

ACADEMY OF INTERNATIONAL BUSINESS
1999 ANNUAL MEETING PROGRAM

NOVEMBER 20-23, 1999 • CHARLESTON PLACE • CHARLESTON, SOUTH CAROLINA, USA

“THE JANUS FACE OF GLOBALIZATION”



SATURDAY, NOVEMBER 20

Saturday - 10:00 a.m. - 4:00 p.m.

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)

Saturday - 12:00 p.m. - 4:00 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)

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

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

Coffee Break

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

Saturday - 3:00 p.m. - 4:30 p.m.

Pre-conference teaching workshop

Internet Based Teaching Opportunities:

Experiential Projects and Internet Activities for Global Marketing

Room: Beauregard **Time:** 3:00 p.m. - 4:30 p.m.

Panelist: Les Dlabay, Lake Forrest College

Saturday - 5:00 p.m. - 6:00 p.m.

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

Saturday - 6:15 p.m. - 8:00 p.m.

Presidential Reception

Opening Reception of the 1999 AIB Meeting

Room: Ballroom **Time:** 6:15 p.m. - 8:00 p.m.

SUNDAY, NOVEMBER 21

Chapter Chairs' Breakfast Meeting

Room: 2-L **Time:** 7:00 a.m. - 8:30 a.m.

(AIB Chapter Chairs and Executive Board Members)

Sunday - 8:30 a.m. - 10:00 a.m.

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.

Sunday - 10:30 a.m. - 12:00 p.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 Facing the Economic Crisis: Beyond Isomorphism toward Strategic Differentiation

Kaz Asakawa, Keio University

Chaebols at a Crossroads: Economic Crisis and Corporate Restructuring of Chaebols in Korea

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

Chair: Sully Taylor, Portland State University

Discussant: Nancy K. Napier, Boise State University

The Women's Global Leadership Forum: A Case Study of Developing Global Women Leaders

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: Contagion, 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: Adamantios 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

Sunday - 12:00 p.m. - 1:30 p.m.

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. Harveston, The University of Memphis

Organizational or Firm Dynamics

International Influences in National Interorganizational 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. Harveston, 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

The Janus Face of the Euro - Reflections on the Impact of the Single Currency on the Strategies of Non-Financial Companies

Paul Verdin, KULeuven 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. Brouthers, 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, Hochschule für öffentliche
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

*Structural Interdependence and Local Embeddedness
Influences on Integration-Responsiveness Perceptions in a
Multinational Corporation*

William Newburry, Rutgers University

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

*Resource Accumulation and Overseas Expansion by
Japanese Multinationals: An Empirical Analysis of the
Internalization Theory*

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. Mezas, 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. Harveston, 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 Yaprak, 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.

Sunday - 3:00 p.m. - 4:30 p.m.

1.4.1 – Symposium

**Regionalism, Globalization and MNE-State Relations:
New Views From IB and IPE**

Room: Jenkins King **Time:** 3:00 p.m. - 4:30 p.m.

Chair: Duane Kujawa, University of Miami

Discussants:

Robert Grosse, Thunderbird-AGSIM
Jeffrey Hart, Indiana University

Multinational Enterprises and the End of Globalization,
Alan M. Rugman, Oxford University

*Insiders, Outsiders and MNE-Host Country Bargains: A
Case Study of the Automotive Industry in Canada*

Lorraine Eden, Texas A&M University
Maureen Appel Molot, Carleton University

*The 1997 East Asian Crises: Implications for IPE-IB
Research*

Aseem Prakash, George Washington University

1.4.2 – Symposium

**Coping with Globalization: Bridging Theory and Practice
with Collaboration**

Room: 2-L **Time:** 3:00 p.m. - 4:30 p.m.

Chair: Orjan Solvell, Stockholm School of Economics

Discussants:

Udo Zander, Stockholm School of Economics
Hakan Ledin, Millicom International Cellular S.A.

Panelists:

Anisya S. Thomas, Stockholm School of Economics
Peter Hagstrom, Stockholm School of Economics
Martha Maznevski, University of Virginia
Julian Birkinshaw, London Business School

1.4.3 – Competitive

**The Two Faces of Marketing: Standardization vs. Adap-
tation**

Room: Drayton **Time:** 3:00 p.m. - 4:30 p.m.

Chair: Vern Terpstra, University of Michigan

Discussant: Bernard Simonin, Tufts University

*Image of the Country of Origin and International
Performance: A Contribution to the Debate
Standardisation or Adaptation*

Jacques Liouville, Université Robert Schuman

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

Does Multinationality Matter? Cross-Sectional Evidence on the Risk and Returns of U.S. Equities

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

Extending Beyond Domestic Relationships: The Influence of Domestic Networks, Joint Venture Strategies and Product Characteristics on Japanese Auto Parts Suppliers' Expansion in North America

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

Monday - 8:30 a.m. - 10:00 a.m.

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.

Monday - 10:30 a.m. - 12:00 p.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 Kuemmerle, 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

North American and European Response to the 1980s Fear of Japanese Domination in the Computer Hardware Sector: An Analysis of Strategic Blocks and Technology Sharing Alliances, 1980-1989

Robert D. Stephens, West Virginia 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 Globophobia, 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, Berkeley
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.

Monday - 2:15 p.m. - 3:45 p.m.

SYMPOSIA FEST

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. Sauvart, 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

The Contribution of Foreign Multinationals to the Host Country Spillover Pool: Evidence on the U.S. Case Using Patent Citations

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. Mezas, 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 Tecnológico 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, KULeuven

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, University of Dortmund

Heike Simmet-Blombert, 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

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
Kamaleddin Shei, 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. Stoeber, Seton Hall University

Outward Foreign Direct Investment by Central European Firms and Restructuring: The Case of Slovenia

Marjan Svetličič, 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

Tuesday - 8:30 a.m. - 10:00 a.m.

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.

Tuesday - 10:30 a.m. - 12:00 p.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:

Global Knowledge Management as a Strategic Resource

Yves Doz, INSEAD
Dominique Turcq, McKinsey, France

Organizational Learning and Knowledge Management in the Americas-2005

Corinne Young, University of Tampa
Ann O'Connel, Price Waterhouse Coopers, USA

Designing a Global Knowledge Management Strategy: Striking the Balance Between Technology and People
Bodo B. Schlegelmilch, Wirtschaftsuniversität Wien
Udo Birkner, Andersen Consulting

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

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

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

Evaluating Leaders in a Cross-Cultural Context: An Empirical Investigation of Perceptions of Leadership Effectiveness

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!