

2000 ACADEMY OF INTERNATIONAL BUSINESS ANNUAL MEETING
17-20 November 2000
Tapatio Cliffs Pointe Hilton Resort
Phoenix, Arizona

Program

FRIDAY, 17 NOVEMBER

Friday – 9:00 a.m. – 4:00 p.m.

Junior Faculty Consortium

Meeting will be held on Thunderbird Campus
Buses will depart at 8:00 a.m. and return at 3:00 p.m.
Meeting from 9:00 a.m. – 3:00 p.m. (list speakers and coordinators)

Chair: Tina Dacin, Texas A&M University

Speakers:

Jay Anand, University of Michigan
Nicholas Athanassiou, Northeastern University
Harry Barkema, University of Tilburg
Lorraine Eden, Texas A&M University
Karin Fladmoe-Lindquist, University of Utah
Andrew Inkpen, Thunderbird AGSIM
Marjorie Lyles, Indiana University
Michael Pustay, Texas A&M University
Myles Shaver, New York University
Marc Ventresca, Northwestern University

(Enrolled participants only, lunch provided)

Doctoral Consortium

Meeting will be held on Thunderbird Campus
Buses will depart at 8:00 a.m. and return at 3:00 p.m.
Meeting from 9:00 a.m. – 3:00 p.m. (List speakers and coordinators)

Chair: Ravi Ramamurti, Northeastern University

Speakers:

Gary Knight, Florida State University
Stefanie Lenway, University of Minnesota
Subramanian Rangan, INSEAD

(Enrolled participants only, lunch provided)

Friday – 12:00 p.m. – 2:00 p.m.

Board/Chapter Chairs Meeting

Room: Courtroom R **Time:** 12:00 p.m. – 2:00 p.m.

Friday – 4:00 p.m. – 5:00 p.m.

Track/Session Chairs Meeting

Room: Courtroom O **Time:** 4:00 p.m. – 5:00 p.m.

Friday – 6:30 p.m. – 8:00 p.m.

Presidential Reception

Opening Reception of the 2000 AIB Meeting

Room: Palm Terrace Pool at the Falls

SATURDAY, 18 NOVEMBER

Saturday – 8:30 a.m. – 10:00 a.m.

1.1.1 - Opening Plenary

Recognition of Alfred D. Chandler, Jr.

Room: Salon I&J **Time:** 8:30 a.m. – 10:00 a.m.

Chair: Alan M. Rugman, Oxford University

Discussant: Alfred D. Chandler Jr. (by video)
Mira Wilkins, Florida International University
John Dunning, Rutgers University
Eleanor Westney, Sloan School, MIT

Saturday – 10:00 a.m. – 10:30 a.m.

Coffee Break

Room: West Courtyard **Time:** 10:00 a.m.–10:30 a.m.

Saturday – 10:30 a.m. – 12:00 p.m.

1.2.1 - Symposium

Managing Global Customers

Room: Salon I **Time:** 10:30 a.m. – 12:00 p.m.

Chair: Julian Birkinshaw, London Business School

Challenges in Adapting to Global Customer Management

David Arnold, Harvard Business School
Julian Birkinshaw, London Business School
Omar Toulan, McGill University

Global Customer Management and Innovation

Jose Santos, INSEAD

Demand for and Use of Global Account Management

George Yip, Cambridge University

Global Account Management: Managing the Implementation Process

Julian Birkinshaw, London Business School
Omar Toulan, McGill University
David Arnold, Harvard Business School

1.2.2 - Panel

Electronic Commerce and Global Business

Room: Salon J **Time:** 10:30 a.m. – 12:00 p.m.
Chairs: Jose de la Torre, University of California-Los Angeles
Richard W. Moxon, University of Washington

Panelists:

John Beck, Andersen Consulting
Stephen Kobrin, University of Pennsylvania
Bruce Kogut, University of Pennsylvania
Anca Turcanu, University of Pennsylvania
Suresh Kotha, University of Washington

1.2.3 - Panel

International Business Research and Public Policy: From Neglect to Influence

Room: Courtroom M **Time:** 10:30 a.m. – 12:00 p.m.

Chairs: Michael Czinkota, Georgetown University
Lew Cramer, Former Director General of the U.S. & Foreign Commercial Service

Panelists:

Paul Freedenberg, Alliance for Manufacturing Technology
Cameron Munter, National Security Council
Robert Kohn, National Defense University

1.2.4 – Panel

Strategic Issues in Internationalizing Companies: Insights from Senior Executives

Room: Courtroom O **Time:** 10:30 a.m. – 12:00 p.m.

Chair: Gerald Graham, Vice President (Ret), Brunswick Corporation

Panelists:

Robert Bohannon, President, CEO, Chairman of the Board, VIAD Corporation
Fred Florjancic, Vice President, General Manager, Brunswick Corporation
Jack Reichert, President (Ret), CEO, Chairman of the Board, Brunswick Corporation

1.2.5- Competitive

Knowledge Development and Management in the MNC

Room: Courtroom N **Time :** 10:30 a.m. – 12:00 p.m.

Chair: Howard Perlmutter, University of Pennsylvania

Discussant: Xavier Martin, New York University

Valuing Corporate Knowledge and Intangible Assets: Some General Principles

Farok J. Contractor, Rutgers University

Knowledge Management in Global Technology Markets: From Practice to Theory

Peter J. Buckley, University of Leeds

Martin J. Carter, University of Leeds

Managing Integration of Subsidiary Knowledge in the MNC: A Critical Note on Headquarters Role

Ulf Andersson, Uppsala University

Ulf Holm, Uppsala University

1.2.6 - Competitive

Export Channel Dynamics

Room: Courtroom Q **Time :** 10:30 a.m. – 12:00 p.m.

Chair: Erdogan Kumcu, Ball State University

Discussant: Diana Lawson, University of Maine

Market Orientation and the Channel in International Small and Medium Firms: An Empirical Study

Gary A. Knight, Florida State University

What Determines Intermediary Performance in Export Trade? Transactions, Agents, and Resources

Mike W. Peng, The Ohio State University

Anne Y. Ilinitich, University of North Carolina at Chapel Hill

Export Channel Dynamics: An Empirical Analysis of Changes in the Organization of Foreign Distribution

Gabriel R.G. Benito, Norwegian School of Management BI

Torben Pedersen, Copenhagen Business School

Bent Petersen, Copenhagen Business School

1.2.7 - Workshop

Political and International Strategies

Room: Courtroom R **Time :** 10:30 a.m. – 12:00 p.m.

Chair: Stefanie Lenway, University of Minnesota

Discussant: Doug Schuler, Rice University

Corporate Political Activities Around the World: A Review and a Challenge

Timothy P. Blumentritt, Marquette University

Douglas Nigh, University of South Carolina

Interaction Between Strategy and Institutions: An Exploratory Study of Corporate Political Strategy and Business Group Competitiveness in Emerging Economies

Dong Sung Cho, Seoul National University

Chinmay Pattnaik, Seoul National University

Political and International Strategies of Deregulated Telecom Monopolies: A Game Theoretic Approach

Jean-Philippe Bonardi, The University of Western Ontario

Roles for State in Fostering International Inter-Organizational Collaborative Ventures

Peter Smith Ring, Loyola Marymount University

The Effectiveness of Investment and Trade Promotion in American Cities

Timothy Wilkinson, University of Akron

Lance Eliot Brouthers, University of Texas at San Antonio

1.2.8 - Workshop

International Finance

Room: Courtroom K-L **Time :** 10:30 p.m.–12:00 p.m.

Chair: Adrian Tschoegl, University of Pennsylvania

Discussant: Taeho Kim, Thunderbird-AGSIM

Disclosure Level and Compliance with IASs: A Comparison of Companies With and Without U.S. Listings and Filings

Donna L. Street, James Madison University

Stephanie M. Bryant, James Madison University

Canadian Manager Perceptions of U.S. Exchange

Listings: Recent Evidence

Carol Olson Houston, San Diego State University

Roberta A. Jones, Cal Poly State University

The Impact of Political Risk on the Volatility of Stock Market Returns: The Case of Quebec

Marie-Claude Beaulieu, Universite Laval

Jean-Claude Cosset, Universite Laval

Naceur Essaddam, Universite Laval

Talk Softly but Carry a Big Stick: The Impact of the U.S. Transfer Pricing Penalty on the Market

Valuation of Japanese Multinationals in the United States

Lorraine Eden, Texas A&M University

Luis Felipe Juarez Valdez, Universidad de las Americas-Puebla

Do Speculators Herd in International Derivatives Markets? Evidence from Oil Futures

Robert Weiner, George Washington University

International Entrepreneurial Finance: Foundations and Content of a New MBA Course

Walter Kuemmerle, Harvard University

Saturday – 12:00 p.m. – 1:30 p.m.

Poster Sessions with Light Lunch

Included are sessions with select members of the AIB Fellows.

Room: Salon G

Time : 12:00 p.m. – 1:30 p.m.

Strategic Alliances

Multinational Strategic Alliances in the Pharmaceutical Industry

Refik Culpan, Penn State University at Harrisburg
Resource Access and Firm Value: An Empirical Test of External Resource Effects in the International Airline Industry

Namgyoo K. Park, New York University
International Business Partnerships in Australia: Research and Applications

Chris Styles, University of New South Wales

Paul Patterson, University of New South Wales

Farid Ahmed, University of New South Wales

Michel Phan, University of New South Wales

Tim Harcourt, Australian Trade Commission

Developing Countries

Multinational Enterprise Strategy for Developing Countries

Alan Rugman, University of Oxford

What Determines the Scope of the Firm? Institutional Insights and Extensions from Emerging Economies

Mike Peng, The Ohio State University

Seung Hyun Lee, The Ohio State University

Denis Wang, Chinese University of Hong Kong

Host Country Goals and Comparative Behavior of Multinational and Local Enterprises in the Indian Telecommunications Industry

Pradeep Kanta Ray, University of New South Wales

Cross-Cultural Perspectives

A Cross-Cultural Perspective on Conflict as Threat to Self: A Process Approach to the Question of Conflict Functionality

Sigrid Westphal Khorram, University of South Carolina

Organizational Values and Personal Values in the International Context, a Crosscultural Analysis

Rabi Bhagat, University of Memphis
Michael P. O'Driscoll, University of Waikato
Balaji Krishnan, University of Memphis
Zhenyu Huang, University of Memphis

The Impact of Individual and Cross-Cultural Differences on The Usage of Social Capital/Guanxi

Wei He, Boston College

Cross Cultural and Diversity Management in Australian-based MNEs: Competencies, Capabilities and Challenges

Prem Ramburuth, University of New South Wales

Theory Development in International Business

International Market Entry of Small Knowledge-Based Firms: Towards a Synthesis of Economic and Behavioral Approaches

Peter W. Liesch, University of Queensland
Fred I. Nilsen, University of Queensland

Geopolitics and its Impacts on International Business Decisions: A Framework for a Geopolitical Paradigm of International Business

Sharif N. As-Saber, The University of Tasmania
Peter W. Liesch, The University of Queensland
Peter J. Dowling, The University of Tasmania

Ecological View of Strategy: Organizational change and international market diversity

Yangmin Kim, Texas A&M University
David Loree, Texas A&M University
Eui Jeong, Texas A&M University

Topics in Human Resource Management

Power and Performance of the Human Resource Function in Mexican Firms

Gary W. Florkowski, University of Pittsburgh
Miguel R. Olivas-Lujan, University of Pittsburgh and ITESM, Monterrey

An Empirical Examination of the Relationship Between Facets of Expatriate Adjustment and Multiple Measures of Expatriate Managerial Effectiveness

Jeffrey P. Shay, University of Montana
J. Bruce Tracey, Cornell University

From Dualistic Adjustment to Repatriate Turnover: A Mediating Model of Repatriate Adjustment and Psychological Contract Violation

Riki Takeuchi, University of Maryland

Relationships between Top Management Team Characteristics, International Diversification and Firm Performance: An Empirical Investigation

Pol Herrmann, Iowa State University
Deepak K. Datta, University of Kansas

Risk

The Role of Risk Perception and Risk Propensity in the Choice of Countertrade Form

Jim McCullough, Washington State University
Erika Scholmer, Washington State University

Modeling Political Risk: Making Theory Relevant

Llewellyn D. Howell, Thunderbird-AGSIM

Political Risk and Foreign Divestment: A Case of Daewoo Business Group

Dongkee Rhee, Seoul National University
Jai-Beom Kim, Myongji University

Case Studies in International Business

The Transfer of Best Practice in MNCs: A Comparative Case Study

Martyn Wright, University of Warwick

Economic Liberalization and its Impact on Foreign

Direct Investment: The Case of India

Anusuya Yogarajah, Nanyang Technological University

Naresh Khatri, Nanyang Technological University

Zafar Ahmed, Nanyang Technological University

Restructuring in the Liner Shipping Industry: A Case Study in Evolution

Mary R. Brooks, Dalhousie University

How Whisky Companies Adapt to Actual Sales

David P. Rutenberg, Queen's University

Foreign Entry Mode

Country-Specific Strategy and Entry Mode Choice in Central and Eastern Europe

Keith D. Brouthers, University of East London

Lance Eliot Brouthers, University of Texas at San Antonio

George Nakos, Clayton College & State University

Internationalization Strategies: Comparing the Governance Structures of Manufacturing and Service Firms

Cyril Daniel Bouquet, The University of Western Ontario

Louis Hebert, The University of Western Ontario

Andrew Delios, Hong Kong University of Science and Technology

The Impact of Ownership Structure on Japanese Inventors' Choice of Acquisitions versus Startups in the United States

