

Go to  
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 the 2004 meeting  
 under *Events*

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## Fun In Monterey!

**AIB** members descended upon the beautiful Monterey Peninsula of California with their usual flair for having fun. Our international group could be seen and heard strolling along Fisherman's Wharf, downtown Monterey, and beyond. Despite the temptations of the surrounding beauty and cool weather, many stayed at the hotel for the wonderful sessions and opportunities to network with their colleagues. Over six hundred participants and guests were in Monterey, California to participate in the conference, and to enjoy the cool breeze, local vintages, great seafood as well as other treats of the region.



The Hyatt Regency Monterey provided the perfect conference venue with its excellent meeting facilities and spacious grounds. Local Chair Harvey Arbeláez of host school Monterey Institute of International Studies found sponsorship for a fabulous Gala dinner at the spectacular Monterey Aquarium. He and his assistant Linae Ishii-Devine also did a wonderful job organizing the events and managing the conference with their impressive team of volunteers. We are grateful to Monterey Institute of International Studies and its generous sponsors for hosting this wonderful meeting.

### 2003 Conference Track Chairs

**Udo Zander**, Stockholm School of Economics (Conference Theme: The Power of Ideas and International Business)

**Henrik Glimstedt**, Stockholm School of Economics (International Political Economy and Business History)

**Sushil Vachani**, Boston University (Emerging Markets and Transition Economies)

**Alvaro Cuervo-Cazurra**, University of Minnesota and

**Omar N. Toulan**, McGill University (Strategic Management, Entrepreneurship and New Ventures)

**Tatiana Kostova**, University of South Carolina (Macro-Organizational Behavior and Organization/Institutional Sociology)

**Lena Zander**, Stockholm School of Economics (Micro Organizational Behavior and Human Resource Management)

**Peter Hagström**, Stockholm School of Economics and

**Lin Lerpold**, Stockholm School of Economics (Alliances and Networks)

**Steen Thomsen**, Copenhagen Business School and **Malene Larsen**, Assistant Copenhagen Business School (Economics)

**Mikael Runsten**, Stockholm School of Economics (Finance, Accounting and Taxation)

**David Griffith**, University of Hawaii at Manoa (Marketing and Supply Chain Management)

Program Chair Udo Zander of Stockholm School of Economics crafted a thoughtful and well-organized program for the meeting with the help of his track chairs (see box to left).

Program Chair Udo Zander of Stockholm School of Economics crafted a thoughtful and well-organized program for the meeting with the help of his track chairs (see box to left).

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Laurel King, Managing Director

# LETTER FROM THE PRESIDENT

Dear Colleague

The outstanding conference at Monterey has left me with many positive thoughts and with inspiration for further work in the international business research area. It was a particularly strong conference in terms of intellectual content and allowed us all to reflect on where we have been, where we currently stand and where we are going. The opening Plenary session, led by the Program Chair, Udo Zander, led us all to reflect on the long run development of ideas in our field, its changing composition and direction for the future. The Junior Faculty Consortium, the Doctoral Consortium and many of the sessions reminded us that the future lies with the doctoral candidates in our field and with the rising generation of Assistant Professors. It was a particular pleasure for me to correspond with and interact with recipients of doctoral student stipends who contributed so much to the conference and gained so much from it. The ambience of the conference was wonderful and our local organiser Harvey Arbelaez and his team's immense efforts paid off in the relaxed, yet purposeful atmosphere.

AIB represents a community with common interests in international co-operation and interaction. These aspects of our work were evident at Monterey and the Executive Board hopes to encourage and expand our international scope. The creation of a new India Chapter is a major step forward and the Board hopes to do more to expand the geographical scope of AIB in the future. The preparations for Istanbul proceed apace and I am convinced that it will be a truly memorable conference. In the next newsletter I hope to expand on the future direction of AIB and JIBS and to welcome formally our new secretariat at Michigan State University. All new arrivals imply departures and then it will be time to pay tribute to the nine year tenure of the Secretariat at the University of Hawai'i.



Peter J. Buckley  
AIB President

A handwritten signature of Peter J. Buckley in black ink. The signature is cursive and matches the printed name below it.

