SATURDAY, NOVEMBER 20

Junior Faculty Consortium
Room: Drayton  Time: 10:00 a.m. - 4:00 p.m.
Chair: Jan Hack Katz, Cornell University
Speakers:
  - Nakiye Boyacigiller, San Jose State University
  - Ravi Ramamurti, Massachusetts Institute of Technology
(enrolled participants only, light lunch provided)

Coffee Break
Time: 2:30 a.m. - 3:00 p.m.

Doctoral Consortium
Room: Colleton  Time: 12:00 p.m. - 4:00 p.m.
Chair: S. Tamer Cavusgil, Michigan State University
Speakers:
  - Gary A. Knight, Florida State University
  - Anoop Madhok, University of Utah
  - Subramanian Rangan, INSEAD
  - Srilata Zaheer, University of Minnesota
(enrolled participants only, light lunch provided)

Pre-conference teaching workshop
Internet Based Teaching Opportunities:
Education for Managing in Emerging Economies
Room: Jenkins King  Time: 1:00 p.m. - 2:30 p.m.
Panelists:
  - Hildy J. Teegen, The George Washington University
  - Guy Pfefferman, International Finance Corporation
  - Michael Radnor, Northwestern University

AIB Fellows Panel
Recognition of Richard Caves as Eminent Scholar
Room: Live Oak  Time: 5:00 p.m. - 6:00 p.m.
Chair: Alan M. Rugman, Templeton College, Oxford University
Discussant: Richard Caves, Harvard University
Caves’ Contribution to International Management
Stephen Guisinger, The University of Texas at Dallas
Caves’ Contribution to Public Policy Towards International Business
Robert T. Kudrle, University of Minnesota

Presidential Reception
Opening Reception of the 1999 AIB Meeting
Room: Ballroom  Time: 6:15 p.m. - 8:00 p.m.
Chapter Chairs’ Breakfast Meeting
Room: 2-L  Time: 7:00 a.m. - 8:30 a.m.
(AIB Chapter Chairs and Executive Board Members)

1.1.1 – Opening Plenary
The Janus Face of Globalization
Room: Cypress  Time: 8:30 a.m. - 10:00 a.m.
Chair: Stefanie Lenway, University of Minnesota
Panelists:
Yves Doz, INSEAD
Lorraine Eden, Texas A&M University
Steven Kobrin, University of Pennsylvania
John Stopford, London School of Business

Coffee Break
Time: 10:00 a.m. - 10:30 a.m.

1.2.1 – Symposium
Asian Management Systems Coping With Turbulence:
Implications for International Management and Organization Theory
Room: Jenkins King  Time: 10:30 a.m. - 12:00 p.m.
Chair: Kaz Asakawa, Keio University
Panelists:
De-institutionalization of Japanese Management System
Kaz Asakawa, Keio University
Facing the Economic Crisis: Beyond Isomorphism toward
Strategic Differentiation
Jaeyong Song, Columbia University
Adaptation to China as a Complex System
John Child, Cambridge University and University of Hong Kong
MNCs in Asia-Pacific: Long Term and Crisis Strategies
George Yip, Cambridge University
Organizational Adaptation to Asian Crisis: Implications for International Management and Organization Theory
Eleanor Westney, Massachusetts Institute of Technology

1.2.2 – Symposium
Women, International Careers and Global Leadership:
Recent Research Evidence from Across the World
Room: Beauregard  Time: 10:30 a.m. - 12:00 p.m.
Chair: Sully Taylor, Portland State University
Discussant: Nancy K. Napier, Boise State University
Nancy Adler, McGill University
All Equal? The Importance of Context-Empirical Evidence about Male and Female Expatriates from the German Clothing Industry
Wolfgang Mayrhofer, Wirtschaftsuniversität Wien, Austria
Hugh Scullion, University of Nottingham Business School
Experiences of Women Professional Abroad: Comparisons Across Japan, China and Turkey
Sully Taylor, Portland State University
Female Expatriates in International Management
Iris Fischlmayr, Johannes Kepler University, Linz
Expatriate Women Managers: An Empirical Study of Job Satisfaction
Oya Culpan, WCUPA

1.2.3 – Competitive
Change Drivers: Institutional and Technological Innovation in the MNC
Room: 2-H  Time: 10:30 a.m. - 12:00 p.m.
Chair: Yair Aharoni, Rector, College of Management, Tel Aviv, Israel
Discussant: Udo Zander, Stockholm School of Economics
Cooperative R&D in Japan and Korea: A Comparison of Industrial Policy
Mariko Sakakibara, University of California, Los Angeles
Dong-Sung Cho, Seoul National University
How do Firms Evolve? The Changing Scale, Scope and Technological Influences of Semiconductor Subsidiaries
Paul Almeida, Georgetown University
Anupama Phene, The University of Texas at Dallas
Functional versus Capability-oriented Innovation Management in Multinational Firms
Walter Kuemmerle, Harvard Business School
Richard S. Rosenbloom, Harvard Business School
Institutions As Knowledge Brokers: A Comparative Study of Innovation In Biotechnology In The United States And France
Michelle Gittelman, New York University

1.2.4  – Competitive

Emerging Market Stock Price Behavior: Contagation, Openness, IPO, and Accounting Standards
Room: Colleton   Time: 10:30 a.m. - 12:00 p.m.
Chair: Stefan Robock, Columbia University
Discussant: Reid W. Click, George Washington University

Contagion Effects From The 1994 Mexican Peso Crisis: Evidence from Chilean ADRS
Ike Mathur, Southern Illinois University
Kimberly C. Gleason, University of Akron
Selahattin Diboglu, Southern Illinois University
Manohar Singh, University of New South Wales

The Degree of Openness of Emerging Economies and their Stock Market Performance
Manli Zhang, The American University

The Aftermarket Performance of Privatization Offerings in Developing Countries
Narjess Boubakri, Ecole des Hautes Etudes Commerciales
Jean-Claude Cosset, Universite Laval

Assessing the Acceptability of International Accounting Standards in the U.S.: an Empirical Study of the Materiality of US GAAP Reconciliations by Non-US Companies Complying with IASC Standards
Donna Street, James Madison University
Nancy Nichols, James Madison University
Sidney Gray, University of New South Wales

1.2.5  – Workshop

The Causes and Consequences of Effective Joint Ventures
Chair/Discussant: Jean-Francois Hennart, Tilberg University
Room: Drayton   Time: 10:30 a.m. - 12:00 p.m.

International JVs Cooperation, Competition And The Longevity Of Stakes In Joint Ventures: A Value Creation Approach
África Ariño, Universidad de Navarra
Esteban García-Canal, Universidad de Oviedo
Ana Valdés, Universidad de Oviedo

Contract Completeness in International Joint Ventures: An Empirical Analysis of its Contingencies and Consequences
Yadong Luo, University of Hawai‘i
Oded Shenkar, Ohio State University
Mee-kau Nyaw, Lingnan College

Parent Firms’ Capabilities And Control in Joint Ventures: A Dynamic Perspective
Chang B. Choi, The University of Western Ontario
Louis Hébert, The University of Western Ontario

Ownership/Control Asymmetry and IJV Performance in China: The Moderation of Effective Monitoring
Wei-Ru Chen, Purdue University
Ming-Je Tang, National Taiwan University
Chang Kao, Chung-Hua Institution for Economic Research

How ‘Joint’ Should a Joint Venture Be? Japanese Foreign Subsidiary Survival in the U.S.
Andrew Delios, Hong Kong University of Science and Technology
Paul W. Beamish, University of Western Ontario

Strategic Alliances in the Business Information Industry: An Empirical Investigation of Financial Performance
Sumit K. Kundu, Saint Louis University

1.2.6  – Workshop

Current Issues in International OB/HRM
Room: Edmunds   Time: 10:30 a.m. - 12:00 p.m.
Chair: Kamlesh Mehta, St. Mary’s University
Discussant: Tatiana Kostova, University of South Carolina

Reducing Global Organizational Ignorance: A Staffing Solution
Michael Harvey, University of Oklahoma
Milorad M. Novicevic, University of Oklahoma