Shih-Fen S. Chen, Brandeis University

The Trauma of Developing Business Positions in China

David McHardy Reid, Curtin University of Technology

John Walsh, Curtin University of Technology

Entrepreneurship and SMEs

International Entrepreneurship: Empirical Evidence from the Indian Software Industry

Sumit K. Kundu, Saint Louis University

Chin-Chun Hsu, Saint Louis University

The Relationship Between Entrepreneurship, Market Orientation and Performance: A Test in Saudi Arabia

Mohsin Habib, University of Massachusetts - Boston

Shahid N. Bhuian, Northern State University

University Based Start-ups in Germany

Gabriele Beibst, University of Applied Sciences Jena

Arndt Lautenschlaeger, University of Applied Sciences Jena

The SME Structure of Central and Eastern Europe

Michael Hughes, University of Stirling

Ewa Helinska-Hughes, University of Paisley

Headquarter-Subsidiary Dynamics

Agency and Institutional Explanations of Compensation Strategy for the Foreign Subsidiary: A Research Proposal

Dean Xu, York University

Making an Impact: The Perceived Importance of the Foreign Subsidiary for the Multinational Corporation

Patrick Furu, The Swedish School of Economics and Business Administration

U.S. Multinationals' Formal and Informal Control of Subsidiaries in Malaysia and Singapore

Malika Richards, Drexel University

Michael Y. Hu, Kent State University

In Search of the Corporate Effect: The Impact of Multinational Corporations on the Performance of Their Units Worldwide

Manuel Becerra, Instituto de Empresa

Foreign Direct Investment

*The Eclectic (OLI) Paradigm of International
Production: Past, Present and Future*

John Dunning, Rutgers University

*Multinational Enterprises from LDCs: Revisiting
Ownership Advantages and FDI Preferences*

Chiung-Hui Tseng, Washington State University

Patriya Tansuhaj, Washington State University

*The Effects of Nationality and Firm-Specific Variables
on the Importance of Manufacturing Location*

Attributes in the United States

Francis M. Ulgado, Georgia Institute of
Technology

A. Crystal Godsey, Georgia Institute of
Technology

*The Relative Importance of Old and New Decision
Specific Experience in Foreign Ownership Strategies*

Kang Rae Cho, University of Colorado at Denver

Prasad Padmanabhan, San Diego State University

Saturday – 1:30 p.m. – 3:00 p.m.

1.3.1 - Panel

**Managing an Interdisciplinary International
Business Career**

Room: Salon I **Time :** 1:30 p.m. – 3:00 p.m.

Chair: Mary Yoko Brannen, University of Michigan

Panelists:

Elizabeth Briody, General Motors Corp.

Jean-Francois Hennart, Tilburg University

Jill Klienbergl, University of Kansas

Michael Morris, Stanford University

Michael P. Ryan, Georgetown University

1.3.2 - Symposium

**Internationalization and Competitive Space:
Implications for Public and Private Strategies**

Room: Salon J **Time :** 1:30 p.m. – 3:00 p.m.

Chair: Rob van Tulder, Erasmus University

Internationalization of Corporate Management

Winfried Ruigrok, University of St. Gallen

Internationalization of Corporate Responsibility

Ans Kolk, University of Amsterdam

Internationalization of Competitive Space

Rob van Tulder, Erasmus University

Commentators :

John Dunning, Rutgers University

Alan Rugman, Templeton College

Louis Wells, Harvard University

1.3.3 - Panel

**Restructuring of Korean Chaebols:
Transformation or Disintegration?**

Room: Salon M **Time :** 1:30 p.m. – 3:00 p.m.

Chair: Dong Sung Cho, Seoul National University

Panelists:

In-Chul Chung, The Monitor Company

Chong-Suk Lee, LG Executive Office

Sang-Hoon Nam, University of Victoria

Rosalie Tung, Simon Fraser University

1.3.4 - Competitive

Intellectual Property/Country Image

Room: Courtroom N **Time :** 1:30 p.m. – 3:00 p.m.

Chair: Vern Terpstra, University of Michigan
Discussant: Aysegul Ozsomer, Koc University

The Reality Check that Bounced: Corporate Governance and Privatization in France

Michel Goyer, Massachusetts Institute of Technology

Ruth V. Aguilera, University of Illinois at Urbana-Champaign

Managing Intellectual Property Protection Across Borders: Challenging the Assumptions

Sara L. McGaughey, The University of New South Wales

Multifaceted Country-Image Impact on Purchase Intentions for Goods: A Study in the Asia-Pacific Economic Cooperation Region

Gillian Maree Sullivan Mort, University of Queensland

C. Min Han, Hanyang University

1.3.5 - Competitive

Market Integration and Trade Issues

Room: Courtroom K-L **Time :** 1:30 p.m.–3:00 p.m.

Chair: Hans B. Thorelli, Indiana University
Discussant: Animesh Ghoshal, DePaul University

Determinants of Service Trade Liberalization: A Study of the GATS Negotiation

Frances L. Edwards, Clemson University

Christopher F. Thornberg, Clemson University

Multinational Enterprises, Market Integration and Trade Structure

Koen De Backer, Katholieke Universiteit Leuven

Leo Sleuwaegen, Katholieke Universiteit Leuven

The EU Public Procurement Regime – Does it work?

Jorgen Ulff-Moller Nielsen, The Aarhus School of Business

Lars Gottlieb Hansen, The Aarhus School of Business

The Secondary Market for Latin American Debt

Robert Grosse, Thunderbird-AGSIM

1.3.6 - Workshop

Emerging Markets

Room: Courtroom O **Time :** 1:30 p.m. – 3:00 p.m.

Chair: Stanley D. Nollen, Georgetown University
Discussant:

Institutions and Perceptions: MNEs and the Transitional Economies of India, Indonesia and Vietnam

Elizabeth Maitland, University of Melbourne

Stephen Nicholas, University of Melbourne

Multinational and Local Enterprises in the Indian Telecommunications Industry: An Analysis of State Intervention and Comparative Behavior

Pradeep Kanta Ray, University of New South Wales

Lucent in Brazil: An International Technology Transfer Case

William A. Stoeber, Seton Hall University

Jon Olson, Lucent Technologies

Home-Market International Diversification vs.

Foreign-Market International Diversification: The Case of Latin American ADR and Non-ADR Firms

Roberto Curci, Butler University

Africa's Emerging and Frontier Markets

Robert A. Clark, Butler University

Saturday – 3:30 p.m. – 5:00 p.m.

1.3.7 - Workshop

International Buyer Behavior Studies

Room: Courtroom Q **Time:** 1:30 p.m. – 3:00 p.m.

Chair: Attila Yaprak, Wayne State University

Discussant: Jan H. Katz, Cornell University

*A Cross-Cultural Assessment of the Desires –
Expectations Model of Satisfaction*

Richard A. Spreng, Michigan State University

Geon-Cheol Shin, Kyung Hee University

*The Effects of National Cultural Characteristics on
the Consumers' Propensity to Engage in Complaint
Behavior*

Piotr Chelminski, University of Connecticut

Children's Influence on Parental Purchase Decision:

An Empirical Study in the Fiji Islands

Jayantha Wimalasiri, The University of the South
Pacific

Will the Real World Citizen Please Stand Up! The

Many Faces of Cosmopolitan Consumer Behavior

Hugh M. Cannon, Wayne State University

Attila Yaprak, Wayne State University

*The Effect of Firm and Network Capabilities on
Innovation Strategy and Performance: The Case of
Japanese and U.S. Users of Flat Panel Displays*

Glenn Hoetker, University of Michigan

Saturday – 3:00 p.m. – 3:30 p.m.

Coffee Break

Room: **Time:** 3:00 p.m. – 3:30 p.m.

1.4.1 - Panel

**International Strategic Alliance Research:
Relevance and Knowledge Management**

Room: Salon I **Time:** 3:30 p.m. – 5:30 p.m.

Chair: Arvind Parkhe, Indiana University

Panelists:

Paul W. Beamish, The University of Western
Ontario

Farok Contractor, Rutgers University

John Hagedoorn, Universiteit Maastricht

Kathryn R. Harrigan, Columbia University

Michael A. Hitt, Texas A&M University

Andrew Inkpen, Thunderbird-AGSIM

Marjorie Lyles, Indiana University

1.4.2 - Symposium

States and Firms in a Globalizing World

Room: Salon J **Time:** 3:30 p.m. – 5:00 p.m.

Chair: Pervez Ghauri, University of Groningen

Peter Buckley, Leeds University

John Dunning, Reading University

Lars Oxelheim, Lund University

Benjamin Prasad, Central Michigan University

John Stopford, London Business School

1.4.3 - Panel

Transfer Pricing

Room: Courtroom M **Time:** 3:30 p.m. – 5:00 p.m.

Chair: Lorraine Eden, Texas A&M University

Panelists:

Roger Tang, Western Michigan University

Gary Zed, Canadian Customs & Revenue Agency

Masato Ohno, National Tax Administration, Japan
TBA, U.S. Treasury

Bill Dodge, Deloitte & Touche

Francois Vincent, Stikeman Elliott

1.4.4 - Panel

The Emerging Market Contradictions: MNC Performance in an Unstable FDI Environment

Room: Courtroom N **Time :** 3:30 p.m. – 5:00 p.m.

Chair: Deniz Erden, Bogazici University

Panelists:

Muzaffer Bodur, Bogazici University

Deniz Erden, Bogazici University

Esra Gencturk, Koc University

Aysegul Ozsomer, Koc University

1.4.5 - Competitive

International Marketing Strategy

Room: Courtroom K-L **Time :** 3:30 p.m. – 5:00 p.m.

Chair: Susan Douglas, New York University

Discussant: Lloyd C. Russow, Philadelphia University

Archetypes of E-Commerce Users in International Business: A Taxonomy of Organizational Characteristics

Gary A. Knight, Florida State University

S. Tamer Cavusgil, Michigan State University

Public Policy, Supply Chain Capabilities, and Performance in the Global Arena

Edward A. Morash, Michigan State University

An Empirical Examination of the Value of Pricing Integration in Overseas Markets

Matthew B. Myers, University of Oklahoma

Michael Harvey, University of Oklahoma

1.4.6 - Competitive

Innovation and R&D in the Multinational Firm

Room: Courtroom O **Time :** 3:30 p.m. – 5:00 p.m.

Chair: Tomas Hult, Florida State University

Discussant: Paul Almeida, Georgetown University

Internationalization of R&D as Differentiated Process of Social Capital Formation: Some Evidence from the Japanese Firms

Kazuhiro Asakawa, Keio University

Radical Innovation and Management of Technology in the Multinational Firm

Lois S. Peters, Rensselaer Polytechnic Institute

The Impact of R&D and Marketing Activities on Multinational Expansion: A Time Series Cross-Sectional Analysis

Masaaki Kotabe, Temple University

Srini S. Srinivasan, Drexel University

Preet S. Aulakh, Temple University

1.4.7 - Workshop

Evolutionary Developments in International Business

Room: Courtroom Q **Time:** 3:30 p.m. – 5:00 p.m.

Chair: Stefan Robock, Columbia University

Discussant: Glenn Omura, Michigan State University

Firm Internationalization as a Process of Framing in International Markets: An Extension of the Uppsala Model

John T. Steen, The University of Tasmania

Peter W. Liesch, The University of Queensland

Peter J. Dowling, The University of Tasmania

Internationalization Process: Theory and Evidence from Bank Histories

Benjamin Prasad, Central Michigan University

Pervez N. Ghauri, University of Groningen

R.M. Prasad, Central Michigan University

Modern Russian Corporate Governance: Americanization or Product of History?

Trevor Buck, De Montfort University

Konstantin Saakov, De Montfort University

Context Sensitivity of Post-Acquisition Restructuring: An Evolutionary Perspective

Enese E. Lieb-Doczy, N.E.R.A.

Klaus E. Meyer, Copenhagen Business School

The Evolution of Family Conglomerates in Emerging Markets

Destan Kandemir, Michigan State University

Daekwan Kim, Michigan State University

SUNDAY, 19 NOVEMBER

Sunday – 8:30 a.m. – 10:00 a.m.

2.1.1 - Symposium

Exploring Internal Dynamics in Cross-National Alliances

Room: Salon I **Time:** 8:30 a.m. – 10:00 a.m.

Chair: Jane E. Salk, Groupe Essec, France

Internal Development in the Multinational Peacekeeping Forces: Faultlines Turning into Seamlines?

Efrat Elron, The Hebrew University

Boas Shamir, The Hebrew University

Eyal Ben-Ari, The Hebrew University

The Development of Organizational Identification at the Center of a Binational Joint Venture

Anne Capron, Groupe Essec, France

Jane Salk, Groupe Essec, France

R&D Strategy, Nationality, and Collaboration in Technology International Joint Ventures: Cross-Border vs. Cross-Lab Bench Differences

Peter J. Lane, Arizona State University

Alliances as Social Artifacts

Mark De Rond, Oxford University

2.1.2 - Panel

Scholarly Research in International Business: Striving for Relevance and Rigor

Room: Salon J **Time:** 8:30 a.m. – 10:00 a.m.

Chair: P. Rajan Varadarajan, Texas A&M University

Panelists:

Masaaki Kotabe, Temple University

David Montgomery, Stanford University

Bodo Schlegelmilch, Wirtschaftsuniversitat Wien

2.1.3 - Competitive

Integration, Responsiveness, Diversification

Room: Courtroom M **Time:** 8:30 a.m. – 10:00 a.m.