Peter J. Buckley

## New AIB Insights Editor

The AIB would like to thank AIB Insights founding Editor BJ Punnett who has ended her three-year commitment to the AIB. In Monterey, the AIB Executive Board selected Tamir Agmon of The College of Management, Rishon Lezion, Israel as her successor from a strong slate of candidates. The high number of applications to become editor is truly a tribute to the wonderful job that BJ has done in getting AIB Insights off the ground. She has exceeded the expectations of the board in creating a well read and utilized publication to complement the announcements and notices of the AIB Newsletter. BJ kindly agreed to edit the enclosed copy of AIB Insights, but Tamir Agmon will edit AIB Insights from the quarter four issue of 2003. Please see the current issue for Tamir's contact information.

## Coming Election: AIB Executive Board August 1, 2004 - July 31, 2006

Congratulations to the following AIB Members who have been nominated for the 2004-2006 Executive Board. The nominees are as follows:

### **President:**

**Alan Rugman**

The AIB President presides over all meetings of the AIB Executive Board, appoints and instructs all committees, is responsible for the administrative direction of the Academy, and supervises the functions of other officers and the Executive Secretary.

### **Vice Presidents of Programs:**

**Ives Doz, Mary Ann Von Glinow, Oded Shenkar, and Steve Tallman**

The two Vice Presidents for Meetings serve as Program Chair for the Annual Meeting during one year of the two-year term. During the alternative year, he or she performs the duties of the President, in case of his or her absence.

### **Vice President of Administration:**

**Keith Brouthers and Lloyd Russow**

The Vice President for Administration is responsible for overseeing the finances, accounting, membership, and chapter relations and supervising the work of the Executive Secretary, including reviewing financial statements and approving major expenditures.

*For bios and voting information, please check the AIB website at [www.aibworld.net](http://www.aibworld.net)*

# Seeking Nominations for “2004 Dean of the Year”

The AIB Fellows are asking for nominations for the “International Dean of the Year” award for 2004. The nomination is strictly limited to a c.v. and three pages of information about the candidate, which details the reasons why he or she is deserving of this honor.

Nominations should be submitted by February 1, 2004 to Don Lessard, Dean of the AIB Fellows, at the following address:

Donald R. Lessard  
Sloan School of Management  
M.I.T., E52-474  
50 Memorial Drive  
Cambridge, MA 02142, USA  
Email: dlessard@mit.edu  
Tel: 617-253-6688 Fax: 617-258-6617

## AIB Bids Aloha to Hawaii

The AIB Executive Secretariat has been hosted by the College of Business Administration at the University of Hawai‘i since January 1995. From January 2004, we bid farewell to Jim Wills, Executive Secretary, Laurel King, Managing Director, and their student staff members: Eric Fong, Daniel Ninomiya, and Kazuo Yamauchi. The Hawaii team has done a wonderful job over the past 9 years and so it was difficult to find a new host school to continue the work of improving the AIB and its member services. Luckily, the Michigan State University CIBER has come to AIB’s rescue and will take over responsibilities from January 2004. Tomas Hult will serve as AIB Executive Secretary from January and Tunga Kiyak will become the AIB Managing Director.

The change should prove to be a boon for the Academy because the new staff members at MSU are already busy redesigning the AIB Web site and membership database to further improve our efficiency and range of member services, and impact on the IB community. The information on the new AIB Secretariat at MSU is as follows:

From January 1, 2004 please send all payments and queries for the AIB Executive Secretariat to the following address:

Tomas Hult, Executive Secretary  
Tunga Kiyak, Managing Director  
Academy of International Business  
The Eli Broad College of Business  
Michigan State University  
7 Eppley, East Lansing, MI 48824-1121

Email: aib@msu.edu  
Phone: 517-353-4336  
Fax: 517-432-1009  
Web: www.aibworld.net



Jim Wills, outgoing AIB Executive Secretary



Managing Director Laurel King (front) with, (from left to right) Kazuo Yamauchi, Eric Fong, and Daniel Ninomiya



Tunga Kiyak (left) and Thomas Hult (right) of Michigan State University

# Thank You!

Our gratitude goes out to the following members for their generosity in supporting the AIB Foundation and the Adopt-a-Library program from June 3, 2002 to August 5, 2003.