Pluralistic Orientation in Strategic International Human Resource Management
Milorad M. Novicevic, University of Oklahoma

Expatriates and Expatriate Reduction: An Examination of Staffing Patterns in the Maquiladoras
John Sargent, The University of Texas Pan American
Linda Matthews, The University of Texas Pan American

The Cultural Dimension of Trust: A Study of the Effects of Individualism-Collectivism or Trust and Cooperation
Mourad Dakhli, University of South Carolina

Organizational Commitment: A Cross-Cultural Perspective
Arzu Ilsev, University of South Carolina
Subsidiary General Manager Compensation
Ingmar Björkman, INSEAD and Swedish School of Economics
Patrick Furu, Swedish School of Economics, Helsinki, Finland

1.2.7  –  Workshop
Social Networks, Multinational Teams, and Learning
Room: Hampton  Time: 10:30 a.m. - 12:00 p.m.
Chair/Discussant: Jane Salk, ESSEC and Richard Peterson, University of Washington
Social Capital, Social Networks and International Management: A View of Multinational Teams in a Multinational Corporation
Nicholas Athanassiou, Northeastern University
Martha Maznevski, University of Virginia
Lena Zander, Stockholm School of Economics
Do as the Romans? A General Theory of Leadership Behaviors and Outcomes in Dyadic Intercultural Work Relationships
Donald Ferrin, SUNY Buffalo
Top Management Teams and Internationalization: A Conceptual Model
Davina Vora, University of South Carolina
Culture-General Understanding of Moral Judgement: Adapting Moral Intensity with Individualism-Collectivism
Kevin Au, Chinese University of Hong Kong
Kent E. Neupert, Chinese University of Hong Kong
Carolina Gomez, Towson University
Paula Rechner, University of Houston
Justice, Like Beauty, is in the Eye of the Beholder: An Exploration into the Interaction of Cross-National Values and Organizational Justice Perceptions and its Effect on Cross-National Team Evaluation and Compensation
Brenda Richey, Florida Atlantic University
Catherine Tyler, Florida Atlantic University
Learning at Work? Short and Long-Term Learning by Japanese MNEs in Australian Manufacturing
Stephen J. Nicholas, University of Melbourne
William Purcell, University of New South Wales

1.2.8  –  Symposium
Decision-Making Frameworks for International Strategic Marketing Management
Room: Ashley Cooper  Time: 10:30 a.m. - 12:00 p.m.
Chair: Amanda J. Broderick, Aston University
Discussant: Adamanthios Diamantopoulos, Loughborough University

Panelists:
A Holistic Framework for International Marketing Mix Decisions
T.C. Melewar, Warwick University
Amanda J. Broderick, Aston University
John Saunders, Aston University
Utilizing Captious Cues in International Marketing Strategy Decisions
Rene D. Mueller, College of Charleston
Amanda J. Broderick, Aston University
Decisions to Act and React: A Relationship Model of the International Joint Venture
Charles Chi Cui, University of Manchester
Global Sourcing Strategy: A Strategic-Alliance Based Framework
Janet Y. Murray, Cleveland State University

Posters with light lunch
New Frontiers in International Business Research
Room: Live Oak  Time: 12:00 p.m. - 1:30 p.m.
Chair: Lawrence Katzenstein, University of Minnesota

Assessing Risk
Isomorphic Experts? An Institutional Perspective on Foreign Investment Risk Assessment
Omar R. Malik, Eli Broad Graduate School of Management, Michigan State University
Gerry McNamara, Eli Broad Graduate School of Management, Michigan State University
Paul Vaaler, Tufts University
The Survival of International New Ventures
Ram Mudambi, Case Western Reserve University
Motivations and Risks in International Licensing: A Review and a Research Agenda
Sandra Mottner, Old Dominion University
James P. Johnson, Old Dominion University
Herd But Not Seen? Speculator Behavior and Financial Turmoil
Robert J. Weiner, George Washington University
Dividend Policies - A Comparison Between Market-Based Systems and Relationship-Oriented Systems
Bruce Seifert, Old Dominion University
The Profession

**The Ranking of International Business Journals**
Frank DuBois, American University
David M. Reeb, American University

**MBA Programmes and Perceptions of Effective Leadership: A Cross Cultural Study**
Kamel Mellahi, Coventry University

**Executive Perceptions of the Importance of International Skills and Related Courses Offered by Business Schools: Do They Match?**
Eileen Kaplan, Montclair State University
Carl Rodrigues, Montclair State University

Technology and Environment

**Technological Base, Globalization, and Diversification of Business Groups in Emerging Economies**
Changhui Zhou, University of Western Ontario

**Institutional Influences on Differences in Managerial Attitudes Toward Technology and Innovation across Countries**
Pedro David Pérez, Rensselaer Polytechnic Institute
Lois S. Peters, Rensselaer Polytechnic Institute

**Impact of National Culture on Transfer of Technology: Demand Side**
Hoon Park, University of Central Florida

**A Janus-Faced Evolution of International Business Transformation: An Ontological View of Czech Firms**
James D. Goodnow, Bradley University

**Factors Affecting Successful Transition: From Command to Market Economy**
Ben L. Kedia, The University of Memphis
C. Clay Dibrell, The University of Memphis
Paula D. Harviston, The University of Memphis

Organizational or Firm Dynamics

**International Influences in National Intercorporate Organization**
Prof. Ruth V. Aguilera, University of Illinois at Urbana-Champaign

**Financial Aspects of the Multinational Firm: A Synthesis**
Dara Khambata, American University
David M. Reeb, American University

**An Empirical Analysis of Non-U.S. Annual General Meeting as a Disclosure Medium: A Price and Trading Volume Approach**
Kingsley O. Olibe, Texas A&M University

Guanxi: A Comparison of Mainland and Overseas Chinese Perspectives
Lee Mei Yi, Hong Kong Polytechnic University
Paul Ellis, Hong Kong Polytechnic University

**The Effect of Supply Chain Position on Drivers of Export Performance**
Peter S. Davis, The University of Memphis
Paula D. Harviston, The University of Memphis

**The Social and Economic Performance of Multinational Enterprises**
Anthony Goerzen, The University of Western Ontario

Globalization and Management Attention
Cyril Bouquet, University of Western Ontario
Allen Morrison, The University of Western Ontario
John Beck, Andersen Consulting Institute for Strategic Change

**Choice of Organizational Form in Foreign Markets: The Impact of Ownership and Location Specific Determinants on the Foreign Direct Investment Behavior of Nordic Firms**
Jorma Larimo, University of Vaasa

**Information System Design for Multinationals: The Two-Headed Politics of Global vs. Local**
Hans Lehmann, University of Auckland

**A Two-Stage Internalization Framework for Multinational Firms**
David H. Gobeli, Oregon State University
Chandra S. Mishra, Oregon State University
Harold F. Koenig, Oregon State University

Industry Specific Analyses

**The Relationship Between Strategic Behavior and National Culture: The Case of The Banking Industry in Jordan**
Ali Abu-Rahma, United States International University
Robert C. Moussetis, North Central College
George Nakos, Clayton College and State University

**Otto Monsted’s Early Success in the European Margarine Industry**
Kurt Pedersen, Aarhus University

**Market Behavior and Performance Patterns of Asia’s General and Specialized Trading Companies: A Comparative Study**
Syed Tariq Anwar, West Texas A&M University
Rajan Alex, West Texas A&M University
Regulation and International Organizations

Operational Characteristics and Performance Gains Associated with International Licensing Agreements
Kimberly C. Gleason, University of Akron
Ike Mathur, Southern Illinois University
Manohar Singh, University of New South Wales

Paul Verdin, KU Leuven and INSEAD
Nick Van Heck, Sander & Company Management Development

Correlates of Intellectual Property Violation
Ilkka A. Ronkainen, Georgetown University
José-Luis Guerrero-Cusumano, Georgetown University

Cultural Protectionism
C. Christopher Baughn, Boise State University
Mark A. Buchanan, Boise State University

Global Good Governance in the Age of Globalization: Issues and Policy Implications
Brigitte Lévy, University of Ottawa