Chair: Srilata Zaheer, University of Minnesota

Discussant: Elizabeth Rose, Auckland University

Specialization and Diversification: The Diffusion of International Investments in the Power Generation Industry

Guy Holburn, University of California

The Impact of Global Integration on MNE

Performance: Evidence from Global Industries

Alfredo J. Mauri, Baruch College

Rakesh B. Sambharya, Rutgers University

An Empirical Examination of the Dimensionality of the Integration-Responsiveness Framework

Sunil Venaik, University of New South Wales

David F. Midgley, INSEAD

Timothy M. Devinney, University of New South Wales

2.1.4 - Competitive

Subsidiary Performance

Room: Courtroom N **Time:** 8:30 a.m. – 10:00 a.m.

Chair: Brian Toyne, St. Mary's University

Discussant: Klaus Meyer, Copenhagen Business School

Types of Market Learning at the Subsidiary Level: The Antecedents and Consequences of Exploration and Exploitation

Aysegul Ozsomer, Koc University

Esra Gencturk, Koc University

Competence Development and Subsidiary

Performance in the Multinational Corporation: The Impact of External Network Embeddedness

Ulf Andersson, Uppsala University

Mats Forsgren, Uppsala University

Ulf Holm, Stockholm School of Economics

Control and Performance of IJVs in Developing Countries: A Contingency Approach

Louis Hebert, The University of Western Ontario

Jane Lu, The University of Western Ontario

2.1.5 - Workshop

International Diversification

Room: Courtroom O **Time:** 8:30 a.m. – 10:00 a.m.

Chair: J. Michael Geringer, California Polytechnic State University

Discussant: Tulin Sener, State University of New York at New Paltz

International Management and Value Creation

Reid W. Click, The George Washington University

Domestic Airline Mergers and the Neglected

International Business Perspective

Joseph A. Clougherty, Tilburg University

Comparing the Resource-Based and Market-Based Views of the Firm: Empirical Evidence from Czech Privatization

Mona Makhija, The Ohio State University

Fungibility of Firm Capabilities and the Build-or-Buy Decision

Jaideep Anand, University of Michigan

Unilever's Latin American Strategy in Yellow Fats, Ice Cream and Teas

Fernando Robles, George Washington University

Renatto Cotta de Mello, Universidad Federal de Rio de Janeiro

2.1.6 - Workshop

National Competitiveness Development

Room: Courtroom Q **Time:** 8:30 a.m. – 10:00 a.m.

Chair: Bernie Wolf, York University

Discussant: Michael A. Witt, Harvard University

National Competitiveness Reports: Critical Comparison of Their Theoretical and Methodological Soundness

Hwy-Chang Moon, Seoul National University

Dong-Sung Cho, Seoul National University

Supranationalism and Strategic Direction: How the WTO Affects Firms

Thomas C. Lawton, Royal Holloway University of London

Steven M. McGuire, University of Bath

Entrepreneurship Development in Hungary and

Ukraine: Comparing the Influence of Historical and Contextual Factors

Wade Danis, Marquette University

Andrew V. Shipilov, IMC Graduate School of Business

*Knowledge Transfer versus Knowledge “Incubation”:
Heterogeneous Knowledge Management Challenges
of American and Japanese MNCs in Europe*

Mark Lehrer, University of Rhode Island

Kazuhiro Asakawa, Keio University

2.1.7 - Richard N. Farmer Dissertation Award

Finalists

Room: Courtroom K-L **Time:** 8:30 a.m.–10:00 a.m.

Chair: Jean-Francois Hennart, Tilburg University

Selection Committee:

Raj Aggarwal, Kent State University

Nakiye Boyacigiller, San Jose State University

Bernard Simonin, Tufts University

Kiyohiko Ito, University of Wisconsin-Madison

Finalist:

Finalist:

Finalist:

Sunday – 10:00 a.m. – 10:30 a.m.

Coffee Break

Room: West Courtyard **Time:** 10:00 a.m.–10:30 a.m.

Sunday – 10:30 a.m. – 12:00 p.m.

2.2.1 - Panel

What Happens when MNEs meet Institutions in Cyberspace?

Room: Salon I **Time:** 10:30 a.m. – 12:00 p.m.

Chair: Jean Boddewyn, City University of New York

Panelists:

Jean Boddewyn, City University of New York

Cliff Wymbs, City University of New York

Allen Morrison, The University of Western

Ontario

2.2.2 - Panel

Organizational Learning and Challenges in Global Enterprises

Room: Salon J **Time:** 10:30 a.m. – 12:00 p.m.

Chair: Marjorie A. Lyles, Indiana University

Panelists:

Nancy Snyder, Whirlpool Corporation

Mark Easterby-Smith, Lancaster University

Alex Bennet, Enterprise Integration

2.2.3 - Panel

Transformation of Japanese Companies in the Current Economic Environment in Japan

Room: Courtroom M **Time:** 10:30 a.m. – 12:00 p.m.

Chair: Masaaki Kotabe, Temple University

Panelists:

John Bermingham, Smith Corona

Hiroshi Hirai, Kao Corporation and Toyo Gakuen University

Emily Thornton, Business Week

Eleanor Westney, Massachusetts Institute of Technology

2.2.4 - Competitive

Entry Modes

Room: Salon N **Time:** 10:30 a.m. – 12:00 p.m.

Chair: Carl Arthur Solberg, Norwegian School of Management

Discussant: Tunga Kiyak, Michigan State University

Entrainment: Cycles and Rhythms in International Entry Modes and Strategies

Liliana M. Perez, The University of Memphis

Ben L. Kedia, The University of Memphis

Richard Nordtvedt, The University of Memphis

Firm and Exchange Rate Determinants of Domestic and Export Sales

Robert Salomon, New York University

J. Myles Shaver, New York University

Internationalization of Services: Order of Entry Advantages in Perspective

Tinne Lommelen, Limburgs Universitair Centrum

Paul Matthyssens, Limburgs Universitair Centrum

2.2.5 - Competitive

International Capital Structure and Diversification

Room: Courtroom O **Time:** 10:30 a.m. – 12:00 p.m.

Chair: J. Jay Choi, Temple University

Discussant: James W. Dean, Simon Fraser University

The Determination of Capital Structure: Is National Culture a Missing Piece to the Puzzle?

Alison E. Lloyd, Hong Kong Polytechnic University

Andy Chui, Hong Kong Polytechnic University

Chuck C.Y. Kwok, University of South Carolina

Comparison of Cross-Border Acquisitions and Joint Ventures by U.S. Banks

Kimberly C. Gleason, Bentley College

Ike Mathur, Southern Illinois University

Roy A. Wiggins, III, Southern Illinois University

International Diversification and Earnings Forecast Characteristics

Augustine Duru, American University

David M. Reeb, American University

2.2.6 - Workshop

International Alliances and Alliance Dynamics

Room: Courtroom K-L **Time:** 10:30 a.m.–12:00 p.m.

Chair: Carlos Garcia-Pont, IESE

Discussant: Ananda Mukherji, Texas A&M International University

Transactional Characteristics, Institutional Environment, and Contractual Attributes in International Joint Ventures

Yadong Luo, University of Hawaii

Ownership Structure and Organizational Learning in Domestic and International Joint Ventures

Sangphet Hanvanich, Michigan State University

Stewart R. Miller, Michigan State University

S. Tamer Cavusgil, Michigan State University

Choosing Between Alliance Modes: The Link Between Compensation Structure, Knowledge Flows and the Character of the Interorganizational Relationship

Farok J. Contractor, Rutgers University

An Examination of the Antecedents of Equity and Non-Equity Investments in U.S. Biotechnology Firms by Foreign and Domestic Corporate Partners

Joseph E. Coombs, James Madison University

David L. Deeds, Case Western Reserve University

Ram Mudambi, Temple University and University of Reading

From Learning Race to Cooperative Specialization: Toward a New Framework for Alliance Management

Ming Zeng, INSEAD

Jean-Francois Hennart, Tilburg University

2.2.7 - Workshop

Strategic International Human Resource Management

Room: Courtroom Q **Time:** 10:30 a.m. – 12:00 p.m.

Chair: John M. Mezas, University of Miami

Discussant: Schon Beechler, Columbia University

Convergence and Divergence: Central Concepts in Strategic Human Resource Management and Marketing in an International Context

Helen De Cieri, Monash University

Peter J. Dowling, University of Tasmania

Pluralistic Orientation in Strategic International Human Resource Management

Milorad M. Novicevic, University of Wisconsin at

La Crosse

Michael Harvey, University of Oklahoma

Mediation in the Cross-Cultural Context: An

Extension of the Conflict Resolution Framework

Sigrid Westphal Khorram, University of South

Carolina

Strategy Making by Multicultural Groups

Christine Vallaster, University of Innsbruck

Dimensionality of Expatriate Adjustment:

Psychometric Considerations

Ugur Yavas, East Tennessee State University

Towards a Better “Value-Added” Research Approach in the New Century

Richard B. Peterson, University of Washington

Sunday – 12:00 p.m. – 1:30 p.m.

Poster Sessions with Light Lunch

Room: Salon G **Time:** 12:00 p.m. – 1:30 p.m.

Included are sessions with select members of the AIB Fellows.

Business Networks

Symbiotic International Business Networks: Collaboration Between Small and Large Firms

Hamid Etemad, McGill University

Richard Wright, McGill University

Leo-Paul Dana, Nanyang Business School

To Thrive or to Survive: Rent Appropriation, Firm Performance and Survival in Keiretsu Networks

William P. Wan, Thunderbird-AGSIM

Daphne Yiu, University of Oklahoma

Robert E. Hoskisson, University of Oklahoma

The Evolving Influences on Multinational Subsidiary Innovation: A Network Approach

Anupama Phene, University of Utah

Paul Almeida, Georgetown University

The Relationship Between Network Characteristics and Firm Performance of Multinational Enterprises

Anthony Goerzen, The University of Western

Ontario

Country Perspectives

Restoring Order - From Overmanning to Rational Employment in Polish Companies

Tomasz Mroczkowski, American University

Mark Wermus, Old Dominion University

The Impact of the East Asian Crisis on Asia's General and Specialized Trading Companies: An Exploratory Study

Syed Tariq Anwar, West Texas A&M University

Rajan Alex, West Texas A&M University

Frank Landram, West Texas A&M University

Topics in Negotiation

Trust Levels and Conflict Resolution: Searching for an Optimal Outcome in Cross-Cultural Negotiation

Yongsun Paik, Loyola Marymount University
Steven C. Combs, Loyola Marymount University

Pre-Contractual Negotiation in a Cross-Cultural Marketing Channel

Amal Karunaratna, University of Adelaide
Catherine Jones, Department of Foreign Affairs and Trade, Canberra, Australia
Pascale G. Quester, University of Adelaide

HRM Practices in Asia

Implications of Workforce Diversity for Human Resource Management in Japan

Tomasz Mroczkowski, American University
Mark Wermus, Old Dominion University

Impact of Asian Economic Crisis on Selected Human Resource Management Strategies: A Study of Singapore-Based Companies

Aahad M. Osman-Gani, Nanyang Technological University

Creating a Modern Human Resource Development Paradigm with Chinese Characteristics

Bruce W. Stening, Australian National University
Ma Chunguang, University of International Business and Economics, Beijing
Melinda Muir, Australian National University, Canberra

Regionalism and Trading Blocs

The Re-Emergence of Lebanon as a Regional Trading Center: Fact or Fiction?

Edward Vitale, University of Wisconsin-Whitewater

Abdallah Dah, Lebanese American University

A Comparison of the Developing Eight Economic Cooperation Group (D-8) with the Different Regions of the World and its Future Prospects

Massoud Farahbakhsh, Salem State College
Joseph Aiyeku, Salem State College
Syrous Kooros, Nicholas State University

Trading Blocs and Multinational Enterprises: A Model of Strategic Decision-Making

Ana Teresa Tavares, University of Reading

Reflections on the Discipline

The Complex Evolution of International Business Research

Harvey Arbelaez, Monterey Institute of International Studies

Teaching International Business Negotiation via Simulation: Reflections on Two Decades of Experience

Stephen E. Weiss, York University

Forming and Managing Effective Collaborative Teams for International Business Research

J. Michael Geringer, California Polytechnic University

Colette A. Frayne, California Polytechnic University

Guidelines for Cross-National Research in Finance: Drawing from Cross-Cultural Methodology

Suad Ghaddar, The University of Texas-Pan American

Social and Legal Perspectives

How to Evaluate the International Businesses' Social Response

Maria de la Cruz Deniz-Deniz, University of Las Palmas

Juan Manuel Garcia Falcon, University of Las Palmas

Perspectives in Internationalization

Internationalization of German Medium-sized enterprises: Results of an empirical study

Michael Behnam, European Business School

Dirk Ulrich Gilbert, European Business School

Internationalization of R&D and Research Output

Tony Frost, The University of Western Ontario

Jane W. Lu, The University of Western Ontario

Explaining the International Venture Selection Process via a Portfolio Theory Approach

Peter W. Liesch, The University of Queensland

Gary A. Knight, The University of Florida

Internationalization Reconsidered: New Imperatives for Successful Growth

Philip Rosenzweig, International Institute for Management Development

Janet L. Shaner, International Institute for Management Development

Entering the Last Frontier: Expansion by U.S. Multinationals to Africa

Ike Mathur, Southern Illinois University

Vincent Owhoso, Bentley College

Kimberly C. Gleason, Bentley College

Internet and International Business

E-Commerce and Country-of-Origin Effects

Francis M. Ulgado, Georgia Institute of Technology

John R. McIntyre, Georgia Institute of Technology

Developing International Customer Loyalty to an Internet Shopping Mall

Francis M. Ulgado, Georgia Institute of Technology

Moonkyu Lee, Yonsei University

Latin America. Com

Raul Gouvea, University of New Mexico

Corporate and Competitive Strategies

Balancing Autonomy and Integration in Diversified Firms: Do Academic Suggestions Work in Different Contexts?

