. Robert Buechelhofer, Member of the Board, Volkswagen AG

SATURDAY, OCTOBER 10, 1998
(7:30 pm – 7:45 pm)

**Buses leave from the Hilton for the Dance at City Hall**
**Time:** 7:30 pm – 7:45 pm  
**Location:** Hilton Hotel

SATURDAY, OCTOBER 10, 1998
(8:00 pm – 11:00 pm)

**Viennese Dinner Dance Hosted by WU-Wien and the City of Vienna**
**Time:** 8:00 pm – 11:00 pm  
**Location:** City Hall

*Enjoy a buffet dinner with orchestra music in the magnificent Rathaus Banquet Room of Vienna’s historic City Hall. Formal dress (dark suits for gentlemen, cocktail dresses for ladies).*
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Syracuse University Ad
The Janus Face of Globalization

November 21-24, 1999
Charleston Place, Charleston, South Carolina

The 1999 Academy of International Business Annual Meeting will focus on the Janus-faced nature of globalization. Ancient Romans regarded the god Janus as the doorkeeper of heaven, who presided over the entrance or the beginning of things. The Romans represented Janus with two faces, looking forward and backward. Janus-faced has come to mean having two contrasting aspects. In the context of globalization, one face promises economic abundance, freedom of political expression, and cultural diversity while the other threatens economic insecurity, political instability and cultural decay. At next year’s conference, we will attempt a reconciliation of the economic, political, and cultural opportunities that globalization has promised with its darker side evidenced in the economic crises raging in Asia and Russia and that is currently threatening Latin America. Only by managing the challenges posed by the darker side of globalization, can the world’s population enjoy the potential benefits that globalization can offer. We especially invite papers that address this theme.

As the world economy lurches towards globalization, it leaves in its wake huge income disparities in developed as well as in developing nations. Capital market volatility has left millions living in poverty or on its edge. Global brands have created intense pressures for cultural homogeneity. Global supply chain management identifies some of these global brands with unethical labor practices in developing countries. Politically intractable problems also have multiplied, including global warming, political regimes that retain power by depriving citizens of basic human rights or manipulating ethnic conflict, and a reemergence of old-fashioned political pressures for trade protection. Traditional IMF and World Bank remedies appear increasingly ineffective and no longer able to promote economic development or stabilize the value of a country’s currency. As a result of this combination of increased interdependencies and increased insecurity, the demands on global managers have increased exponentially. While companies have increasingly dispersed R&D, manufacturing, and marketing/sales operations to leverage their knowledge assets and scale economies, the pervasive political and economic volatility makes coordinating these activities especially challenging.

We invite proposals for a track that will consist of plenary panels addressing the conference theme: the Janus face of globalization. For this track, we encourage papers and symposia that consider both the public and private implications of the economic, political, and social/cultural transformations that globalization has brought about. In addition to this conference theme track, we invite papers to be considered for competitive paper sessions, workshops, poster paper sessions, as well as symposia in five tracks. In each track, preference will be given to papers and symposia that incorporate the conference theme. All submissions will be evaluated on a broader set of criteria.

The University of South Carolina will host the conference in historic Charleston. Charleston, founded in 1620, has some of the best-preserved early American architecture, some of the country’s finest restaurants, and its most renowned ghosts. While our hosts cannot promise that anyone will actually encounter a ghost, for Monday’s lunch, the conference will adjourn to a historic local plantation for a “low country” southern lunch buffet and a tour. The plantation visit will also include a demonstration of Southern music, crafts, and dancing. Our hosts are also working on arranging tours of the Charleston Port Authority and local manufacturing facilities. (For more information about Charleston’s rich history, please consult the city’s web site at www.charlestoncvb.com.) In addition, a doctoral student and a junior faculty consortium will precede the conference on Saturday, November 20.

Prospective attendees should note that the conference will take place beginning on the weekend before
Thanksgiving, one of the year’s busiest air travel periods. Charleston is also one of the most popular tourist destinations in the United States. Please make your air travel reservation in plenty of time so that you can fly directly to Charleston and not have to drive 90 minutes from USC’s home in Columbia, South Carolina.

General Submission Requirements

For purposes of reviewing, papers will be categorized into five tracks, in addition to the track which focuses specifically on the conference theme. These six tracks include:

Track 1: Plenary: The Janus Face of Globalization
Track 2: Strategic Management and Political Economy
Track 3: Economic, Finance, and Accounting
Track 4: Organizational Sociology and Macro-organizational Behavior
Track 5: Marketing and Operations
Track 6: Micro-organizational Behavior and Human Resources Management

Submissions are invited for competitive, workshop, and poster paper sessions and symposia. Papers submitted for competitive sessions should be almost ready to submit to a refereed journal. Papers submitted to workshop and poster sessions are “works-in-progress,” incorporating a well-articulated research question, carefully constructed research design, and a preliminary effort to interpret key results. These sessions will provide authors with an opportunity to exchange views with scholars working on related topics.

All submissions will be subjected to a double-blind review process. Competitive papers should be no longer than 30 pages inclusive of references figures, tables, etc. Workshop and poster papers should be not longer than 20 pages, inclusive. Symposia submissions should consist of a two-page introduction supported by a two-page description of each presentation. Discussants and chairs need only be listed. Symposia submissions should also include signed letters in which each participant commits to attending the conference session (faxes and emails will also suffice).

All submissions must be received by March 23, 1999; and must comply with the following requirements.

✔ Clearly label the upper-right corner with the proposed track (including plenary) and type of session (competitive, workshop, poster, or symposia).
✔ The cover page must include the name, address, telephone, fax, and email contact information of the authors and identify the key contact person.
✔ The second page must include the title of the paper, the track and the abstract, but not the authors’ identities. The abstract should be followed by three key words.
✔ Papers/proposals must be double-spaced with margins of one inch (2.5 cm.) and printed in a font size of 11 points or larger. Papers must adhere to the paper length requirements explained above. Other standards regarding citations, endnotes, abstract, etc. must follow JIBS requirements.
✔ Please send five copies of the paper/symposia and include postage paid self-addressed post-card acknowledging receipt to:

Kate Wagtskold  
c/o Professor Stefanie Lenway  
Carlson School of Management  
Department of Strategic Management and Organization  
321 19th Ave. South  
Minneapolis, MN 55455  
USA

✔ Please label the envelope “AIB Submission.”

Questions regarding this Call for Papers may be emailed to 1999 Program Chair Stefanie Lenway at slenway@csom.umn.edu or faxed to 1-612-927-7938.