## AIB Foundation

*Full Benefactor - gifts of \$250 and above*  
Harvey Arbeláez

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## Adopt-a-Library

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## Institutional Members

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University of Hawaii  
University of Nevada, Las Vegas  
University of San Francisco  
University of Scranton  
University of South Carolina  
York University



Istanbul couldn't be a more ideal venue to hold the 2004 annual meeting of the Academy of International Business. For centuries it has been a crossroads—a place where people of different nationalities, religions, and cultures have met and engaged in exchange.

Turkey, that enigma of a secular democracy in a majority Islamic population, with strong ties to Europe, Central Asia, and the Middle East, is a place where the AIB will find a perfect venue to grapple with today's pressing and important issues. As a literal and metaphoric bridge between East and West, meeting in Istanbul suggests a conference theme with a focus on bridging as a vehicle for creating dialogues leading to understanding.

Current history also seems to be calling out for more and better dialogue, and stronger yet flexible bridges. Will the 21st century be a celebration of one world and many cultures, or will it mark the end of civilization? How the dialogue gets framed will probably determine if society enters a new renaissance or the painful denouement of civilization as we enjoy it today. As scholars, we frame the conversations the world has about issues that matter. What kinds of critical dialogues are needed in international business? How can we make a difference, both in the development of our field and to understanding in our world? Join us in Istanbul and help us frame the 21st century's conversation about global issues and international business.

# Academy of International Business 2004 Annual Meeting

July 10-13, 2004

Swissôtel Istanbul, The Bosphorus

The theme, *Bridging with the Other*, draws our attention to under-examined locales, rarely heard voices, and under-represented scholarly perspectives in international business. Which dialogues are missing that would inform your research and theorizing? Who would you invite if you were able to hold conversations about your research with the best thinkers in the world? Who should be coming to AIB meetings, but never or seldom attends? While open to all of your best work, this year's conference seeks to encourage symposia and paper offerings that build bridges by:

Increasing participation from social sciences that have played an important role in the development of International Business, but are recently rarely in evidence at our annual meetings. Papers and symposia that include scholars from history, anthropology, sociology, political science, psychology, law and comparative religion are particularly welcome

Including interdisciplinary papers and panels with a focus on multiple levels of analysis.

Encouraging papers and symposia that include scholars from diverse locations and backgrounds, as the best way to foster cross-border dialogue is to include individuals from a range of backgrounds.

Adding, when appropriate (and feasible), panels with executive contributors or discussants, to build bridges between IB scholars and IB practitioners.

Building bridges is best done through dialogue. To the extent possible, this year's conference will emphasize interactive sessions, where the audience has more than a passive role and where the presenters seek to build on each other's contributions. The program committee hopes for sessions that foster open discourse among and across the traditional areas of international business.

## Paper Submission

Please follow the detailed submission instructions on the 2004 meeting page at [www.aibworld.net](http://www.aibworld.net). Submissions must be submitted by December 5, 2003, in your time zone. Questions should be directed to the Program Chair, Nakiya Boyacigiller.

[www.aibworld.net](http://www.aibworld.net)

### Program Chair:

Professor Nakiye Boyacigiller  
Program Chair, AIB 2004 Annual Meeting  
Dean, Graduate School of Management,  
Sabanci University  
Orhanli, Tuzla, 81474 Istanbul, Turkey  
[aib2004@sabanciuniv.edu](mailto:aib2004@sabanciuniv.edu)

### Local Arrangements Chair:

Professor Esra Gencturk  
College of Administrative Sciences and Economics, Koc University Rumeli Feneri Yolu, 34450 Sariyer, Istanbul – TURKEY  
[egencturk@ku.edu.tr](mailto:egencturk@ku.edu.tr)

### Co-sponsors

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# AIB Western Europe

December 11-13, 2003  
Copenhagen Business School, Denmark

## ***MNC as a Knowing Organization***

(joint conference with the European International Business  
Academy [EIBA])

The theme of the 2003 EIBA conference refers not only to the expanding literature on topics such as “organizational learning” and “organizational knowledge”. It is also related to classical issues in IB research. These include studies on technology transfer, both internally and to third parties (especially in the developing world), and research on “internationalization” much of which is premised on the idea of learning as an incremental process. “Knowledge” as an intangible proprietary asset is central to the inherited economic theory of the MNC and to traditional FDI theory. Similarly, “knowledge” is a central construct in the resource-based view and in newer approaches to the theory of the firm.