Jin-Young Sirh, Centerworld Corporation

Ji-Hwan Lee, London Business School

Global Strategy, Attention Management, and Company Performance

Cyril Bouquet, The University of Western Ontario

Allen Morrison, The University of Western Ontario

John Beck, University of California-Los Angeles

Principles of Global Niche Marketing Strategies: An Early Conceptual Framework

Tevfik Dalgic, University of Texas-Dallas

Gary Knight, University of Florida

Foreign Direct Investment

Determinants of Service versus Manufacturing Investments in Host Countries

B. Elango, Illinois State University

Ivan Abel, St. John's University

Culture and the Timing of FDI: The Case of Poland, the Czech Republic and Hungary

Susan D. Peters, University of Maryland University

Sequence of Foreign Direct Investment: Is It a Matter of Contingencies?

Sung-Jin Hong, Korea University

International Business in a World of Increasing Returns

Lilach Nachum, Cambridge University

Corporate Governance

Effectiveness of Outside Directors in Korean Companies: Institution Theory Perspective

Jootae Kim, Seoul National University

Dong Sung Cho, Seoul National University

Development of Governance Practices Worldwide

Alvaro Cuervo-Cazurra, University of Minnesota

Ruth V. Aguilera, University of Illinois-Urbana-Champaign

Sunday – 1:30 p.m. – 3:00 p.m.

2.3.1 - Symposium

Reconstituting and Redirecting Theories of International Interfirm Cooperation for Enhanced Practice

Room: Courtroom M **Time:** 1:30 p.m. – 3:00 p.m.

Chair: Sabine Reddy, Wayne State University

Learning Races, Cooperative Specialization, and Structural Conditions: A Reconceptualization of Alliances and Joint Ventures

Ming Zeng, INSEAD

Jean-Francois Hennart, Tilburg University

Inter-Firm R&D Collaboration and Shared Property Rights

John Hagedoorn, Universiteit Maastricht

Emergent Leadership and Performance in Different Types of International Cooperations

Richard Osborn, Wayne State University

Information Technology and Coordination in International Alliances

Sabine Reddy, Wayne State University

2.3.2 - Symposium

Researching Export Strategy-Performance Relationships: Theoretical Foundations and Methodological Issues

Room: Courtroom N **Time:** 1:30 p.m. – 3:00 p.m.

Chair: Bodo Schlegelmilch, Wirtschaftsuniversitat Wien

Sources of Competitive Advantage in Exporting

Neil A. Morgan, University of North Carolina-Chapel Hill

Costas Katsikeas, Cardiff University

Anna Kaleka, University of Wales

An Examination of Chinese Firms' Export Behaviors

Shaoming Zou, University of Missouri

John Zhao, St. Louis University

Shuming Zhao, Nanjing University

Intended and Realized Competitive Export Strategies – Empirical Evidence

Bodo Schlegelmilch, Wirtschaftsuniversitat Wien

Barbara Stottinger, Wirtschaftsuniversitat Wien

Export Performance Measurement – Where we Are and Where We are Going

Adamantios Diamantopoulos, Loughborough University

2.3.3 - Panel

National versus Regional versus Global Approaches to Multinational Strategy

Room: Courtroom K-L **Time:** 1:30 p.m. – 3:00 p.m.

Chair: George S. Yip, Cambridge University

Panelists:

Tony Frost, The University of Western Ontario

Alan Rugman, Oxford University

Alain Verbeke, University of Brussels

Commentator:

Tony Hain, Kettering University

2.3.4 - Competitive

National Competitiveness

Room: Courtroom O **Time:** 1:30 p.m. – 3:00 p.m.

Chair: S. Prakash Sethi, Baruch College

Discussant: Lilach Nachum, Cambridge University

Performance of Host-Country and Foreign-Owned Firms: A Liability of Foreignness and National Competitive Advantage Perspective

Stewart R. Miller, Michigan State University

The Determinants of National Innovative Capacity

Scott Stern, MIT Sloan School

Michael E. Porter, Harvard Business School

Jeffery L. Furman, MIT Sloan School

The Formation of International Innovation Networks in the Multinational Corporation – An Evolutionary Perspective

Ivo Zander, Stockholm School of Economics

Cooperative R&D and Strategic Trade Policy

Julie DeCourcy, Michigan State University

2.3.5 - Competitive

International Production and Supply Chain Management

Room: Courtroom Q **Time:** 1:30 p.m. – 3:00 p.m.

Chair: David Closs, Michigan State University

Discussant: Jim Hagen, Cornell University

Global Supply Chain Management

David Closs, Michigan State University

Explaining the Geography and Depth of International Production: The Case of U.S. and Japanese Multinational Enterprises

Nagesh Kumar, International Centre for Development Research and Cooperation

The Influence of Organizational Variables on the Transferability of Management Practices: An Examination of Traditional and Learning Manufacturing Environments in Mexico

Carolina Gomez, Towson University

Annette L. Ranft, Wake Forest University

2.3.6 - Workshop

Theory Development in International Business

Room: Salon I **Time:** 1:30 p.m. – 3:00 p.m.

Chair: Bruce Kogut, University of Pennsylvania

Discussant: Tailan Chi, University of Illinois

An Integrative Framework for Multinational Enterprise Scanning of the International Business Environment

Deepak Sethi, University of Texas at Dallas

Stephen Guisinger, University of Texas at Dallas

Environmental and Organizational Complexity in International Business Theory

Stephen Guisinger, University of Texas at Dallas

“Refactory” Korean-Style Technique in Management Innovation: Model Building and a Case Study

Dong Sung Cho, Seoul National University

Cheol-Ho Shin, Sungshin Women’s University

Jae-Young Kang, The Institute for Industrial Policy Studies

Park No-Ryon, Small and Medium Industry Promotion Corporation

Understanding and Measuring Export Performance: An Operational Framework

Nikolaos Kakkos, Loughborough University Business School

Adamantios Diamantopoulos, Loughborough University Business School

2.3.7 - Workshop

Nationality, Culture, and Organizational Behavior

Room: Salon J **Time:** 1:30 p.m. – 3:00 p.m.

Chair: Atilla Dicle, Yeditepe University

Discussant: Carolyn B. Mueller, Stetson University

“Your Forward is our Reverse, Your Right, our Wrong”: Rethinking Multinational Planning Processes in Light of National Culture

David M. Brock, University of Auckland

David Barry, University of Auckland

David C. Thomas, Simon Fraser University

The Effect of Nationality, Cultural Distance, and Status on the Managerial Network in a Multinational Enterprise

Ivan M. Manev, University of Maine

William B. Stevenson, Boston College

Islamic Identity and Work in Malaysia: Islamic Work Ethics in a Japanese Venture in Malaysia

Wendy A. Smith, Monash University

Chris Nyland, Monash University

The Effects of Propensity Toward Risks and Propensity Toward Trust on the Negotiation Strategy

Rosanna Garcia, Michigan State University

Alma Mintu-Wimsatt, Texas A&M University

Roger Calantone, Michigan State University

Corruption, Transparency and FDI: Empirical Tests of Corruption Neutral and Transparency Negative Hypotheses

John Hongxin Zhao, Saint Louis University

Seung H. Kim, Saint Louis University

Jianjun Du, Saint Louis University

Sunday – 3:00 p.m. – 3:30 p.m.

Coffee Break

Room: West Courtyard **Time:** 3:00 p.m.–3:30 p.m.

Sunday – 3:30 p.m. – 5:00 p.m.

2.4.1 - Symposium

China in the Year of the Dragon – Opportunities and Challenges at the Dawn of the New Millennium

Room: Salon I **Time:** 3:30 p.m. – 5:00 p.m.

Chair: Peter Walters, The Hong Kong Polytechnic University

The Global Strategy of Chinese MNEs

Oded Shenkar, The Ohio State University

The Emergence of Chinese Multinationals: Implications for Business Leaders

C.S. Tseng, City University of Hong Kong

Meeting the Challenges in the China Market: An Integrated Approach

T.S. Chan, Lingnan University

Managing Business in Mainland China: Lessons from Hong Kong Firms

John Child, University of Cambridge

H.A. Davies, The Hong Kong Polytechnic University

2.4.2 - Panel

Global Integration of Financial Markets

Room: Courtroom M **Time:** 3:30 p.m. – 5:00 p.m.

Chair: Raj Aggarwal, Kent State University

Panelists:

W. Carl Kester, Harvard Business School

W. Curt Hunter, Federal Reserve Bank of Chicago

Ingo Walter, New York University

Victor Menezes, Citigroup

2.4.3 - Panel

Building Competitive Business Enterprises and Financial Environment: Practitioner Insights from Hungary

Room: Courtroom N **Time :** 3:30 p.m. – 5:00 p.m.

Chair: Gyula Vastag, Stuttgart Institute of Management and Technology

Panelists:

Bela Forgo, Alcoa-Kofem
Werner Riecke, National Bank of Hungary
Andras Sugar, Westel 900 GSM

2.4.4 - Panel

What is Global Business Strategy? Winners and Losers in Global Competition

Room: Courtroom K-L **Time :** 3:30 p.m. – 5:00 p.m.

Chair: Warren J. Keegan, Pace University

Panelists:

Michael Friedman, Purdue Pharma
Stephen Kobrin, University of Pennsylvania
John Stopford, London Business School

2.4.5 - Competitive

Conceptual Frameworks in International Business

Room: Courtroom O **Time :** 3:30 p.m. – 5:00 p.m.

Chair: Jean Boddewyn, Baruch College, CUNY

Discussant: Louis T. Wells, Harvard University

A Conceptual Model of Export Performance: Importance of Strategy Process

Valerie J. Lindsay, The University of Auckland

Structuring Vendor-Customer Relationships: Towards a Model of Inter-Organizational Fit

Omar Toulan, McGill University
Julian Birkinshaw, London Business School
David Arnold, Harvard Business School

A Nationally-Bounded Theory of Corporate Governance

Michael Lubatkin, University of Connecticut
Peter J. Lane, Arizona State University
Sven Collin, Lund University
Philippe Very, EDHEC

2.4.6 - Competitive

Human Resource Management Issues in China

Room: Salon J **Time :** 3:30 p.m. – 5:00 p.m.

Chair: Mahmood A. Zaidi, University of Minnesota

Discussant: Malika Richards, Drexel University

Reforms in Ownership Structure and Their Impact on Human Resource Practices in China: Implications for International Business

Cherrie J. Zhu, Monash University

Peter J. Dowling, University of Tasmania

Human Resource Management and the Performance of Western Firms in China

Ingmar Bjorkman, Swedish School of Economics

Fan Xiucheng, Nankai University

The Impact of Company Policies, Peer Consensus and Independent Assessment on Reactions to Authority: A Comparison of Japanese, Taiwanese and PRC Employees

Nailin Bu, Queen's University

Timothy J. Craig, University of Victoria

T.K. Peng, I-Shou University

Does Previous International Experience Matter for Expatriate Adjustment? Moderating Effects of Current Work Experiences

Riki Takeuchi, University of Maryland

Seokhwa Yun, University of Maryland

2.4.7 - Workshop

R&D and Other MNC Strategies

Room: Courtroom Q **Time:** 3:30 p.m. – 5:00 p.m.

Chair: Stefanie Lenway, University of Minnesota

Discussant: Ram Mudambi, Temple University and University of Reading

Factors Affecting Foreign R&D Location Decisions: Management and Host Government Policy Implications

Gary K. Jones, George Washington University

Hildy J. Teegen, George Washington University

Linking Local Knowledge to Global Operations: The Role of Regional Offices of MNCs

Kazuhiro Asakawa, Keio University

Mark Lehrer, University of Rhode Island

Entry Mode, Organizational Learning, and R&D in Foreign Affiliates: Evidence from Japanese Firms

Rene Belderbos, Maastricht University

Tomoko Iwasa, Hitotsubashi University

Effects of Leadership Behaviors and Social Culture on Top Management Influence on Innovations: An International Comparative Study

Detelin S. Elenkov, The University of Memphis

The Phantom Multinational – Reflections on Exploitation and Exploration in the Internationalization Process

Ivo Zander, Stockholm School of Economics

Orjan Solvell, Stockholm School of Economics

Sunday – 5:15 p.m. – 6:00 p.m.

Members' Meeting with the AIB Executive Board

Current status of the AIB, its future directions, and future meeting sites presented and discussed

Room: Salon J **Time:** 5:15 p.m. – 6:00 p.m.

Sunday – 6:30 p.m. – 9:30 p.m.

The Heard Museum Gala Event

Registrants will be treated to a gala evening hosted by Thunderbird, The American Graduate School of International Management.

Venue: Heard Museum **Time:** 6:30 p.m. – 9:30 p.m.

Buses leave from. . . .

MONDAY, 20 NOVEMBER

Monday – 8:30 a.m. – 10:00 a.m.

3.1.1 - Symposium

Technology Diffusion and the Globalization of Knowledge

Room: Salon I **Time:** 8:30 a.m. – 10:00 a.m.

Chair: Stephen Kobrin, University of Pennsylvania

Technologists Cross Borders: HRM and Organizational Capability Development in MNC R&D Networks

Eleanor Westney, Massachusetts Institute of Technology

National Innovation Systems in Globally Integrated Industries

Jennifer Spencer, George Washington University
Technology Diffusion Management: Lessons from East Asia

John Mathews, Macquarie University
Knowledge Driven Companies: The New Face of Global Competition

Tom Murtha, University of Minnesota
Stefanie Lenway, University of Minnesota

3.1.2 - Symposium

Current International Business Research in Europe

Room: Salon J **Time:** 8:30 a.m. – 10:00 a.m.