Globalization and the Environment: The Role of Non-Governmental Pressures
Petra Christmann, University of Virginia
Glen Taylor, University of Hawai‘i at Manoa

Weak Links in the World Wide Web: The Janus Face of Electronic Commerce
John W. Clarry, Montclair State University

The Impact of the European Data Directive on International Business
Melanie Jones, University of Cincinnati
Raj Mehta, University of Cincinnati

Foreign Entry Mode and FDI

The Contingency Framework of Foreign Entry Mode Decisions: A Review and Critique
Tao Gao, Hofstra University

Foreign Market Entry Mode Choice: Small and Medium-Sized Greek Firms in Eastern Europe
George Nakos, Clayton College and State University
Keith D. Broughers, University of East London
Robert C. Moussetis, North Central College

Marketing

An Application of Strategic Reference Point Theory in an International Marketing Environment
Matthew B. Myers, University of Oklahoma

An Investigation of Product Related Variables on Exporters’ Decision of Degree of Channel Integration
Matthew O’Brien, University of Oklahoma
Matthew B. Myers, University of Oklahoma

Economic Animosity in Germany’s Neue Länder
Wolfgang Hinck, The University of Texas-Pan American
Suad Ghaddar, The University of Texas-Pan American

The Effect of Headquarters-Subsidiary Marketing Communication on Global Brand Image
Deborah Colton-Hebert, University of South Carolina

Corporate Choices, Social Consequences: The Janus Face of International Advertising
Victoria Jones, Fundacao Getulio Vargas, Sao Paulo

The Moderating Effects of Cultural Variations on the Formation of Attitudes Toward Advertising in General: The Case of Poland and the United States
Piotr Chelminski, University of Connecticut

Human Resources

Changing Mindsets for Global Participation: Using Associative Group Analysis to Study Changes in Cognitive Patterns in Poland from 1989 to 1997
Tomasz Mroczkowski, American University
Richard G. Linowes, American University
Alajzy Novak, Warsaw University

Use of Political Influence Behavior Among U.S. and Asian Employees: From a Career Management Perspective
M. Jane Crabtree, University of Dubuque

Instrumentalism and Humanism in Management Values: A Seven Nation Study
Terence Jackson, EAP European School of Management
Cindy David, EAP European School of Management
Satish Deshpande, Western Michigan University
Janice Jones, The Flinders University of South Australia
Jacob Joseph, University of Alaska
K.F. Lau, Lingnan College
Ken Matsuno, Babson College
Chiaki Nakano, Reitaku University
Hun-Joon Park, Yonsei University
Joanna Piorunowska-Kokoszko, University of Lodz
Iwao Taka, Reitaku University
Hideki Yoshiwara, Kobe University
A Nine Culture Study of Work Stressors and Outcomes
David A. Ralston, University of Oklahoma
Ana Maria Rossi, Clinica De Stress E Biofeedback
Guenther Vollmer, Hochshule fur offentiche Verwaltung
Moureen Tang, Lingnan College FU/TEI
Alan Wallace, International University of Japan
Pamela L. Perrewé, Florida State University
Mina Westman, Tel Aviv University
Isabelle Maignan, Florida State University
Paulina Wan, Lingnan College FU/TEI
Cheryl Van Deusen, University of North Florida

Managerial Attitudes Towards Technology and Innovation in Subsidiaries of Multinational Corporations
Pedro David Pérez, Rensselaer Polytechnic Institute

Organizational Citizenship Behavior and Service Quality in Korea. A 360 Degree Perspective
Judith A. Tansky, The Ohio State University
Kibok Baik, Kookmin University
Marion M. White, James Madison University

Strategic Human Resource Management in International Joint Ventures
J. Michael Geringer, California Polytechnic University
Colette A. Frayne, California Polytechnic University

Sunday - 1:00 p.m. - 2:30 p.m.

1.3.1 – Symposium
Exploring the Janus Nature of Integration and Responsiveness
Room: Jenkins King Time: 1:00 p.m. - 2:30 p.m.
Chair: Thomas Murtha, University of Minnesota
Discussant: Yves Doz, INSEAD

Sources and Consequences of Team-Level Integrative-Responsiveness Pressures
Mary E. Zellmer-Bruhn, University of Minnesota
Cristina B. Gibson, University of Southern California

Balancing the Competing Demands of Global Integration and Local Responsiveness: The Role of Human Resource Management
Schon Beechler, Columbia University
Sully Taylor, Portland State University
Nakiye Boyacigiller, San Jose State University

Subsidiary Integration and the Theory of Entrepreneurship: Implications for Local Responsiveness and Global Integration
Julian Birkinshaw, London Business School

1.3.2 – Competitive
Country Specific Capabilities: The Impact of Embeddedness on Firm Performance
Room: 2-L Time: 1:00 p.m. - 2:30 p.m.
Chair: Tagi Sagafi-negad, Loyola College, Maryland
Discussant: Adrian Tscheogl, University of Pennsylvania

A Longitudinal Analysis Of Strategic Change And Country Of Origin As Predictors Of Performance In Global Industries
Peter S. Davis, The University of Memphis
C. Clay Dibrell, The University of Memphis
Timothy L. Pett, Wichita State University

Institutional Context, Structural Adjustment, and Diversification of the Korean Chaebol
Ji-Hwan Lee, London Business School
Jin-Young Sirh, Centerworld Corporation

Institutional Change And Ownership Choice In China
Shaomin Li, City University of Hong Kong
Dongsheng Zhou, City University of Hong Kong

Heather Berry, University of California - Los Angeles
Mariko Sakakibara, University of California - Los Angeles

1.3.3 – Competitive
The Role of Social Capital in MNC Management
Room: 2-H Time: 1:00 p.m. - 2:30 p.m.
Chair: Tina Dacin, Texas A&M University
Discussant: Jean-Luc Arregle, EDHEC

Formation of Relational Capital in the Foreign Subunit of the Multinational Enterprise
Tatiana Kostova, University of South Carolina
Kendall Roth, University of South Carolina

Choosing Partners: The Influence of Japanese Domestic Interfirm Networks on Japanese Initial Entry into North America by Cooperative Ventures
Soonkyoo Choe, Kookmin University

Organizational Social Capital: An Institutional and Cultural Perspective
Mourad Dakhli, University of South Carolina
Diaspora Interest in Homeland Investment
Kate Gillespie, The University of Texas at Austin
Liesl Riddle, The University of Texas at Austin
Edward Sayre, The University of Texas at Austin
David Sturges, The University of Texas-Pan American

1.3.4 – Symposium
Welcome to Euroland
Room: Colleton Time: 1:00 p.m. - 2:30 p.m.
Chair: Gunter Dufey, University of Michigan and WHU-Koblenz
Macroeconomic Aspects
Michael Frenkel, WHU-Koblenz, Otto Beisheim Graduate School
Impact on Financial Markets
Gunter Dufey, University of Michigan and WHU-Koblenz
Challenges for Corporate Financial Management
Laurent L. Jacque, Tufts University

1.3.5 – Competitive
Is Globalization For Real?
Room: Drayton Time: 1:00 p.m. - 2:30 p.m.
Chair: Jonathan Doh, American University
Discussant:
Donald Lessard, Massachusetts Institute of Technology
Carol Jacobson, Purdue University
Globaloney or Globalization
Barbara Parker, Seattle University
Labor Lawsuits: Evidence of a Liability of Foreignness for Foreign Subsidiaries Operating in the United States
John M. Mezias, University of Miami
A Multi-Level Analysis of Privatization In Emerging Economies
Ravi Ramamurti, Massachusetts Institute of Technology
From Confrontation to Cooperation: An Examination of Emerging Interaction Between Multinationals and Organizations in Transition Economies in the 21st Century
Ben L. Kedia, The University of Memphis
C. Clay Dibrell, The University of Memphis
Paula D. Harvester, The University of Memphis