In many of these literatures, “knowledge” is explicitly recognized as a central variable, created by, embedded in, and exploited by multinational companies. In many more, it is an implicit background variable. However, we still lack an empirically grounded unifying framework to permit us to conceptualize the role of knowledge and the MNC as a knowing organization in a coherent way. The conference especially invites both theoretical and empirical contributions that may help us reach a synthetic understanding of the role of knowledge both for the theory of MNC and for the challenges facing its managers.

Of course - papers on other aspects of International Business are - as always - also welcome.

For more information, please visit  
<http://frontpage.cbs.dk/eiba2003/>

# AIB USA Midwest

March 17-19, 2004  
Chicago, Illinois

## ***Ethical Organizational Practices for the 21st Century***

(joint conference with Midwest Business  
Administration Association [MBAA])

The 2004 Annual MBAA Conference will take place at Historic Palmer House Hilton in Chicago, Illinois. The Conference will feature distinguished papers and awards, placement service, publisher booths, and more.

Conference tracks include:

- Accounting
- Business & Health Administration
- Business Economics
- Business, Society & Government
- Operations Management and Entrepreneurship
- Finance, Real Estate, Insurance, and Risk Management
- Information Systems and Quant Methods
- International Business
- Legal Studies in Business
- North American Management Society
- Marketing
- Case Research
- Two-Year Colleges

For more information, please visit  
<http://www.mbaaconference.org/conf.htm>

**ANDREW GROSS** (Cleveland State University) announces the publication of *Management Consultancy in an Eastern European Context* (with J. Poor, KJK Publisher, Budapest, 2003. 182pp in English). Gross has also published two papers: "Global Marketing For Business Marketers" (with Z. Sipos in T. Toth, Ed., *The International Marketplace for Goods and Services*; The Budapest University of Economics and Public Administration, 2003; pp. 155-170), and "The Global Market for Industrial Goods," in I. Piskoti et al., eds., *Total Marketing, The Proceedings of the 9th Annual Conference of Hungarian Marketers*; Miskolc, Hungary: The Institute of Marketing, 2003, pp. 86-96.

**ERDENER KAYNAK** (Pennsylvania State University at Harrisburg), has edited *Strategic Global Marketing: Issues and Trends* (The Haworth Press, Inc. 2003. ISBN: 0-7890-2016-5, 234pp). The book features authors from Israel, the United States, India, Hong Kong, and New Zealand and examines the usefulness of comparative studies of dominant cultural values in successful international strategy as well as other specific facets of international marketing strategy. To order, please email [orders@HaworthPress.com](mailto:orders@HaworthPress.com).

**MASAAKI KOTABE** and **KRISTIAN HELSEN** announce their book, *Global Marketing Management, 3rd ed* (Hoboken, NJ: Wiley, 2004. ISBN: 0-471-23062-6). This book offers a fundamental paradigm shift in teaching global marketing. Rather than being bound by the traditional bilateral view of competition and marketing, Kotabe and Helsen emphasize the multilateral nature of marketing. This book prepares the reader to become an effective manager, overseeing global marketing activities in an increasingly competitive environment. The approach presents marketing with an interdisciplinary, cross-functional perspective, where the marketer has a sound understanding of how the various functional areas interface with marketing. Thoroughly revised with new content and new examples in every chapter, this new Third Edition emphasizes the fact that globalization leads to market divergence rather than convergence by freeing consumers to choose products from all over the world.

**GEORGE TESAR** (University of Wisconsin) has edited *International Business Teaching in Eastern and Central European Countries* (The Haworth Press, Inc. 2003. ISBN: 0-7890-1952-3, 163pp). The book suggests ways to help Eastern and Central European students get the most from case studies and business game simulations, examines how existing companies can be used as business laboratories for teaching, and more. To order, please email [orders@HaworthPress.com](mailto:orders@HaworthPress.com).

**RICHARD WRIGHT** (University of Richmond, Virginia) has edited (with Hamid Etemad, McGill University, Canada) *Globalization and Entrepreneurship* (Edward Elgar Publishing, 2003. ISBN: 1-84376-024-X, 264pp). The contributors to this collection provide a wealth of new analyses of both traditional and emerging aspects of entrepreneurship, from a variety of national perspectives and from a variety of disciplines. For more information, please call Edward Elgar Publishing at (413) 584-5551; fax (413) 584-9933 or visit [www.e-elgar.com](http://www.e-elgar.com).