Chair: Peter J. Dowling, University of Tasmania

Managing Privately-Owned Enterprises in the People's Republic of China

Torsten M. Kuehlmann, University of Bayreuth
Strategic Orientation in HRM – A European Perspective

Wolfgang Mayrhofer, Wirtschaftsuniversitat Wien
Firm Internationalization and Performance: A Six Country Study

Winfried Ruigrok, University of St. Gallen
Simon Peck, City University Business School

3.1.3 - Panel

Intercultural Competency in International Marketing

Room: Courtroom M **Time:** 8:30 a.m. – 10:00 a.m.

Chair: Saeed Samiee, The University of Tulsa

Panelists:

Hartmut H. Holzmuller, Universitat Dortmund
Tomasz Lenartowicz, University of Texas-Austin
Bruce Money, University of South Carolina
Saeed Samiee, University of Tulsa
Peter Walters, Hong Kong Polytechnic University

Commentator:

Rosalie Tung, Simon Fraser University

3.1.4 - Competitive

FDI and Divestment

Room: Courtroom N **Time:** 8:30 a.m. – 10:00 a.m.

Chair: Timothy Devinney, University of New South Wales

Discussant: Robert Grosse, Thunderbird-AGSIM

Global Competition in the Tire Industry

Kiyohiko Ito, University of Wisconsin-Madison
Elizabeth L. Rose, University of Auckland

Divestment of Foreign Production Operations

Jorma Larimo, University of Vaasa

Managerial Limits to International Expansion by Acquisitions and Greenfields: An Empirical Examination of Japanese Direct Investments in the United States

Danchi Tan, University of Illinois at Urbana-Champaign

3.1.5 - Competitive

Evolutionary Developments/Theory

Room: Courtroom O **Time:** 8:30 a.m. – 10:00 a.m.

Chair: Stewart Miller, Michigan State University

Discussant: Sumit K. Kundu, Saint Louis University

Researching the Evolution of International Marketing Strategy by Using Longitudinal Analyses – Conceptualization and Assessment of Approaches Arnold Schuh, Wirtschaftsuniversitat Wien *Towards a Dynamic Theory of the Internationalization of the Firm and the Accommodation of De-Internationalization*

Pieter Pauwels, Limburgs Universitair Centrum
Paul Matthyssens, Limburgs Universitair Centrum
U.S. Technology-Based Utilities, A Century Later: Deja Vue or No?

Cliff Wymbs, City University of New York

3.1.6 - Workshop

International Competitiveness and E-Commerce

Room: Courtroom K-L **Time:** 8:30 a.m.–10:00 a.m.

Chair: Wita Wojtkowski, Boise State University

Discussant: Tunga Kiyak, Michigan State University

The Influence of Behavioral and Transactional Factors on International Control and Strategic Action

Ananda Mukherji, Texas A&M International University

Ben L. Kedia, The University of Memphis

Jyotsna Mukherji, Texas A&M International University

Price Reactions to New Competition: A Study of U.S. Luxury Car Market, 1986-1997

Hideki Yamawaki, Claremont Graduate University

Competitiveness Impacts of Electronic Commerce: SCM Perspective

Sangwook Park, Seoul National University

Hwy-Chang Moon, Seoul National University

Dong-Sung Cho, Seoul National University

Facilitating the Growth of International E-Commerce Through Public Policy

Melanie Jones, University of Cincinnati

Raj Mehta, University of Cincinnati

Interoffice E-Mail Communication in a Multinational Corporation

William Newburry, Rutgers University

3.1.7 - Workshop

Export Strategy

Room: Courtroom Q **Time:** 8:30 a.m. – 10:00 a.m.

Chair: Stan Paliwoda, University of Birmingham

Discussant: Matthew Myers, University of Oklahoma

Why Do Firms Export? And Why They Don't?

G.M. Naidu, University of Wisconsin-Whitewater

Kanti Prasad, University of Wisconsin-Milwaukee

Forecasting Export Sales: A Comparison of Practices of UK Firms

Heidi Winkelhofer, The University of Nottingham Business School

Adamantios Diamantopoulos, Loughborough University

Management Strategies of Australian Firms Exporting to Asia

Peter J. Dowling, University of Tasmania

Peter W. Liesch, The University of Queensland

Jacqueline A. Flint, University of Newcastle

Sharif As-Saber, University of Tasmania

Kwong Chan, University of Tasmania

Peter A. Innes, University of Tasmania

Export Orientation in the Former Soviet Union: Strategies after Privatization

Igor Filatotchev, Birkbeck College

Natalya Dyomina, University of Nottingham Business School

Mike Wright, University of Nottingham Business School

Trevor Buck, De Montfort University

3.1.8 – Panel

Transition Economies: Insights from the Field

Room: Courtroom R **Time:** 8:30 – 10:30 a.m.

Chair: Jan Svejnar, University of Michigan

Panelists:

Saul Estrin, London Business School

John Nellis, World Bank

Jan Svejnar, University of Michigan

Katherine Terrell, University of Michigan

Monday – 10:00 a.m. – 10:30 a.m.

Coffee Break

Room: West Courtyard **Time:** 10:00 a.m.–10:30 a.m.

Monday – 10:30 a.m. – 12:00 p.m.

3.2.1 - Symposium

Networks, Innovation Processes, and Multinational Strategy

Room: Salon I **Time:** 10:30 a.m. – 12:00 p.m.

Chair: Stephen Tallman, University of Utah

Foreign Direct Investment as a Tool for Corporate Innovation: Using Granovetter's and Schumpeter's Work to Explain Internationalization

Kirk Wessel, University of Utah

Multinational Firm Innovation: Evolving Networks of Learning

Anu Phene, University of Utah

Technological Innovation as an Intra or Inter Organizational Process: The Case of Ferrari vs. Britain's Motorsport Valley

Mark Jenkins, Cranfield University

Reinvention and Co-Evolution in franchised Services

Karin Fladmoe-Lindquist, University of Utah

3.2.2 - Panel

Establishing International Campuses/Major Offshore Programs by Business Schools

Room: Courtroom M **Time:** 10:30 a.m. – 12:00 p.m.

Chair: Paul Beamish, The University of Western Ontario

Panelists:

Ron Anton, Loyola University

Paul Beamish, The University of Western Ontario

Earl Gibbons, Thunderbird-AGSIM

Masaaki Kotabe, Temple University

3.2.3 - Panel

Cross-Cultural Research Methods

Room: Courtroom N **Time:** 10:30 a.m. – 12:00 p.m.

Chair: Roger Calantone, Michigan State University

Panelists:

Roger Calantone, Michigan State University

Susan Douglas, New York University

Michael Song, University of Washington

Attila Yaprak, Wayne State University

3.2.4 - Competitive

Headquarters/Subsidiary Relationship/Interaction in the MNC

Room: Courtroom O **Time:** 10:30 a.m. – 12:00 p.m.

Chair: Mary Ann Von Glinow, Florida International University

Discussant:

Decision Factors Influencing the Regional Headquarters Location of Multinationals in the Asia Pacific: An Exploratory Study

John Holt, University of New South Wales

Sidney J. Gray, University of New South Wales

William R. Purcell, University of New South Wales

Early Entrant Advantages, Subsidiary Survival and Profitability

Andrew Delios, Hong Kong University of Science and Technology

Shige Makino, Chinese University of Hong Kong

Factors Influencing Implementation of Successful Standardization or Customization Strategies by Foreign Subsidiaries: A Contingency Perspective

Kelly Hewitt, University of Connecticut

Martin S. Roth, University of South Carolina

Kendall Roth, University of South Carolina

3.2.5 - Competitive

FDI in Regions and Industries

Room: Courtroom Q **Time:** 10:30 a.m. – 12:00 p.m.

Chair: Bruce Magid, Michigan State University

Discussant: Jaideep Anand, University of Michigan

Heterogeneity in Intra-Industry Location Patterns: the Global Cellular Phone Industry Case

Juan Alcacer, University of Michigan

Host and Investor Marketing Related Motives, Promises, and Actions in Explaining the Successes and Failures of FDI Privatization in Central and Eastern Europe

Svetla T. Marinova, Copenhagen Business School

Marin A. Marinov, Copenhagen Business School

Attila Yaprak, Wayne State University

What Determines the Profitability of Foreign Direct Investment? A Subsidiary-Level Analysis of Japanese Multinationals

Mariko Sakakibara, University of California, Los Angeles

Hideki Yamawaki, Claremont Graduate University

3.2.6 - Workshop

Internationalization and International Ventures

Room: Courtroom K-L **Time:** 10:30 a.m.–12:00 p.m.

Chair: James Goodnow, Bradley University

Discussant: Nizam Aydin, Suffolk University

Different Types of International New Ventures

Per Servais, University of Southern Denmark

Erik Rasmussen, University of Southern Denmark

Collaborating with Competitors to Acquire Resources in the Context of Internationalization

Heather I.M. Wilson, The University of Auckland

Sylvie Chetty, Victoria University of Wellington

The Effect of Market Orientation and Knowledge Use on the Performance of International Teams

Kelly Hewett, University of Connecticut

Sharon Watson O'Donnell, University of Delaware

Using International Product Life cycle for Global Success: A Neglected Managerial Tool

A. Coskun Samli, University of North Florida

Laurence Jacobs, University of Hawaii at Manoa

James R. Wills, Jr., University of Hawaii at Manoa

World Class Supply Chain Management: A North America and Australia/New Zealand Comparison

Katrina Savitskie, Michigan State University

G. Peter Dapiran, Monash University

David J. Closs, Michigan State University

Diane A. Mollenkopf, Lincoln University

3.2.7 - JIBS Decade Award

Honoring the most influential article from the 1990 volume of the *Journal of International Business Studies*

Room: Salon J

Time: 10:30 a.m. – 12:00 p.m.

Chair: Tom Brewer, Georgetown University

Firm Ownership Preferences and Host Government Restrictions: An Integrated Approach

Vol. 21, No. 1, pp. 1-22

Author:

Benjamin Gomes-Casseres, Brandeis

Discussants:

Jean-Francois Hennart, Tilburg University

Louis T. Wells, Harvard University

Monday – 12:00 p.m. – 1:40 p.m.

Awards Luncheon

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

Room: Salon ABCDEF **Time :** 12:00 p.m. – 1:40 p.m.

Monday – 2:00 p.m. – 3:30 p.m.

3.3.1 - Symposium

Creating the Capacity for Organizational Renewal: Exploitation and Exploration in the Multinational Firm

Room: Salon I **Time :** 2:00 p.m. – 3:30 p.m.

Chairs : Julian Birkinshaw, London Business School
Cristina Gibson, University of Southern California

Creating the Capacity for Organizational Renewal: Alignment and Adaptability in the Multinational context

Cristina Gibson, University of Southern California
Julian Birkinshaw, London Business School

The Importance of a Theory of Attention: Automaticity and Controlled Allocation of Attention in Organizations

Udo Zander, Stockholm School of Economics
Christian Czernich, Stockholm School of Economics

Beyond the Transnational: Balancing Efficiency and Growth Imperatives in the Multinational Corporation

Julian Birkinshaw, London Business School
John Stopford, London Business School

Operating Efficiency and Innovating Deficiency in the Transnational

Joe Santos, INSEAD

Commentators :

Tom Williams, Booz-Allen & Hamilton

3.3.2 - Symposium

Multinationals from Small Open Economies (Coordinated by ANZIBA)

Room: Salon J **Time :** 2:00 p.m. – 3:30 p.m.

Chair: Stephen Nicholas, University of Melbourne

Psychic Distance and Internationalisation: A Critical Examination

John Child, University of Cambridge
Sek Hong Ng, University of Hong Kong
Christine Wong, University of Hong Kong

Managerial Perceptions of Institutional Distance: Australian MNEs in China, India, Indonesia, and Vietnam

Elizabeth Maitland, University of Melbourne
Stephen Morgan, University of Melbourne
Stephen Nicholas, University of Melbourne
David Merrett, University of Melbourne

Foreign Subsidiary Development in Large Multinational Enterprises from Small Economies: Patterns and Home Country Impact

Gabriel R.G. Benito, Norwegian School of Management
Jorma Larimo, University of Vaasa
Rajneesh Narula, Norwegian School of Management

Torben Pedersen, Copenhagen Business School

Evolving Understanding of Firm Internationalisation through Diverse Perspectives: Australian-Nordic Contributions

Peter W. Liesch, The University of Queensland
Sara L. McGaughey, The University of New South Wales

Bent Petersen, Copenhagen Business School
Lawrence S. Welch, Norwegian School of Management

Denice Welch, Norwegian School of Management
Peter Lamb, La Trobe University

3.3.3 - Panel

What Can International Business Learn from E-Commerce: Industry Perspectives

Room: Courtroom K-L **Time :** 2:00 p.m. – 3:30 p.m.

Chair: Tom Roehl, Western Washington University

Panelists:

Global Internet Buyer Beliefs, Attitudes, and Preferences: The Case of Electronic and Apparel Goods

John Beck, Andersen Consulting

Patrick D. Lynch, Andersen Consulting

Virtual Banking and the Future of the Global Financial Services Sector

Robert Grosse, American Graduate School of International Management

Location and Value Creation in an Information Age

Srilata Zaheer, University of Minnesota

Shalini Manrakhani, Columbia University

Globalization and E-Commerce: Evidence from Retail Brokering

Steven Globerman, Western Washington University

Tom Roehl, Western Washington University

Stephen Standifird, Western Washington University

3.3.4 - Competitive

Executive Compensation Issues/Intercultural Organizational Behavior

Room: Courtroom M **Time :** 2:00 p.m. – 3:30 p.m.