1.3.6 – Workshop
Firm Transformation in Emerging Markets
Room: Hampton Time: 1:00 p.m. - 2:30 p.m.
Chair/Discussant: Alojzy Z. Novak, Warsaw University
Competitive Strategies Of Firms From Developing Countries: A Conceptual Framework
Omar R. Malik, Michigan State University
Preet S. Aulakh, Temple University
Toward the Latin American Regiocentric Corporation
Fernando Robles, The George Washington University
Post-Walesa Poland Systemic Changes Impact On The Business Environment
Richard J. Hunter, Jr., Seton Hall University
Leo V. Ryan, DePaul University
The Janus Face of Globalisation: Strategic Inertia in Privatized Firms of the Former Soviet Union
Trevor Buck, De Montfort University
Igor Filatotchev, University of Nottingham
Mike Wright, University of Nottingham
Vladimir Zhukov, University of Nottingham
The Pitfalls of Privatization: Another Look at Economic Reform in the Transition Economies of Central and Eastern Europe
Hugh Cannon, Wayne State University
Attila Yaprk, Wayne State University
Irene Mokra, Wayne State University
The Political Economy of Singaporean Investments in China
Henry Wai-Chung Yeung, National University of Singapore

1.3.7 – Workshop
Managing R&D Across National Innovation Systems
Room: Edmunds Time: 1:00 p.m. - 2:30 p.m.
Chair/Discussants:
Jose Santos, Catholic University at Porto and INSEAD
Kaz Asakawa, Keio University
The MNC As A Differentiated Network: Subsidiary Technology Embeddedness And Performance
Ulf Andersson, Uppsala University
Mats Forsgren, Stockholm School of Economics
Torben Pedersen, Copenhagen Business School
R&D Centers Of Excellence In Canada
Scott Ensign, University of Western Ontario
Julian Birkinshaw, London Business School
Tony Frost, University of Western Ontario
Can High-Technology Industries Prosper in Germany?
Institutional Frameworks and the Evolution of the German Software and Biotechnology Industries
Steven Casper, Social Science Center Berlin
Mark Lehrer, University of Rhode Island
David Soskice, Social Science Center Berlin

Life and Death Under Reform: A Comparison of Transition Strategy and National Industry Competitiveness
Greg Linden, University of California
Steven White, Hong Kong University of Science and Technology
James Chenbo Zhong, Hong Kong University of Science and Technology

The Janus Face of Innovation: Technology Diffusion Management through Institutional Innovation in East Asia
John A. Mathews, Macquarie University

Determinants and Impacts of Global R&D: A Country Level Investigation of U.S. R&D Abroad
Gary K. Jones, George Washington University
Hildy J. Teegen, George Washington University

1.3.8 – Symposium
Global Business and World Politics: The Rise and Development of International Telegraphy in the Far East Since the 1870s
Room: Ashley Cooper Time: 1:00 p.m. - 2:30 p.m.
Chair: Steen Thomsen, Aarhus School of Business
Discussant: Cliff Wymbs, Baruch College, CUNY

The Telegraph in Nineteenth-Century China: Political and Cultural Issues of Technological Modernization
Erik Baark, Hong Kong University of Science and Technology

Submarine Cables and the Emerging Japanese Empire 1871-1914
Daqing Yang, The George Washington University

Telegraphs in China: Start of the Western Race for Concessions in Railways and Finance 1881-1886
Ole Lange, Copenhagen Business School

The Great Northern Telegraph Company: Neutrality and “the Political Imperative” in International Telecommunications
Kurt Jacobsen, Copenhagen Business School

Coffee Break
Time: 2:30 p.m. - 3:00 p.m.
Global Standardization as a Success Formula for Marketing in Central Eastern Europe?
Arnold A. Schuh, Wirtschaftsuniversität Wien

Balancing Standardization and Adaptation of Global Products: An Empirical Examination from a Knowledge Integration Perspective
Mohan Subramaniam, University of Connecticut

International Venturing, Transactions Costs and the Market for Transactions
Peter W. Liesch, The University of Queensland
Gary A. Knight, Florida State University

1.4.4 – Competitive Session

International Corporate Finance I
Room: Colleton Time: 3:00 p.m. - 4:30 p.m.
Chair: Bernard Yeung, New York University
Discussant: Donald Lessard, Massachusetts Institute of Technology

Reid W. Click, George Washington University
Paul Harrison, Federal Reserve Board

The International Control Conundrum with Exchange Risk: An EVA Framework
Laurent L. Jacque, Tufts University
Paul Vaaler, Tufts University

International Focus Enhancing Strategies: The Evidence from Divestments of Foreign Assets by U.S. Firms
Kimberly C. Gleason, University of Akron
Ike Mathur, Southern Illinois University
Manohar Singh, University of New South Wales

Why Do U.S. Firms Choose Global Equity Offerings?
Congsheng Wu, University of Bridgeport
Chuck C.Y. Kwok, University of South Carolina

1.4.5 – Workshop

Alternative Transformations: The Many Faces of Global Strategy
Room: Edmunds Time: 3:00 p.m. - 4:30 p.m.
Chair/Discussant: Marc Ventresca, Northwestern University

Causes And Effects Of Resource Redeployment In Domestic And Cross-Border Acquisitions
Jaideep Anand, University of Michigan Business School
Laurence Capron, INSEAD
Will Mitchell, University of Michigan Business School

A Proposed Methodology For The Study Of International Diversification
Marisa Ramírez Alesón, Universidad de Zaragoza
Manuel Antonio Espitia Escuer, Universidad de Zaragoza

Context And Product Based Diversification Strategies of U.S. MNCS
Kimberly C. Gleason, University of Akron
Ike Mathur, Southern Illinois University
Manohar Singh, University of New South Wales

A Research on the Effects of Ownership Structure on Diversification Strategy: Empirical Analysis of Korean Firms
Ki-Sung Park, Seoul National University
Dong-Sung Cho, Seoul National University

International Market Diversity and Firm Performance: Evidence from the Food Industry
Ramdas Chandra, Concordia University
Naomi A. Gardberg, New York University

1.4.6 – Workshop

An Alliance is an Alliance is an Alliance (or is it?)
Room: Beauregard Time: 3:00 p.m. - 4:30 p.m.
Chair/Discussant: Akbar Zaheer, University of Minnesota

The Effects of the Degree of Industry Globalization on International Alliance Formation and Performance
Jong-Hun Park, City University of Hong Kong
Kwangsoo Kim, City University of Hong Kong

Mexican Firm Perspectives on Alliance Achievement: Issues of Governance and Trust
Hildy Teegen, The George Washington University

Strategic Alliances and Rival Firm Value
Jong-Hun Park, City University of Hong Kong
Anming Zhang, City University of Hong Kong
Namgyoo K. Park, New York University

Alliance Formation in the Biotechnology Industry: Impact of Base and Scope of Knowledge
Anupama Phene, The University of Texas at Dallas
Maria Hasenhuttl, The University of Texas at Dallas

Shyam Kumar, University of Illinois at Urbana-Champaign
Soonkyoo Choe, Kookmin University
Tom Roehl, Western Washington University
Network Opportunities and Constraints in Japan’s Banking Industry: A Social Exchange Approach  
William P. Wan, University of Oklahoma  
Robert E. Hoskisson, University of Oklahoma

1.4.7 - Workshop

Foreign Direct Investment: Entry, Location, Human Capital and Knowledge Flows  
Room: Hampton  
Time: 3:00 p.m. - 4:30 p.m.

Chair/Discussant: Jose Campa, New York University

Foreign Firm Entry in Portugal: An Application of Event Count Models  
Natália Barbosa, Universidade do Minho  
Paulo Guimarães, Universidade do Minho  
Douglas Woodward, University of South Carolina

Location Advantages of Foreign Direct Investment in East Asia  
Jung-Soo Seo, University of New South Wales  
Chung-Sok Suh, University of New South Wales

The Role of Human Capital in Foreign Direct Investment  
Juan Alcacer, University of Michigan

Knowledge Flows in International Constellations  
Benjamin Gomes-Casseres, Brandeis University  
John Hagedoorn, University of Maastricht  
Adam Jaffe, Brandeis University

The Effect of Agency Problems on Foreign Entry Mode Choices, Relative Share Ownership, Shareholder Wealth, and Joint Venture Stability  
H. Young Baek, University of South Carolina  
Chuck C.Y. Kwok, University of South Carolina

1.4.8 – Symposium

Human Resources and Organizational Change in Transition Economies: What Did We Learn from the Last 10 Years?  
Room: Ashley Cooper  
Time: 3:00 p.m. - 4:30 p.m.