## Members on the Move

**BOB CLARK** has moved from his position as Associate Dean of the College of Business Administration at Butler University and has taken a new position as Dean of the School of Business Administration at the University of Evansville.

**JEAN-CLAUDE COSSET**, Universite Laval (Quebec, Canada) has recently been appointed Scientific Director of the Institut de Finance Mathematique de Montreal (IFM2). He is also directly responsible for the questions carrying about the bonds with the university programs and the development of a training program in the field of mathematical finance. IFM2's University Partners are Concordia University, HEC Montreal, Universite Laval, Universite de Montreal and Universite de Sherbrooke.

**HARRY G. HARRIS**, Visiting Professor at the University of California, Davis, was an invited presenter and roundtable discussant at the Universities of the Future symposium organized by the German Minister of Education and the Fulbright Commission in Berlin in June 2003. Later, he gave speeches in five German cities in globalization and the impact of terrorism; a program sponsored by the State Department. Harry was also invited to observe the European Union referendum held in Poland in early June.

**MASOUD KAVOOSI** has been selected and appointed by the Austrian American Fulbright Commission as the Fulbright-Johannes Kepler Distinguished Chair professor of International Business in Austria. His appointment is for the academic year 2003-2004.

**WARREN J. KEEGAN** has been appointed Distinguished Professor of Marketing and International Business at the Lubin School of Business. He is director of the Lubin School's Center for Global Business Strategy.