Chair: Ulku Dicle, Yeditepe University

Discussant: Nakiye Boyacigiller, San Jose State University

Executive Compensation: An Empirical Study of the Impact of the Foreign Performance of Large U.S. Firms

Harri Ramcharran, The University of Akron

Geographic and Industrial Corporate Diversification: The Level and Structure of Executive Compensation

Augustine Duru, American University

David M. Reeb, American University

A Multilevel Model of Intercultural Organizational Behavior: The Flying Horse Case

Georgia T. Chao, Michigan State University

Duncan A. Poulson, University of Tasmania

3.3.5 - Workshop

Culture and Organizational Behavior

Room: Courtroom N **Time :** 2:00 p.m. – 3:30 p.m.

Chair: Peter J. Dowling, University of Tasmania

Discussant: Donald L. Ferrin, SUNY at Buffalo

Does Institutional Environment Matter? Management Practices Across Four Subsidiaries of a Multinational Company

Leonardo Liberman Yaconi, Stockholm University

Lena Zander, Stockholm School of Economics

Organizational Competitiveness: The Roles of Organization Culture and Human Resource

Management in Driving MNC Success

Schon Beechler, Columbia Business School

Sully Taylor, Portland State University

Nakiye A. Boyacigiller, San Jose State University

Orly Levy, University of Wisconsin-Madison

Is Guanxi a Distinctive Concept?

Adam Nguyen, York University

Dean Xu, York University

Yigang Pan, York University

Internal and External Fit of Multicultural Teams within Multinational Corporations

Riki Takeuchi, University of Maryland

Vincent J. Duriau, University of Maryland

Aqui No Se Habla Agencia: An Examination of the Impact of Adverse Selection and Framing in Decision Making: A U.S.-Mexico Comparison

Stephen B. Salter, University of Cincinnati

Luis Felipe Juarez Valdez, Universidad de las Americas

Philip A. Lewis, University of Cincinnati

3.3.6 - Workshop

Knowledge Management through IJVs

Room: Courtroom O **Time:** 2:00 p.m. – 3:30 p.m.

Chair: Ronald L. Schill, Brigham Young University

Discussant: Nicholas Athanassiou, Northeastern University

The Dilemma of Centres of Excellence – Contextual Creation of Knowledge Versus Global Transfer of Knowledge

Ulf Holm, Uppsala University

Torben Pedersen, Copenhagen Business School

Knowledge Management Processes: The IJV Context

Iris Berdrow, Bentley College

Henry W. Lane, Northeastern University

More than Two are a Crowd: Different Paths to Effectiveness in Dyadic and Multi-Party Joint Ventures

Esteban Garcia-Canal, Universidad de Oviedo

Ana Valdes-Llaneza, Universidad de Oviedo

Africa Arino, Universidad de Navarra

3.3.7 - Workshop

Foreign Direct Investment

Room: Courtroom Q **Time:** 2:00 p.m. – 3:30 p.m.

Chair: Martin Sours, Thunderbird-AGSIM

Discussant: Jonathan P. Doh, American University

Impacts of FDI on Economic Growth: Empirical Evidence from selected APEC Countries

Doren D. Chadee, The University of Auckland

Terry Wu, University of Regina

Foreign Direct Investment in Transitional Economies: The Development of Acquired Subsidiaries

Klaus Uhlenbruck, Texas A&M University

Foreign Investors, Foreign Directors and Corporate Diversification: An Empirical Examination of Large Manufacturing Companies in India

Kannan Ramaswamy, Thunderbird-AGSIM

Mingfang Li, California State University

Organizational Structure 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

Determinants of FDI Survival: The Case of Korean Manufacturing Firms

Young-Ryeol Park, Yonsei University

Sye-Woong Park, Yonsei University

Monday – 3:30 p.m. – 4:00 p.m.

Coffee Break

Room: West Courtyard **Time:** 3:30 p.m. – 4:00 p.m.

Monday – 4:00 p.m. – 5:30 p.m.

3.4.1 - Symposium

Inward FDI, Outward FDI, and Reform of the State-Owned Enterprises in the People's Republic of China

Room: Salon I **Time:** 4:00 p.m. – 5:30 p.m.

Chairs: John Hongxin Zhao, Saint Louis University
Shaoming Zou, University of Missouri-Columbia

New Characteristics of FDI in China

Yadong Lou, University of Hawaii

Revisiting Chinese Outward Direct Investment:

Experiences, Characteristics and Trends

Daniel Van Den Bulcke, University of Antwerp

Haiyan Zhang, University of Antwerp

State-Owned Enterprises in China: The Impact of Ownership Reform on Performance

Yigang Pan, York University

David K. Tse, University of Hong Kong

Chi Kin Bennett Yim, York University

Sources of Competitive Advantages in Exporting

David K. Tse, University of Hong Kong

Understanding the Mindset of the Chinese Strategist through Chinese Classics

Chow Hou Wee, National University of Singapore

3.4.2 - Panel

Opportunities and Risks in Emerging Markets

Room: Courtroom M **Time:** 4:00 p.m. – 5:30 p.m.

Chair: Tulin Sener, State University of New York at New Paltz

Panelists:

Bulent C. Aybar, New Hampshire College

Mine Cinar, Loyola University Chicago

Hadi Salavitabar, State University of New York-New Paltz

Discussants:

Ozgur Berk Kan, State University of New York-New Paltz

Sumit Kundu, Saint Louis University

Surinder Tikoo, State University of New York-New Paltz

3.4.3 - Panel

Internet Mediated Learning in International Business

Room: Courtroom N **Time:** 4:00 p.m. – 5:30 p.m.

Chair: Catherine Axinn, Ohio University
Stewart Miller, Michigan State University

Panelists:

Barry Foltos, Teikyo Post University

Kenneth Hoadley, University of North Carolina-Chapel Hill

Arie Lewin, Duke University

Stewart R. Miller, Michigan State University

Sharon V. Thach, Tennessee State University

3.4.4 - Competitive

Organizational Learning

Room: Courtroom O **Time:** 4:00 p.m. – 5:30 p.m.

Chair: Claude Cellich, International University

Discussant: Cheryl VanDeusen, University of North Florida

Tacitness, Learning and International Expansion in a Knowledge-Intensive Industry

Xavier Martin, New York University

Robert Salomon, New York University

The Relationship Effects of Knowledge Transfer in

Transitional Economy International Joint Ventures

David A. Griffith, The University of Oklahoma

Ali Yavuz Zeybek, Suleyman Demirel University

Matthew O'Brien, The University of Oklahoma

Are Japanese MNEs Learning Organizations? Short

and Long-Term Japanese Buyer Learning in

Australian and Thai Manufacturing

Stephen Nicholas, University of Melbourne

Tasman Smith, Thammasat University

Rujirutana Mandhachitara, Thammasat University

3.4.5 - Workshop

FDI and Developing Countries

Room: Courtroom Q **Time:** 4:00 p.m. – 5:30 p.m.

Chair: Jiawen Yang, George Washington University

Discussant: Prem Gandhi, SUNY at Plattsburgh

MNE Affiliation, Technology Transfer, and Exports of Indian Firms

N.S. Siddharthan, Delhi University Enclave

Stanley Nollen, Georgetown University

Discriminating Industry Contexts and the Mode of

Rivalry of Multinational and Local Enterprises in

India

Pradeep Kanta Ray, University of New South

Wales

Shams Ur-Rahman, University of Western

Australia

On the Treatment of Finance-Specific Factors within the OLI Paradigm

Arthur Stonehill, University of Hawaii at Manoa

Lars Oxelheim, Lund University

Trond Randoy, Agder University College

NAFTA and Maquiladoras: A Progress Report

John Sargent, University of Texas Pan American

Linda Matthews, University of Texas Pan

American

3.4.6 - Workshop

Internationalization

Room: Salon J **Time :** 4:00 p.m. – 5:30 p.m.

Chair: Duane Kujawa, University of Miami

Discussant: Pieter Pauwels, Limburgs Universitair Centrum

Consistency of Entry Mode Choice

M. Krishna Erramilli, Nanyang Technological University

Benjamin Tan, Nanyang Technological University

Wee Liang Tan, Singapore Management University

Pace, Rhythm, and Scope: Path Dependencies in Benefiting from Internationalization

Freek Vermeulen, Tilburg University

Harry G. Barkema, Tilburg University

Strategic Assets, Interdependence and Technological Change: An Empirical Investigation of Complementarity in Global Pharmaceutical Drug Discovery

Walter Kuemmerle, Harvard University

Stefan Thomke, Harvard University

Productivity is the Core of Globally Sustainable Competitive Advantage: General Motors Versus Toyota

M. Reza Vaghefi, University of North Florida

Louis A. Woods, University of North Florida

IPOs and International Strategies: The Influence of Top Management Team and Board Characteristics on New Venture Performance

Mason A. Carpenter, University of Wisconsin-Madison

Timothy G. Pollock, University of Wisconsin-Madison

Myleen M. Leary, University of Wisconsin-Madison

3.4.7 - Workshop

International Joint Ventures and Networks

Room: Courtroom K-L **Time :** 4:00 p.m. – 5:30 p.m.

Chair: Attila Yaprak, Wayne State University

Discussant: Ian Wilkinson, University of Western Sydney

Process Control and Flexibility in International Manufacturer-Distributor Relationships

Anthony S. Roath, Michigan State University

Relational Contracting as a Governance Mechanism to Encourage Subsidiary Cooperation in Multinational Networks

Milorad M. Novicevic, University of Wisconsin at La Crosse

Michael Harvey, University of Oklahoma

The Relevance of Range and Embeddedness in the Process of Strategy Development and Implementation Among Multinational Enterprises

Anthony Goerzen, The University of Western Ontario

Partner Nationality, Network Relations, and Venture Survival: The Case of Japanese Cooperative Ventures in North America

Soonkyoo Choe, Kookmin University

Multi-Cultural Leadership Teams and Organizational Identification in International Joint Ventures

Jiatao Li, Hong Kong University of Science and Technology

Katherine Xin, Hong Kong University of Science and Technology

Madan Pillutla, London Business School

Monday – 5:30 p.m. – 7:00 p.m.

Poster Sessions with Wine and Cheese

Room: Salon E

Time : 5:30 p.m. – 7:00 p.m.

Included are sessions with select members of the AIB Fellows.

Joint Ventures

Agency Hazards and International Joint Venture Portfolios

Jeffrey J. Reuer, INSEAD

Partner selection decision in international joint ventures: What do we know?

Elif Sonmez, Michigan State University

Organizational Learning and Decision-making in International Joint Ventures: A Contextual Analysis

Yanni Yan, City University of Hong Kong

John Child, University of Cambridge

The Effect of Ownership Type on Joint Venture: An Empirical Study of Sino-Foreign Joint Ventures

Peter Ping Li, California State University, Stanislaus

Tung-lung Chang, Long Island University

Comparative Studies

A Comparative Study of Family Decision Making of U.S. and Turkish households by correspondence analysis

Orsay Kucukemiroglu, Penn State University

Erdener Kaynak, Penn State University at Harrisburg

Opening the Black Box of Motivation: A Cross-Cultural Comparison of Sweden and Russia

Carl F. Fey, Stockholm School of Economics

Linguistic Aspects of International Brand Names - A Comparison of English and Chinese Brand Names of Fortune 500 Companies

June N. P. Francis, Simon Fraser University

Janet Lam, Canadian International Development Agency

Jan Walls, Simon Fraser University

Interorganizational Relationships

The Role of Conflict, Conflict Potential, and the Dimensions of Culture in Interorganizational Relationships: A Research Proposal

Zoltan Daroczi, Michigan State University

Boundary Spanners, Relational Capital, and the MNC: Do Boundary Spanner Characteristics Affect Relational Capital?

Davina Vora, University of South Carolina

A Cross-Cultural Model of Trust, Commitment, and Organizational Effectiveness

Mourad Dakhli, University of South Carolina

Arzu Ilsev, University of South Carolina

The Effect of Alliance Types on Trust in Cross-Border Inter-Cultural Alliances: Some Exploratory Hypotheses

Chang-Su Kim, Rutgers University

Issues in Finance

Why are the U.S. Banks Ahead?

Robert Grosse, Thunderbird-AGSIM

Alan Gart, Nova Southeastern University

Assessing the Usefulness of Sec Form 20-F

Disclosures Using Return and Volume Metrics: The Case of U.K. Annual Report and Accounts

Kingsley O. Olibe, Middle Tennessee State University

William C. Cready, Texas A&M University

Direct and Financial Foreign Investment: How do they differ in benefits to developing countries?

Jiawen Yang, The George Washington University

Trading Rule Profits in Latin American Currency Spot Rates

Ike Mathur, Southern Illinois University

Chun I. Lee, Texas Southern University

Kimberly C. Gleason, Bentley College

What Have We Learned from the Mexican Financial Turmoil and Asian Currency Crisis?