Chair: Vladimir Pucik, IMD, Lausanne

Studying Organizational Culture and Effectiveness in Russia: Can Results from Foreign-Owned and Local Firms be Compared?  
Daniel Denison, IMD, Lausanne  
Carl F. Fey, Stockholm School of Economics

Ten Years Later: A Comparative Perspective on HRM Issues in Foreign-Affiliated Firms in Central and Eastern Europe  
Sonia Ferencikova, University of Economics, Bratislava

Transforming Organizations in the CEE Region: Revisiting Hopes and Expectations  
Vladimir Pucik, IMD, Lausanne

When Institutions Dissolve: The Challenge of Change During Crisis  
Karen Newman, University of Richmond

Sunday - 4:45 p.m. - 6:15 p.m.

1.5 – Plenary Session

Celebrating Ray Vernon (1913 - 1999)  
Room: Cypress  
Time: 4:45 p.m. - 6:15 p.m.

Chair: José de la Torre, UCLA

Panelists:  
Lorraine Eden, Texas A&M University  
Subramanian Rangan, INSEAD  
Ted Moran, Georgetown University  
Louis Wells, Harvard University  
Lynn K. Mytelka, Director, Division on Investment, Technology and Enterprise Development [DITE], UNCTAD and Carleton University
Monday, November 22

2.1 – Plenary Session
Reframing Globality

Room: Cypress  
Time: 8:30 a.m. - 10:00 a.m.

Chair and Commentator: C.K. Prahalad, University of Michigan
Speaker: Ron Mitsch, Vice Chairman and Executive Vice President, 3M (retired)

Coffee Break
Time: 10:00 a.m. - 10:30 a.m.

2.2.0 – Symposium
R&D Globalisation: MNCs Learning from Multiple Locations

Room: Edmunds  
Time: 10:30 a.m. - 12:00 p.m.

Chair: Yves Doz, INSEAD
Participants:
- Kaz Asakawa, Keio University
- Alexander Gerybadze, University of Hohenheim
- Walter Kuehremler, Harvard Business School
- Jose Santos, Catholic University of Porto and INSEAD

2.2.1 – Competitive
History in the Future of International Business

Room: Jenkins King  
Time: 10:30 a.m. - 12:00 p.m.

Chair/Discussant and Distinguished Speaker: Geoffrey Jones, University of Reading

History in the Future of International Business
Geoffrey Jones, University of Reading
Anglo-American Contributions to Japanese and German Corporate Governance After World War II
Trevor Buck, De Montfort University
Back to the Future: The History of FDI in the U.S. Telecommunications Industry
Cliff Wymbs, Baruch College, CUNY
They That Live by the Sword Trade by the Sword: Multinational Trade and Enterprise in Republican Rome: 775-27 B.C.
Karl Moore, Oxford University

2.2.2 – Symposium
The Future of the Global Business Civilization

Room: 2-L  
Time: 10:30 a.m. - 12:00 p.m.

Chair: Lee Preston, University of Maryland
Discussant: Jean Boddewyn, Baruch College, CUNY
Whither Global Capitalism?: From Euphoria, to Globaphobia, To ……?
John Dunning, Rutgers University
Whither the MNC in the Emerging Global Civilization
Howard Perlmutter, University of Pennsylvania

2.2.3 – Competitive
Clusters and MNC Strategy

Room: 2-H  
Time: 10:30 a.m. - 12:00 p.m.

Chair: Avraham Meshulach, Hebrew University
Discussant: Carlos Garcia Pont, ISEE, Spain
How Firms Grow: Clustering as a Dynamic Model of Internationalization
Elizabeth T. Maitland, University of Melbourne
Stephen J. Nicholas, University of Melbourne
Elizabeth L. Rose, University of Auckland
Upgrading of Industry Clusters and Foreign Investment
Julian Birkinshaw, London Business School
Industrial Districts, Firm Specialization (and Performance): A Study of Taiwan’s Machine Tool Industry
Jonathan Brookfield, University of Pennsylvania
Neo-Marshallian Nodes in Global Networks: The Global and the Local in Competitiveness of Media Firms in Central London
Lilach Nachum, Cambridge University
David Keeble, Cambridge University
2.2.4 – Competitive
Pressing Issues in International Organizational Behavior, Communication, Culture, and Change
Room: Colleton  Time: 10:30 a.m. - 12:00 p.m.
Chair: Bruce McKern, Monash Mt. Eliza Business School
Discussants:  
Malika Richards, Drexel University  
Greg Hundley, Purdue University
National Cultural Values and the Evolution of Process and Outcome Discrepancies in International Strategic Alliances  
Rajesh Kumar, The Aarhus School of Business  
Kofi O. Nti, Pennsylvania State University
Cross-Cultural Communication in a Negotiation Situation: A Comparison of Low and High-Context Communication Styles  
Andre A. Pekerti, The University of Auckland  
David C. Thomas, Simon Fraser University
Responses to Declining Job Satisfaction: Variations Across Four National Cultures  
David C. Thomas, Simon Fraser University  
Kevin Au, The Chinese University of Hong Kong
The Effect of Human Resource Management Practices on Firm Performance in Russia  
Carl F. Fey, Stockholm School of Economics  
Ingmar Björkman, Swedish School of Economics  
Antonina Pavlovskaya, LETI, Lovanium International School of Management

2.2.5 – Competitive
The Global Marketing Function
Room: Drayton  Time: 10:30 a.m. - 12:00 p.m.
Chair: Donald Gibson, Macquarie University
Discussant: James M. Hagen, Cornell University
An Extended Model of Global Marketing  
Sunil Venaik, University of Western Sydney  
David F. Midgley, INSEAD  
Timothy M. Devinney, University of New South Wales
Segmenting the Industrial Services Market in the U.S. and Japan: Effects of Organization Characteristics, Purchase Process, and Buying Situations on New Entrants’ Purchases  
Martin S. Roth, University of South Carolina  
R. Bruce Money, University of South Carolina  
Thomas J. Madden, University of South Carolina
Managing the Marketing Function Globally: An Examination of the Relationships Between Headquarters and Foreign Subsidiary Marketing Operations  
Kelly Hewett, University of Connecticut  
William O. Bearden, University of South Carolina
Diversification and Market Entry Choices in the Context of Foreign Direct Investment  
Ram Mudambi, Case Western Reserve University  
Susan McDeowell Mudambi, John Carroll University

2.2.6 – Competitive
Richard N. Farmer Dissertation Award Finalists
Room: Beauregard  Time: 10:30 a.m. - 12:00 p.m.
Chair: Kendall Roth, University of South Carolina
Selection Committee:  
Raj Aggarwal, John Carroll University  
Nakiye Boyacigiller, San Jose State University  
Jean-Francois Hennart, Tilburg University
Finalist: Manuel Becerra, Norwegian School of Management - BI
Nature, antecedents, and consequences of trust within organizations: A multilevel analysis within the multinational corporation  
Degree: The University of Maryland at College Park  
Advisor: Anil K. Gupta
Finalist: Witold Jerzy Henisz, University of Pennsylvania
The institutional environment for international investment: Safeguarding against state-sector opportunism and opportunistic use of the state.  
Degree: University of California, Berkely  
Advisor: Oliver E. Williamson
Finalist: David N. McArthur, University of Nevada - Las Vegas
A grounded theory of international technology transfer within MNEs.  
Degree: University of South Carolina  
Advisor: Kendall Roth
Finalist: Johann Peter Murmann, Northwestern University
Knowledge and competitive advantage in the synthetic dye industry, 1850-1914  
Degree: Columbia University  
Advisor: Richard R. Nelson
2.2.7 – Workshop