Manli Zhang, The American University

Business-Government Relations

Firm Strategic Profile and Host vs. Home Government Relationships

Gary S. Insch, Boston University

H. Kevin Steensma, Penn State University

Government Mandates and Local Partner Participation in Emerging Markets: Policy and Performance Implications for Government and Business Strategies

Jonathan P. Doh, American University

Hildy Teegen, The George Washington University

MNC-Host Government Relations in Developing Countries: A Modified Bargaining Model

Ravi Ramamurti, Northeastern University

Vertical Restraints and Technology Transfer: Competition Policy and EU Enlargement

Jochen Lorentzen, Copenhagen Business School

Peter Moellgaard, Copenhagen Business School

Case Studies in International Business

DaimlerChrysler AG: The Making of a New Transnational Corporation

Syed Tariq Anwar, West Texas A&M University

Matching Strategy of Multinational Corporations in Emerging Markets: The Case of Volvo Truck Corporation in India

Hans Jansson, Goteborg University

The Global Strategies and Strategic Alliances of Toshiba in 1990s

Zuohao Hu, Tsinghua University

Hua Song, Renmin University of China

Studies in Culture

Founder Centrality, Vision, Culture, and Performance in Mexican Family Business

William F. Crittenden, Northeastern University

Pedro Marquez, ITESM-Mexico City

Louise M. Kelly, Northeastern University

Nicholas Athanassiou, Northeastern University

The Relationship Between Arab Values and Work Beliefs: An Exploratory Examination.

Christopher Robertson, Northeastern University

Jamal Al-Khatib, James Madison University

Mohammed Al-Habib, King Abdul Aziz

University

The Influence of Social Network Referral Activity on Customer Loyalty in an International Context

R. Bruce Money, University of South Carolina

Measurement and Model Development

Introducing Knowledge Content Measurement into Knowledge Transfer Research

James Nebus, University of South Carolina

Dynamic Analysis of the SER-M Paradigm Based on the Quadratic Vector Analysis Model

Qiang Cui, Seoul National University

Dong Sung Cho, Seoul National University

Studies in Exporting

Export Management Strategy: A Study of Small and Medium Sized Canadian Firms Exporting to the U.S.

Terry Wu, University of Regina

Doren Chadee, University Auckland

Selected Company Characteristics and Environmental Turbulence as Antecedents to Export Information Use - An Exploratory Five Country Study

Hartmut H. Holzmuller, Universitat Dortmund

Thomas Salzberger, Wirtschaftsuniversitat Wien

Anne L. Souchon, Aston University

Adamantios Diamantopoulos, Loughborough University

Catherine Axinn, Ohio University

Geoffrey R. Durden, Victoria University of Wellington

The New Economy and the MNC

*Electronic Marketing and The Internet: Integrating
New Technologies into Existing Exporting Theory*

Gary D. Gregory, University of Wollongong

Munib Karavdic, University of Wollongong

*Emergence of E-Commerce and Choice of
Distribution Strategy in Geographical Expansion*

Tailan Chi, University of Illinois at Urbana -
Champaign

Wenyu Dou, St. Cloud State University

*A Longitudinal Analysis of the Effects of Information
Technology on Firm Performance in a Global
Industry*

Peter S. Davis, The University of Memphis

C. Clay Dibrell, Oregon State University

Timothy L. Pett, Wichita State University

*EDI Diffusion and Business Strategy for Electronic
Wholesalers*

Hiroshi Sasaki, St. Andrew's University

The Global Viability of Industrial Distributors

Susan Mudambi, John Carroll University

Raj Aggarwal, John Carroll University and Kent
State University

Innovation and R&D

*Choosing Between Internal and Non-Internal R&D
Activities: Some Technological and Economic Factors*

Rajneesh Narula, University of Oslo

*Cross-National Knowledge Sourcing and Innovative
Performance of Multinational Subsidiaries*

Harsh Mishra, Temple University

*Implementing New Product Development Strategies
Globally*

Edward F. McDonough III, Northeastern
University

Henry W. Lane, Northeastern University

Nicholas Athanassiou, Northeastern University

Gloria J. Barczak, Northeastern University

Bert Spector, Northeastern University

*Models of Capability Development for Knowledge
Creation and Mobilization for Innovation*

C. Annique Un, Massachusetts Institute of
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Dakhli, Mourad Monday poster
Dalgic, Tevfik Sunday poster
Dana, Leo-Paul Sunday poster
Danis, Wade 2.1.6
Dapiran, G. Peter 3.2.6
Daroczi, Zoltan Monday poster
Davies, H.A. 2.4.1
Davis, Peter S. Monday poster
Dean, James W. 2.2.5
De Backer, Koen 1.3.5
De Cieri, Helen 2.2.7
De Courcy, Julie 2.3.4
de la Cruz Deniz-Deniz, Maria Sunday poster
de la Torre, Jose 1.2.2
De Mello, Renatto Cotta de 1.3.6
De Rond, Mark 2.1.1
Deeds, David L. 2.2.6
Delios, Andrew Saturday poster, 3.2.4
Devinney, Timothy M. 2.1.3, 3.1.4
Diamantopoulos, Adamantios 2.3.2, 2.3.6, 3.1.7,
Monday poster
Dibrell, C. Clay Monday poster
Dicle, Atilla 2.3.7
Dicle, Ulku 3.3.4
Dodge, Bill 1.4.3
Doh, Jonathan P. 3.3.7, Monday poster
Dou, Wenyu Monday poster
Douglas, Susan 1.4.5, 3.2.3
Dowling, Peter J. Saturday poster, 1.4.7, 2.2.7, 2.4.6,
3.1.2, 3.1.7, 3.3.5
Du, Jianjun 2.3.7
Dunning, John 1.1.1, Saturday poster, 1.3.2, 1.4.2
Durden, Geoffrey R. Monday poster
Dورياu, Vincent J. 3.3.5
Duru, Augustine 2.2.5, 3.3.4
Dyomina, Natalya 3.1.7

E

Easterby-Smith, Mark 2.2.2
Eden, Lorraine Junior Faculty Consortium, 1.2.8, 1.4.3
Edwards, Frances L. 1.3.5
Elango, B. Sunday poster
Elenkov, Detelin S. 2.4.7
Elron, Efrat 2.1.1
Erden, Deniz 1.4.4
Erramilli, M. Krishna 3.4.6
Essaddam, Naceur 1.2.8
Estrin, Saul 3.1.8
Etemad, Hamid Sunday poster

F

Falcon, Juan Manuel Garcia Sunday poster
Farahbakhsh, Massoud Sunday poster

Ferrin, Donald 3.3.5
Fey, Carl F. Monday poster
Filatotchev, Igor 3.1.7
Fladmoe-Lindquist, Karin Junior Faculty Consortium,
3.2.1
Flint, Jacqueline A. 3.1.7
Florjancic, Fred 1.2.4
Florkowski, Gary W. Saturday poster
Foltos, Barry 3.4.3
Forgo, Bela 2.4.3
Forsgren, Mats 2.1.4
Francis, June N.P. Monday poster
Frayne, Colette A. Sunday poster
Freedenberg, Paul 1.2.3
Friedman, Michael 2.4.4
Frost, Tony Sunday poster, 2.3.3
Furman, Jeffery L. 2.3.4
Furu, Patrick Saturday poster

G

Gandhi, Prem 3.4.5
Gart, Alan Monday poster
Garcia, Rosanna 2.3.7
Garcia-Pont, Carlos 2.2.6
Gencturk, Esra 1.4.4, 2.1.4
Geringer, J. Michael 2.1.5, Sunday poster
Ghaddar, Suad Sunday poster
Ghauri, Pervez 1.4.2, 1.4.7
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Gibbons, Earl 3.2.2
Gibson, Cristina 3.3.1
Gilbert, Dirk Ulrich Sunday poster
Gleason, Kimberly C. 2.2.5, Sunday poster, Monday
poster
Globerman, Steven 3.3.3
Goerzen, Anthony Sunday poster, 3.4.7
Gomes-Casseres, Benjamin 3.2.7
Gomez, Carolina 2.3.5
Godsey A. Crystal Saturday poster
Goodnow, James 3.2.6
Gouvea, Raul Sunday poster
Goyer, Michael 1.3.4
Graham, Gerald 1.2.4
Gray, Sidney J. 3.2.4
Gregory, Gary D. Monday poster
Griffith, David A. 3.4.4
Grosse, Robert 1.3.5, 3.1.4, 3.3.3, Monday poster

H

Habib, Mohsin Saturday poster
Hagedoorn, John 1.4.1, 2.3.1
Hagen, Jim 2.3.5
Hain, Tony 2.3.3
Han, C. Min 1.3.4
Hansen, Lars Gottlieb 1.3.5
Hanvanich, Sangphet 2.2.6
Harcourt, Tim Saturday poster
Harrigan, Kathryn R. 1.4.1
Harvey, Michael 1.4.5, 2.2.7, 3.4.7
He, Wei Saturday poster

Hebert, Louis Saturday poster, 2.1.4
Hennart, Jean-Francois 1.3.1, 2.1.7, 2.2.6, 2.3.1, 3.2.7
Herrmann, Pol Saturday poster
Hewett, Kelly 3.2.4, 3.2.6
Hirai, Hiroshi 2.2.3
Hitt, Michael A. 1.4.1
Hoadley, Kenneth 3.4.3
Hoetker, Glenn 1.3.7
Holburn, Guy 2.1.3
Holm, Ulf 1.2.5, 2.1.4, 3.3.6
Holt, John 3.2.4
Holzmuller, Hartmut H. 3.1.3, Monday poster
Hong, Sung-Jin Sunday poster
Hoskisson, Robert E. Sunday poster
Houston, Carol Olson 1.2.8
Howell, Llewellyn D. Saturday poster
Hsu, Chin-Chun Saturday poster
Hu, Michael Y. Saturday poster
Hu, Zuohao Monday poster
Huang, Zhenyu Saturday poster
Hughes, Ewa Helinska- Saturday poster
Hughes, Michael Saturday poster
Hult, Tomas 1.4.6
Hunter, W. Curt 2.4.2

I

Ilinitch, Anne Y. 1.2.6
Ilsev, Arzu Monday poster
Inkpen, Andrew Junior Faculty Consortium, 1.4.1
Innes, Peter A. 3.1.7
Insch, Gary S. Monday poster
Ito, Kiyohiko 2.1.7, 3.1.4
Iwasa, Tomoko 2.4.7

J

Jacobs, Laurence 3.2.6
Jansson, Hans Monday poster
Jenkins, Mark 3.2.1
Jeong, Eui Saturday poster
Jones, Catherine Sunday poster
Jones, Gary K. 2.4.7
Jones, Melanie 3.1.6

K

Kakkos, Nikolaos 2.3.6
Kaleka, Anna 2.3.2
Kan, Ozgur Berk 3.4.2
Kandemir, Destan 1.4.7
Kang, Jae-Young 2.3.6
Karavdic, Munib Monday poster
Karunaratna, Amal Sunday poster
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Katz, Jan 1.3.7
Kaynak, Erdener Monday poster
Kedia, Ben L. 2.2.4, 3.1.6
Keegan, Warren J. 2.4.4
Kelly, Louise M. Monday poster
Kester, W. Carl 2.4.2
Khatri, Naresh Saturday poster

Khorram, Sigrid Westphal Saturday poster, 2.2.7
Kim, Chang-Su Monday poster
Kim, Daekwan 1.4.7
Kim, Jai-Beom Saturday poster
Kim, Jootae Sunday poster
Kim, Seung H. 2.3.7
Kim, Taeho 1.2.8
Kim, Yangmin Saturday poster
Kiyak, Tunga 2.2.4, 3.1.6
Klienbergl, Jill 1.3.1
Knight, Gary A. Doctoral Consortium, 1.2.6, 1.4.5,
Sunday poster
Kobrin, Stephen J. 1.2.2, 2.4.4, 3.1.1
Kogut, Bruce M. 1.2.2, 2.3.6
Kohn, Robert 1.2.3
Kolk, Ans 1.3.2
Kooros, Syrous Sunday poster
Kotabe, Masaaki 1.4.6, 2.1.2, 2.2.3, 3.2.2
Kotha, Suresh 1.2.2
Krishnan, Balaji Saturday poster
Kucukemiroglu, Orsay Monday poster
Kuehlmann, Torsten M. 3.1.2
Kuemmerle, Walter 1.2.8, 3.4.6
Kujawa, Duane 3.4.6
Kumar, Nagesh 2.3.5
Kumcu, Erdogan 1.2.6
Kundu, Sumit Saturday poster, 3.1.5, 3.4.2
Kwok, Chuck C.Y. 2.2.5

L

Lam, Janet Monday poster
Lamb, Peter 3.3.2
Landram, Frank Sunday poster
Lane, Henry W. 3.3.6, Monday poster
Lane, Peter J. 2.1.1, 2.4.5
Larimo, Jorma 3.1.4, 3.3.2, 3.3.7
Lautenschlaeger, Arndt Saturday poster
Lawson, Diana 1.2.6
Lawton, Thomas C. 2.1.6
Leary, Myleen 3.4.6
Lee, Chong-Suk 1.3.3
Lee, Chun I. Monday poster
Lee, Ji-Hwan Sunday poster
Lee, Moonkyu Sunday poster
Lee, Seung Hyun Saturday poster
Lehrer, Mark 2.1.6, 2.4.7
Lenartowicz, Tomasz 3.1.3
Lenway, Stefanie Doctoral Consortium, 1.2.7, 2.4.7,
3.1.1
Levy, Orly 3.3.5
Lewin, Arie 3.4.3
Lewis, Philip A. 3.3.5
Li, Jiatao 3.4.7
Li, Mingfang 3.3.7
Li, Peter Ping Monday poster
Liebe-Doczy, Enese 1.4.7
Liesch, Peter W. Saturday poster, 1.4.7, Sunday poster,
3.1.7, 3.3.2
Lindsay, Valerie J. 2.4.5
Lloyd, Alison E. 2.2.5