Transcending Time and Space through Global Knowledge Management

**Room:** Hampton  **Time:** 10:30 a.m. - 12:00 p.m.

**Chair/Discussants:**
- Alain Verbeke, University of Brussels
- David Brock, University of Auckland

*Culture, Climate, Learning and Change at the World Intellectual Property Organization*
- Michael P. Ryan, Georgetown University

*Novel Industrial Property Protection for Sustaining International Competitiveness*
- Sara L. McGaughey, University of New South Wales
- Peter W. Liesch, The University of Queensland
- Duncan Poulson, University of Tasmania

*Impact of Knowledge Base on Knowledge Transaction: Similarities and Differences in the Characteristics of Source and Recipient*
- Prescott C. Ensign, University of Western Ontario

*Knowledge Transfer in the Multinational Corporation*
- Adva Dinur, Temple University
- Robert D. Hamilton, Temple University
- Andrew C. Inkpen, The American Graduate School of International Management

*Knowledge Creation in the MNE: International Teams as Facilitators of Innovation*
- James Nebus, University of South Carolina

*Time in the Internationalization Process*
- Anders Majkgard, Uppsala University
- Kent Ericksson, Uppsala University
- Jan Johanson, Uppsala University
- D. Deo Sharma, Copenhagen Business School

2.2.8 – Symposium

Many Faces of the Emerging Financial Crises

**Room:** Ashley Cooper  **Time:** 10:30 a.m. - 12:00 p.m.

**Chair:** Jongmoo Jay Choi, Temple University

**Discussant:** Tom Pugel, New York University

*Financial System Reform for Regrowth in Asia*
- Raj Aggarwal, John Carroll University

*Chaebols and Industrial Organization Aspects of the Korean Economic Crisis*
- Dong-Sung Cho, Seoul National University

*Financial Crises in Latin America*
- Robert Grosse, Thunderbird

*The Four Faces of the Asian Financial Crisis: How to Cope with the Japan Problem, the China Problem, the Korean Problem and the Southeast Asia Problem*
- Masaaki Kotabe, Temple University

Monday - 12:00 p.m. - 2:00 p.m.

Awards Luncheon

Presentation of the International Executive of the Year Award, Farmer Dissertation Award, Dean of the Year, and other special recognitions

**Room:** Ballroom  **Time:** 12:00 p.m. - 2:00 p.m.
2.3.1 - Symposium

Foreign Direct Investment and the Challenge of Development: Findings of the UNCTAD World Investment Report 1999

Room: Jenkins King  Time: 2:15 p.m. - 3:45 p.m.

Chair: Karl P. Sauvant, Chief, International Investment, Transnationals and Technology Flows Branch, UNCTAD Division of Investment, Technology and Enterprise Development

Mergers and Acquisitions, Strategic Partnerships and Knowledge-based Networks

Lynn K. Mytelka, Director, Division of Investment, Technology and Enterprise Development, UNCTAD, Geneva

Financial Resources for Development

Zbigniew Zimny, UNCTAD, Geneva

FDI and Employment Issues

Gabriele Köhler, UNCTAD, Geneva

2.3.2 - Symposium

Japanese Business Relationships: Continuity and Change in the Post Bubble Globalized Economy

Room: 2-L  Time: 2:15 p.m. - 3:45 p.m.

Chair: Mark Fruin, San Jose State University

Buyer Supplier Relationships in the Japanese Automotive Industry: The More Things Change...

Chris Ahmadijan, Columbia University

Gregory Robbins, Columbia University

Post-Bubble Bloodbath? The Impact of Post-Bubble Economic Conditions on Japanese Divestments from the United States

Jean-Francois Hennart, Tilberg University

Ming Zeng, INSEAD

Tom Roehl, Western Washington University

Historical Analysis of Corporate Genealogy and Recent Merger and Acquisitions in Japan

Elizabeth L. Rose, University of Auckland

Kiyohiko Ito, University of Wisconsin

2.3.3 - Symposium

Host Outcomes From FDI and Multinational Activity

Room: Beauregard  Time: 2:15 p.m. - 3:45 p.m.

Chair: Tom Pugel, New York University

Mode, Size, and Location of Foreign Direct Investments and Industry Markups

Wilbur Chung, New York University


Tony Frost, University of Western Ontario

Technology Spillovers from Foreign Direct Investment in the Indian Pharmaceutical Industry

Susan Feinberg, University of Maryland

Sumit K. Majumdar, Imperial College of Science, Technology and Medicine

Assessing Legal Liabilities of Foreign Acquisitions in the U.S.

John M. Mezias, University of Miami

J. Myles Shaver, New York University

2.3.4 - JIBS Decade Award

Honoring the most influential article from the 1989 volume of the Journal of International Business Studies

Room: Colleton  Time: 2:15 p.m. - 3:45 p.m.

Chair: Tom Brewer, University of Copenhagen

Control and Performance of International Joint Ventures

Vol.20, No. 2, pp. 235-254

Presentation by Authors:

J. Michael Geringer, California Polytechnic University

Louis Hébert, The University of Western Ontario

2.3.5 - Symposium

Reforming the International Financial Architecture

Room: Drayton  Time: 2:15 p.m. - 3:45 p.m.

Chair: James W. Dean, Western Washington University

Panelists:

Peter Clark, IMF

Thomas D. Willett, Claremont McKenna and Claremont Graduate Schools

John Murray, Chief, International Department, Bank of Canada

William F. Cline, Institute for International Finance
2.3.6 - Symposium
Advancing the Culture Concept: A Cross-Field Dialogue
Room: 2-H Time: 2:15 p.m. - 3:45 p.m.

Co-Chairs:
Mary Yoko Brannen, San Jose State University
Nakiye Boyacigiller, San Jose State University

Panelists:
Daniel Denison, IMD
Susan Schneider, Universite de Geneve
Mary Jo Hatch, Cranfield School of Management

2.3.7 - Symposium
Research on International Entrepreneurship: Perspectives from Asia, Europe, and North America
Room: Hampton Time: 2:15 p.m. - 3:45 p.m.

Chair: Ben Oviatt, Georgia State University
The Asian Perspective
Leo Paul Dana, Nanyang Technological University

The European Perspective
Marian Jones, University of Strathclyde
Stephan Young, University of Strathclyde

The North American Perspective
Richard Wright, McGill University

The International Entrepreneurship Knowledge Network
Hamid Etemad, McGill University

2.3.8 - Symposium
The PanAmerican Partnership for Business Education: Winners and Losers: Perspectives on NAFTA After Five Years
Room: Ashley Cooper Time: 2:15 p.m. - 3:45 p.m.

Chair: Stephen Blank, Pace University
Panelists:
Lawrence Bridwell, Pace University
Alejandro Ibarra Yunez, Instituto Tecnolóxico y de Estudios Superiores de Monterrey
Sara Keck, Pace University
Warren Keegan, Pace University
Peter Lawrence, Loughborough University
James McNiven, Dalhousie University
Guy Stanley, École des Hautes Études Commerciales

Coffee Break
Time: 3:45 p.m. - 4:15 p.m.

Monday - 4:15 p.m. - 5:45 p.m.

2.4.1 - Plenary Session
The Dark Side of Globalization
Room: Cypress Time: 4:15 p.m. - 5:45 p.m.

Chair: Jeffrey S. Arpan, University of South Carolina
Panelists:
David C. Korten, President, People-Centered Development Forum, Seattle, Washington
David Maybury-Lewis, Professor of Anthropology, Harvard University
Moises Naim, Editor and Publisher, Foreign Policy

Monday - 6:00 p.m. - 6:45 p.m.

Members’ Meeting with the AIB Executive Board
Current status of the AIB, its future directions, and future meeting sites presented and discussed
Time: 6:00 p.m. - 6:45 p.m.

Monday - 6:30 p.m. - 7:45 p.m.

Posters with wine and cheese
Room: Live Oak Time: 6:30 p.m. - 7:45 p.m.

Emerging Issues in Global Strategic Management Research
Chair: Lawrence Katzenstein, University of Minnesota

Industry Specific Analyses
Janus Regards the Machine Tool Industry: Contrasting National Experiences of Globalization
David M. Berg, The University of Texas at Dallas
An Investigation into the Overseas Expansion of Asia-Owned SMES in the U.K. Clothing Industry
Dave Crick, De Montfort University
Shiv Chaudhry, University of Central England
Stephen Batstone, University of Warwick
Expansion Strategy of Foreign Financial Institutions in the Japanese Market: A Preliminary Investigation
Toru Yoshikawa, Nihon University
Tadashi Shima, Nihon University
Lead Markets: A Source of Global Products
Marian Beise, University of Karlsruhe
Home-Country Environment as a Source of International Competitiveness: An Analysis of the Global Banking Industry
Stewart R. Miller, Indiana University
Arvind Parkhe, Indiana University
### The Globalization of Korean Firms: A Case Study of Regional Networking Approach of Samsung Electronics Group
Yongwook Jun, Chung-Ang University  
Du-Sop Cho, Nagoya University

### Characteristics and Performance of Japanese Foreign Direct Investment in the Service Sector
Nicole Haggerty, University of Western Ontario  
Anthony Goerzen, University of Western Ontario

### The Relationship Between Strategic Behavior and National Culture: The Case of the Banking Industry in Jordan
Ali Abu-Rahma, United States International University  
Robert C. Moussetis, North Central College  
George Nakos, Clayton College and State University

### Assessing Risk
Underlying Cognitive Influences in Managerial Risk-Related Decisions: A Cross-National Exploration
Mona V. Makhija, The Ohio State University  
Alice C. Stewart, The Ohio State University

The Effect of Host-Country Institutional Environment on the Patterns and Performance of Japanese Foreign Direct Investment
Deyin Xu, York University

### Regulation and International Organizations
Regional Organizations & the Global Network MNC
Alice De Koning, Stockholm School of Economics  
Venkat Subramanian, Catholic University of Leuven  
Paul Verdin, KU Leuven

Corporate Governance of Family-Controlled Publicly-Traded Firms: The Case of Taiwanese Listed Firms
M. Monica Her, Texas A&M University  
Arvind Mahajan, Texas A&M University

### Organizational and Firm Dynamics
The Evolution of the Scope of the Firm
Alvaro Cuervo-Cazurra, University of Minnesota

Assessing Capital Structure of Japanese Multinationals: The Role of Strategy and Industrial Groups
J. Michael Geringer, California Polytechnic University  
David M. Olsen, University of Utah

Efficiency vs. Equity: Theoretical Perspectives on Strategic Management of the Multinational Enterprise in a Developing Economy
Pradeep Ray, University of New South Wales

### National Internationalization Processes: Danish and Austrian Businesses in the East
Klaus E. Meyer, Copenhagen Business School  
Mår Klinge Jacobsen, Copenhagen Business School  
Anne Tind, Copenhagen Business School

Strategic Orientation and Performance in a Global Economy: The Influence of National Culture
Anisya S. Thomas, Stockholm School of Economics  
Stephen L. Mueller, Florida International University

Product Diversification, Ownership Structure and Foreign Subsidiary Performances: An Integrated Analysis in the Context of a Developing Economy
Hongxin Zhao, Saint Louis University

Firm Characteristics and Managerial Perceptions of NAFTA: An Assessment of Export Implications from NAFTA for Small- and Medium-Sized U.S. Firms
Timothy L. Pett, Wichita State University  
James A. Wolff, Wichita State University

Asymmetric Information and Joint Venture Performance
Jeffrey J. Reuer, INSEAD  
Mitchell P. Koza, INSEAD

Subsidiary Innovative Performance: Knowledge Tacitness as a Determinant of Parent-Local Knowledge Input Trade-off and Industry-perceived Innovative Output
Harsh Mishra, Temple University

Earmarking the Plant to Shutdown in a Multinational Network
David Rutenberg, Queen’s University

Mapping Export Information Use: A Five Nation Study
Adamantios Diamantopoulos, Oughborough University  
Anne L. Souchon, Aston University  
Geoffrey R. Durden, Victoria University of Wellington  
Catherine Axinn, Ohio University  
Hartmut H. Holzmuller, Hochschule Bremerhaven

Acquisition of Resources from the External Environment: An Exploratory Study of the Effectiveness of R&D and non-R&D Facilities in the Acquisition of Innovative Knowledge from a Foreign Country
Glenn Hoetker, University of Michigan  
Heike Simmet-Blombert, Hochschule Bremerhaven

The Effect of Institutional Distance on the Patterns and Performance of Japanese Foreign Direct Investment
Deyin Xu, York University
Technology and Environmental Factors

Internationalization, Globalization, and Capability-Based Strategy
Stephen Tallman, University of Utah
Karin Fladmoe-Lindquist, University of Utah

The Greening of Multinational Enterprises
Kristel Buysse, University of Antwerp
Alain Verbeke, Free University Brussels
Chris Coeck, University of Antwerp

International High Technology Start-Ups and the Institutional Environment of Seed Capital
Susanna Khavul, Boston University

Technology Transfer Capacity: A Missing Link in the Theory of the Multinational Corporation
Xavier Martin, New York University
Robert Salomon, New York University

Marketing

Evidence on the Complementary Nature of Product and International Diversification
Manohar Singh, University of New South Wales
Ike Mathur, Southern Illinois University
Kimberly C. Gleason, University of Akron

Foreign Entry Mode and Foreign Direct Investment

Behavioral and Environmental Uncertainties, Transaction Costs and International Entry Mode Choice
Keith D. Brouthers, University of East London
Lance E. Brouthers, The University of Texas at San Antonio
George Nakos, Clayton College and State University

Foreign Direct Investment in the Mineral Sector of Developing Countries: Survey of Evidences
Hamid Etemad, McGill University
Kamaledin Shamsi, Kholeslami Salmasi

International Entry Mode Choice: Real Option Perspective
Hyung-Deok Shin, The Ohio State University

Entry Mode Strategy of Japanese Firms: Transactional and Institutional Influences
Jane W. Lü, University of Western Ontario

Nationality and FDI Decisions: Psychic Distance Approach
Jai-Beom Kim, Myongji University
Dongkee Rhee, Seoul National University

An Exploratory Study of Foreign Direct Investment by Small- and Medium-Sized Japanese Companies
Sushil Vachani, Boston University

The Janus Face of FDI: Korea’s Attraction-Aversion Dilemma Toward Foreign Investment
William A. Stoever, Seton Hall University

Outward Foreign Direct Investment by Central European Firms and Restructuring: The Case of Slovenia
Marjan Svetlièiè, University of Ljubljana
Matija Rojec, University of Ljubljana

The Contingency Framework of Foreign Entry Mode Decisions: A Review and Critique
Tao Gao, Hofstra University

Human Resources

Expatriates vs. Local Managers: Implications for Affiliate Performance
Malika Richards, Drexel University

Managerial Behavior, IJV Structure and Venture Performance
Ariff Kachra, University of Western Ontario
Louis Hébert, University of Western Ontario

Managerial Resources, Mode of Entry, and the International Expansion of Firms
Danchi Tan, University of Illinois at Urbana-Champaign

Top Management Team Compensation in Multinational Firms: An Information Processing Framework
Mason A. Carpenter, University of Wisconsin - Madison
William Gerard Sanders, Brigham Young University
## TUESDAY, NOVEMBER 23

### 3.1.1 – Plenary Session

**The Janus-Faced Nature of Globalization: A Practitioners’ Perspective**

- **Room:** Cypress  
  **Time:** 8:30 a.m. - 10:00 a.m.

- **Chair:** Mahmood A. Zaidi, University of Minnesota

- **Panelists:**
  - Ernest S. Micek, Chairman, Cargill Inc.
  - Ronald O. Baukol, Executive Vice President, International Operations, 3M
  - Marilyn Carlson Nelson, Chairman & CEO, Carlson Companies
  - Art Collin, President and COO, Medtronic Inc.

### Coffee Break

- **Time:** 10:00 a.m. - 10:30 a.m.