Lommelen, Tinne 2.2.4
Loree, David Saturday poster
Lorentzen, Jochen Monday poster
Lu, Jane 2.1.4, Sunday poster
Lubatkin, Michael 2.4.5
Luo, Yadong 2.2.6, 3.4.1
Lyles, Marjorie A. Junior Faculty Consortium, 1.4.1,
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Lynch, Patrick D. 3.3.3

M

Magid, Bruce 3.2.5
Maitland, Elizabeth 1.3.6, 3.3.2
Makhija, Mona 2.1.5
Makino, Shige 3.2.4
Mandhachitara, Rujirutana 3.4.4
Manev, Ivan M. 2.3.7
Manrakhan, Shalini 3.3.3
Marinov, Marin A. 3.2.5
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Matthews, Linda 3.4.5
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Matthyssens, Paul 2.2.4, 3.1.5
Mauri, Alfredo J. 2.1.3
Mayrhofer, Wolfgang 3.1.2
McCullough, Jim Saturday poster
McDonough, Edward F. Monday poster
McGaughey, Sara L. 1.3.4, 3.3.2
McGuire, Steven M. 2.1.6
McIntyre, John R. Sunday poster
Menezes, Victor 2.4.2
Mehta, Raj 3.1.6
Merrett, David 3.3.2
Meyer, Klaus 1.4.7, 2.1.4
Mezias, John M. 2.2.7
Midgley, David F. 2.1.3
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Mintu-Wimsatt, Alma 2.3.7
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Moellgaard, Peter Monday poster
Mollenkopf, Diane A. 3.2.6
Money, Bruce 3.1.3, Monday poster
Montgomery, David 2.1.2
Moon, Hwy-Chang 2.1.6, 3.1.6
Morash, Edward 1.4.5
Morgan, Neil A. 2.3.2
Morgan, Stephan 3.3.2
Morris, Michael 1.3.1
Morrison, Allen 2.2.1, Sunday poster
Moxon, Richard 1.2.2
Mroczkowski, Tomasz Sunday poster, Sunday poster
Mudambi, Ram 2.2.6, 2.4.7
Mudambi, Susan Monday poster
Mueller, Carolyn B. 2.3.7
Muir, Melinda Sunday poster
Mukherji, Ananda 2.2.6, 3.1.6
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Munter, Cameron 1.2.3
Murtha, Tom 3.1.1
Myers, Matthew B. 1.4.5, 3.1.7

N

Nachum, Lilach Sunday poster, 2.3.4
Naidu, G.M. 3.1.7
Nakos, George Saturday poster
Nam, Sang-Hoon 1.3.3
Narula, Rajneesh 3.3.2, Monday poster
Nebus, James Monday poster
Nellis, John 3.1.8
Newbury, William 3.1.6
Ng, Sek Hong 3.3.2
Nguyen, Adam 3.3.5
Nicholas, Stephen 1.3.6, 3.3.2, 3.4.4
Nielsen, Jorgen Ulf-Moller 1.3.5
Nigh, Douglas 1.2.7
Nilsen, Fred I. Saturday poster
Nollen, Stanley 1.3.6, 3.4.5
Nordtvedt, Richard 2.2.4
No-Ryon, Park 2.3.6
Novicevic, Milorad M. 2.2.7, 3.4.7
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O

O'Brien, Matthew 3.4.4
O'Donnell, Sharon Watson 3.2.6
O'Driscoll, Michael P. Saturday poster
Ohno, Masato 1.4.3
Olibe, Kingsley O. Monday poster
Olivas-Lujan, Miguel R. Saturday poster
Olson, Jon 1.3.6
Omura, Glenn 1.4.7
Osborn, Richard 2.3.1
Osman-Gani, Aahad Sunday poster
Owhoso, Vincent Sunday poster
Oxelheim, Lars 1.4.2, 3.4.5
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P

Padmanabhan, Prasad Saturday poster
Paik, Yongsun Sunday Poster
Paliwoda, Stan 3.1.7
Pan, Yigang 3.3.5, 3.4.1
Park, Namgyoo K. Saturday poster
Park, Sangwook 3.1.6
Park, Sye-Woong 3.3.7
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Parkhe, Arvind 1.4.1
Patterson, Paul Saturday poster
Pattnaik, Chinmay 1.2.7
Pauwels, Pieter 3.1.5, 3.4.6
Peck, Simon 3.1.2
Pedersen, Torben 1.2.6, 3.3.2, 3.3.6
Peng, Mike W. 1.2.6, Saturday poster
Peng, T.K. 2.4.6
Perez, Liliana M. 2.2.4
Perlmutter, Howard 1.2.5

Peters, Lois S. 1.4.6
Peters, Susan D. Sunday poster
Petersen, Bent 1.2.6, 3.3.2
Peterson, Richard B. 2.2.7
Pett, Timothy L. Monday poster
Phan Michel Saturday poster
Phene, Anupama Sunday poster, 3.2.1
Pillutla, Madan 3.4.7
Pollock, Timothy G. 3.4.6
Porter, Michael E. 2.3.4
Poulson, Duncan A. 3.3.4
Prasad, Benjamin 1.4.2, 1.4.7
Prasad, Kanti 3.1.7
Prasad, R.M. 1.4.7
Purcell, William R. 3.2.4
Pustay, Michael Junior Faculty Consortium

Q

Quester, Pascale G. Sunday poster

R

Rahman, Shams Ur- 3.4.5
Ramamurti, Ravi Doctoral Consortium, Monday poster
Ramaswamy, Kannan 3.3.7
Ramburuth, Prem Saturday poster
Ramcharran, Harri 3.3.4
Randoy, Trond 3.4.5
Ranft, Annette L. 2.3.5
Rangan, Subramanian Doctoral Consortium
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Ray, Pradeep Kanta Saturday poster, 1.3.6, 3.4.5
Reddy, Sabine 2.3.1
Reeb, David M. 2.2.5, 3.3.4
Reichert, Jack 1.2.4
Reid, David McHardy Saturday poster
Reuer, Jeffery J. Monday poster
Rhee, Dongkee Saturday poster
Richards, Malika Saturday poster, 2.4.6
Riecke, Werner 2.4.3
Ring, Peter Smith 1.2.7
Roath, Anthony S. 3.4.7
Robertson, Christopher Monday poster
Robles, Fernando 2.1.5
Robock, Stefan 1.4.7
Roehl, Tom 3.3.3
Rose, Elizabeth 2.1.3, 3.1.4
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Roth, Kendall 3.2.4
Roth, Martin S. 3.2.4
Rugman, Alan 1.1.1, Saturday poster, 1.3.2, 2.3.3
Ruigrok, Winfried 1.3.2, 3.1.2
Russow, Lloyd 1.4.5
Rutenberg, David P. Saturday poster
Ryan, Michael P. 1.3.1

S

Saakov, Konstantin 1.4.7
Sakakibara, Mariko 3.2.5
Salavitabar, Hadi 3.4.2

Salk, Jane E. 2.1.1
Salomon, Robert 2.2.4, 3.4.4
Salter, Stephen B. 3.3.5
Salzberger, Thomas Monday poster
Sambharya, Rakesh B. 2.1.3
Samiee, Saeed 3.1.3
Samli, A. Coskun 3.2.6
Santos, Joe 3.3.1
Santos, Jose 1.2.1
Sargent, John 3.4.5
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Savitskie, Katrina 3.2.6
Schill, Ronald 3.3.6
Schlegelmilch, Bodo 2.1.2, 2.3.2
Scholmer, Erika Saturday poster
Schuh, Arnold 3.1.5
Schuler, Doug 1.2.7
Sener, Tulin 2.1.5, 3.4.2
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Sethi, Deepak 2.3.6
Sethi, S. Prakash 2.3.4
Shamir, Boas 2.1.1
Shaner, Janet L. Sunday poster
Shaver, J. Myles Junior Faculty Consortium, 2.2.4
Shay, Jeffrey P. Saturday poster
Shenkar, Oded 2.4.1
Shin, Cheol-Ho 2.3.6
Shin, Geon-Cheol 1.3.7
Shipilov, Andrew V. 2.1.6
Siddharthan, N.S. 3.4.5
Simonin, Bernard 2.1.7
Sirh, Jin-Young Sunday poster
Sleuwaegen, Leo 1.3.5
Smith, Tasman 3.4.4
Smith, Wendy A. 2.3.7
Snyder, Nancy 2.2.2
Solberg, Carl Arthur 2.2.4
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Song, Hua Monday poster
Song, Michael 3.2.3
Sonmez, Elif Monday poster
Souchon, Anne L. Monday poster
Sours, Martin 3.3.7
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Spreng, Richard 1.3.7
Srinivasan, Srini S. 1.4.6
Standifird, Stephan 3.3.3
Steen, John T. 1.4.7
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Stevenson, William B. 2.3.7
Stoeber, William A. 1.3.6
Stonehill, Arthur 3.4.5
Stopford, John 1.4.2, 2.4.4, 3.3.1
Stottinger, Barbara 2.3.2
Street, Donna L. 1.2.8
Styles, Chris Saturday poster
Sugar, Andras 2.4.3
Sullivan, Gillian Maree 1.3.4

Svejnar, Jan 3.1.8

T

Takeuchi, Riki Saturday poster, 2.4.6, 3.3.5
Tallman, Stephen 3.2.1
Tan, Benjamin 3.4.6
Tan, Danchi 3.1.4
Tan, Wee Liang 3.4.6
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Tansuhaj, Patriya Saturday poster
Tavares, Ana Teresa Sunday poster
Taylor, Sully 3.3.5
Teegen, Hildy J. 2.4.7, Monday poster
Terpstra, Vern 1.3.4
Terrell, Katherine 3.1.8
Thach, Sharon V. 3.4.3
Thomas, David C. 2.3.7
Thomke, Stefan 3.4.6
Thorelli, Hans B. 1.3.5
Thornberg, Christopher F. 1.3.5
Thornton, Emily 2.2.3
Tikoo, Surinder 3.4.2
Toulan, Omar 1.2.1, 2.4.5
Toyne, Brian 2.1.4
Tracey, J. Bruce Saturday poster
Tschoegl, Adrian 1.2.8
Tse, David K. 3.4.1
Tseng, Chiung-Hui Saturday poster
Tseng, C.S. 2.4.1
Tung, Rosalie 1.3.3, 3.1.3
Turcanu, Anca 1.2.2

U

Uhlenbruck, Klaus 3.3.7
Ulgado, Francis M. Saturday poster, Sunday poster
Un, C. Annique Monday poster

V

Vaghefi, M. Reza 3.4.6
Valdes-Llaneza, Ana 3.3.6
Valdez, Luis F. Juarez 1.2.8, 3.3.5
Vallaster, Christine 2.2.7
Van Den Bulcke, Daniel 3.4.1
VanDeusen, Cheryl 3.4.4
Van Tulder, Rob 1.3.2
Varadarajan, P. Rajan 2.1.2
Vastag, Gyula 2.4.3
Venaik, Sunil 2.1.3
Ventresca, Marc Junior Faculty Consortium
Verbeke, Alain 2.3.3
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Very, Philippe 2.4.5
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Von Glinow, Mary Ann 3.2.4
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W

Walls, Jan Monday poster

Walsh, John Saturday poster
Walter, Ingo 2.4.2
Walters, Peter 2.4.1, 3.1.3
Wan, William P. Sunday poster
Wang, Denis Saturday poster
Wee, Chow Hou 3.4.1
Weiner, Robert 1.2.8
Weiss, Stephen E. Sunday poster
Welch, Denice 3.3.2
Welch, Lawrence S. 3.3.2
Wells, Louis 1.3.2, 2.4.5, 3.2.7
Wermus, Mark Sunday poster, Sunday poster
Wessel, Kirk 3.2.1
Westney, Eleanor 2.2.3, 3.1.1
Wiggins, III, Roy A. 2.2.5
Wilkins, Mira 1.1.1
Wilkinson, Ian 3.4.7
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Williams, Tom 3.3.1
Wills, Jr., James R. 3.2.6
Wilson, Heather I.M. 3.2.6
Wimalasiri, Jayantha 1.3.7
Winkelhofer, Heidi 3.1.7
Witt, Michael A. 2.1.6
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Wong, Christine 3.3.2
Woods, Louis A. 3.4.6
Wright, Martyn Saturday poster, Sunday poster
Wright, Mike 3.1.7
Wright, Richard Sunday poster
Wu, Terry 3.3.7, Monday poster
Wymbs, Cliff 2.2.1, 3.1.5

X

Xin, Katherine 3.4.7
Xiucheng, Fan 2.4.6
Xu, Dean Saturday poster, 3.3.5

Y

Yaconi, Leonardo Liberman 3.3.5
Yamawaki, Hideki 3.1.6, 3.2.5
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Yang, Jiawen 3.4.5 Monday poster
Yaprak, Attila 1.3.7, 3.2.3, 3.2.5, 3.4.7
Yavas, Ugur 2.2.7
Yim, Chi Kin Bennett 3.4.1
Yip, George 1.2.1, 2.3.3
Yiu, Daphne Sunday poster
Yogarajah, Anusuya Saturday poster
Yun, Seokhwa 2.4.6

Z

Zaheer, Srilata 2.1.3, 3.3.3
Zaidi, Mahmood 2.4.6
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Zed, Gary 1.4.3

Zeng, Ming 2.2.6, 2.3.1
Zeybek, Ali Yavuz 3.4.4
Zhang, Haiyan 3.4.1,
Zhang, Manli Monday poster
Zhao, John Hongxin 2.3.2, 2.3.7, 3.4.1
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Zou, Shaoming 2.3.2, 3.4.1