### 3.2.1 – Symposium

**Corporate Social Responsibility and Sweatshops: On the Road to Opportunity or to Ruin**

- **Room:** Jenkins King  
  **Time:** 10:30 a.m. - 12:00 p.m.

- **Chair:** Ian Maitland, University of Minnesota

- **Panelists:**
  - Dusty Kidd, Director, Labor Practices, NIKE, Inc.
  - Joseph A. Massey, Dartmouth University
  - Thomas Donaldson, University of Pennsylvania
  - S. Prakash Sethi, Baruch College, CUNY

### 3.2.2 – Symposium

**Global Knowledge Management as a Strategic Resource**

- **Room:** 2-L  
  **Time:** 10:30 a.m. - 12:00 p.m.

- **Co-Chairs:**
  - Yves Doz, INSEAD
  - Bodo B. Schlegelmilch, Wirtschaftsuniversität Wien

- **Panelists:**
  - Organizational Learning and Knowledge Management in the Americas-2005
    - Corinne Young, University of Tampa
    - Ann O’Connel, Price Waterhouse Coopers, USA

### 3.2.3 – Competitive

**Global Alliance Dynamics**

- **Room:** 2-H  
  **Time:** 10:30 a.m. - 12:00 p.m.

- **Chair:** Robert E. Hoskisson, University of Oklahoma

- **Discussant:** Peter Smith Ring, Loyola Marymount University

**How Relation-Specific Assets Matter: Sourcing-Related Practices and Supplier Performance Improvements in the U.S. and Japanese Automotive Industries**

- Masaaki Kotabe, Temple University
- Xavier Martin, New York University
- Hiroshi Domoto, Global Wrap Consulting Group

**Downside Risk Implications of Multinationality and International Joint Ventures**

- Jeffrey J. Reuer, INSEAD
- Michael J. Leiblein, Ohio State University

**Can Corporate Reputation Shed Additional Light on Alliance Dynamics?**

- Namgyoo K. Park, New York University
- Naomi A. Gardberg, New York University

**A Tale of Two Ventures: An Empirical Comparison of Acquisition versus Greenfield Joint Ventures**

- Shih-Fen S. Chen, Brandeis University
- Jean-Francois Hennart, Tilburg University

### 3.2.4 – Competitive

**International Finance II**

- **Chair:** Andrea McAleenan, Peter F. Drucker School of Management

- **Discussant:** Rachelle Sampson, New York University

**The Influence of Information Asymmetry and Relative Bargaining Power on Bidder Returns: The Evidence From U.S. Acquisitions in South America and the Caribbean**

- Kimberly C. Gleason, University of Akron
- Ike Mathur, Southern Illinois University
- Manohar Singh, University of New South Wales

**Corporate Governance, International Business Activity and Economic Performance**

- Steen Thomsen, Aarhus School of Business
**Agency Costs, Bonding Cash Flows, and Internationalization: Some International Evidence**
David M. Reeb, American University

**Tax-Related Geographical Income Shifting: Governmental Regulations, Political Costs, and Home country Bias**
Kathy Hansen, California State University
David M. Reeb, American University

### 3.2.5 – Competitive
**Pressing Issues in International Organizational Behavior II: Leaders, Followers and Teams**

- **Room:** Drayton  
  **Time:** 10:30 a.m. - 12:00 p.m.

- **Chair:** Arie Y. Lewin, Duke University

- **Discussants:** Jan Hack Katz, Cornell University

Timothy S. Reed, University of Colorado at Boulder
Tarek A. Hatem, The American University in Cairo

**Acceptance of Supervisory Authority in Typical Workplace Contexts: A Comparison of U.S., Taiwanese and PRC Employees**
Nailin Bu, Queen’s University
Timothy J. Craig, University of Victoria
Tai-Kuang Peng, I-Shou University

**Chinese Leadership in Transition**
Cherlyn Skromme Granrose, Claremont Graduate University
Qiang Huang, Oklahoma State University

**Transferring Knowledge, Technology and Processes Across Cultures by Global Product Development Teams**
Mary Yoko Brannen, San José State University
Julia Gluesing, Wayne State University

### 3.2.6 – Workshop
**MNC Affiliates’ Global Leadership Roles**

- **Room:** Beauregard  
  **Time:** 10:30 a.m. - 12:00 p.m.

- **Chair/Discussant:** Witold Jerzy Henisz, University of Pennsylvania

**Conventional vs. Unconventional Foreign Direct Investment: Do We Need a New Theory?**
Hwy-Chang Moon, Seoul National University

**Subsidiary Specific Advantages in Multinational Enterprises**
Alan M. Rugman, Oxford University
Alain Verbeke, University of Brussels

**Differentiating Corporate Governance Structures for MNC’s Foreign Subsidiaries as a Contingency Requirement for MNC Superior Performance**
Bongjin Kim, University of Pittsburgh
John E. Prescott, University of Pittsburgh

**International Government Affairs Structures and Bargaining Power: An Empirical Examination**
Tim Blumentritt, Marquette University

**Towards Heteronomy? The Role of ASEAN Affiliates of European Multinational Enterprises as Knowledge Multipliers**
Ray Loveridge, Oxford University

**The Timing of Foreign Direct Investment of Japanese Firms**
Shige Makino, Chinese University of Hong Kong
Andrew Delios, Hong Kong University of Science and Technology

### 3.2.7 – Workshop
**Economic Liberalization in Emerging Markets: The Good News and the Bad News**

- **Room:** Hampton  
  **Time:** 10:30 a.m. - 12:00 p.m.

- **Chair/Discussant:** Tarun Khanna, Harvard University

**A Resource Perspective on Internationalization Responses to Market Liberalization**
Omar N. Toulan, McGill University

**A Longitudinal Study of IJV Performance in Eastern Europe**
Keith D. Brouthers, University of East London
Gary Bamossy, University of Utah
Lance E. Brouthers, The University of Texas at San Antonio
George Nakos, Clayton College and State University

**Integration of Managerial Values, Practices, and Systems in International Cooperative Business Ventures: The Case of Hungary**
Wade Danis, Indiana University

### 3.2.8 – Symposium
**Understanding National and Global Institutional Contexts for Innovation**

- **Room:** Ashley Cooper  
  **Time:** 10:30 a.m. - 12:00 p.m.

- **Chair and Discussant:** Srilata Zaheer, University of Minnesota

**Knowledge Diffusion Networks in Global and National Innovation Systems**
Jennifer W. Spencer, University of Houston
Institutional Context and the Diffusion of Knowledge: A Comparison of Inter-Organizational Transfer of Biotechnology Innovations in the U.S. and U.K.
    Paul Almeida, Georgetown University
    Susan Bartholomew, Cambridge University

Patent Office Design and Organizational Change in the Public Administration of Innovation
    Michael P. Ryan, Georgetown University

Institutional Profiles for Entrepreneurship: A Multi-Country Study
    Jennifer W. Spencer, University of Houston
    Carolina Gomez, Towson University

**Tuesday - 12:00 p.m. - 4:00 p.m.**

**Boone Hall Plantation Gala Event**

Tour of the Plantation, Lowcountry-Style Luncheon, live traditional music, and much more fun!

Hosted by the University of South Carolina

**Venue:** Boone Hall Plantation  **Time:** 12:00 p.m. - 4:00 p.m.

**Buses leave from the Charleston Place hotel between 11:45 a.m. and 12:30 p.m. Participants may choose to return to the hotel or be taken directly to the airport after the event. Further details and bus vouchers will be available at conference check-in.**

---

**Caucus Meetings in Charleston**

Don’t miss the after-hour caucuses in Charleston this year. Three or four meeting rooms will be reserved for an hour or so in the evening after the regular Sunday and Monday sessions are finished. The participants will select various discussion topics and allocate a different topic to each room. Interested participants will enjoy a lively unstructured discussion centered on topics that interest them.

If you would like to suggest topics for these informal meetings, please send them to Laurel King at the AIB Secretariat by e-mail aib@cba.hawaii.edu or by fax 808-956-3261. Once the meeting commences, please give your written suggestions for discussion topics to Tina Poindexter or Kelly Durkan Bean at the AIB reception desk or office.

See you in Charleston!