# New Members

*We welcome the 248 new members joining between March 7 - August 4, 2003*

Susan Aaronson	Harald Dolles	Catherine Leroy-	Nicholas Perdikis	Phuspa Trivedi
Zuhair Al-Obaidi	louri Dous	Beltran	Rebecca Portnoy	Harazambos
Konstantinos	Emmanuel A. Erondu	Jon Erland Lervik	Shameen	Tsapekis
Amoiridis	Fritz Foley	Er Jie Li	Prashantham	Kostas Tsekouras
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Clare Arkwright	Sotiria Georgiou	Songhao Li	Miguel A. Ramos	Linda Ueltschy
Karina Astorga	George	Guoyong Liang	Tom Redman	Vlad Vaiman
Carrasco	Georgopoulos	Huanhuan Liang	Lee Remmers	Rubens Valerio
Raed Awamleh	Rehana Ghadially	Mei Yek Lim	Kelly Reynolds	C. Alexandra Van
Gregory Banach	Anna Giannaka	Mario Jorge Lima	Stephani Richards-	Nostrand
Varadraj Bapat	Henry Gomez	N. Sudarma Linggih	Wilson	Jay Van Wyk
Annie Bartoli	Oliver F. Gottschalg	Pamela Lirio Dohring	Mikael Runsten	A. R. Vasavi
Konstantinos	Michael Graf	Jan Liss	Merav Saker	Reinhilde Veugelers
Belimpassakis	William Han	Chien-Liang Liu	Marvin L. Salsbury	Madhu Vij
Robert B. Bennett, Jr.	Edwina R. Haring	Kuang-Tai Liu	Milisa Sammaciccia-	Orlando R. Villaverde
Nicola Berg	Zi-Lin He	Claude Lopez	Aghilar	Luis Vives
Rakesh Besant	Walid Hejazi	Alan J. Malter	Robin Sannassee	Sudhir Voleti
Alok Bhardwaj	Sasha Henry-	Nikolaos Mantidakis	Nabeel Sawalha	Chetan J. Vyas
M. Praveen Bhasa	Crawford	Miltiadis Markopoulos	Patrick Schena	Anou Wang
Prasentjit Biswas	Jan Herzog	Elie Matta	Herbert F.W. Schmitz	Yan Li Wang
Rimon Bitar	R.R. Hirwani	Asha McClean	William Schneper	Chris White
Eugene A. Bowen	Jukka Hohenthal	Mary McNally	Maureen Scully	Hilary Williamson
Louis Brennan	Tim Holcomb	Kevin M. McNeilly	Kalpna Seethepalli	Oliver Williamson
Paul A. Brewer	Reuven Horesh	Brad C. Meyer	Susan L. Segal-Horn	W. Edward Windsor
Kimberly (Kim) Cahill	Tung-Ching Hsu	Banikanta Mishra	Annabel Sels	Adeline Wong
Bruce Campbell	Robert Jack	Ivan Montiel	Ashok Kumar Seth	Mark Woodhull
Headley Campbell	Karuna Jain	Matthew Morris	G. Sethu	Changqi Wu
Sergio Carvalho	Mauricio Jenkins	Janet Morrison	Ying Shi	Liu Wu
Luis Cavanzon	Jeffrey Scott Johnson	Karen South	Yuwei Shi	Fei Xing
Rupa Chanda	Pantelis Kakoudakis	Moustafa	Amir Shoham	Dean Xu
Cynthia Chang	Ayako Kanayama	Jane Moy	Brian Silverman	Li Yan
Sindy Chapa	Min Hee Kang	Amit Mukherjee	KoAnn Skrzyniarz	Kai Yang
Dong Chen	Elangchezian	N.R. Narayana	Catherine Smith	Huan Feng Yao
Yifeng Chen	Kanimuthu	Murthy	Malcolm Smith	Xraoli Yao
Agnieszka Chidlow	Georgia Kapori	Avadhoot Nadkarni	William Snow	Selim Yazici
Tina Claudia Chini	Lutz Kaufmann	Nazly Nardi	Xiang Song	Yaying Chou Yeh
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Jae-Young Choi	Susan Key	Jon Neal	Martin Stack	Kuangsheng Yu
Geoffrey Chow	Saba Khalid	Jim Newton	Michael Stephan	Feirong Yuan
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Costa Lages	Jerry Knutson	Odd Nordhaug	Subramaniam	Man Zhang
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Errol D'Souza	Muneesh Kumar	Feng Chuan Pan	John Q. Swartz	Yan Zhang
Vincent Dai	Vikas Kumar	Jae Chan Park	Manish Talukdar	Minyuan Zhao
Maria Teresa De La	Catherine T. Kwantes	Wijin Park	Gordon Y.N. Tang	Qi Zhou
Garza Carranza	James Landi	Irshad Patel	Peter Thirkell	Hongquan Zhu
Lynda de la Vina	Edgar J. Langlois	Thomas Pauly	Amonrat	Jinyan Zhu
C. Brooklyn Derr	Miguel Lejeune	Yu-Shu Peng	Thoumrungroje	
T P Devarajan		Elfriede Penz	Tony W. Tong	

The AIB thanks them all for their long hours and diligence in reviewing and finding reviewers over the holidays to create a wonderful program. Many participants commented on the quality of the sessions and presentations at the meeting. The AIB would also like to thank Udo's team in Stockholm, which included Malin Ekberg and Lotte Brandt, for their hard work and dedication in editing the program and proceedings in time for the meeting.

The Business Association of Latin American Studies (BALAS) organized two of the sessions in Monterey. This cooperation was a continuation from the 2002 AIB meeting in Puerto Rico where BALAS organized three sessions. This collaboration presents an important step in integrating the under-represented Latin American perspective and membership into the AIB community.

The program began on **Saturday, July 5** with the Doctoral Consortium chaired by Susan Feinberg (University of Maryland) and Junior Faculty Consortium chaired by Tatiana Kostova (University of South Carolina). The new Indiana CIBER Dissertation Proposal Research Grants raised the participation and interest level at the Doctoral Consortium. There was a special Meet-the-Editors panel organized by Lloyd Russow (Philadelphia University) in the afternoon. These pre-conference sessions were regarded highly by the participants. The stimulating annual AIB Fellows plenary honoring Oliver Williamson, Eminent Scholar was held in the late afternoon. This was followed by an exquisite presidential reception held outdoors. The Monterey Institute treated the guests to an impressive flag ceremony around the patio where the reception was held.



**Sunday, July 6** began with an interesting conference-theme plenary on The Power of Ideas and International Business chaired by 2003 Program Chair Udo Zander, which featured the AIB executive board members and JIBS Editor Arie Lewin. Various concurrent sessions on cutting-edge topics were held throughout the day and lunch was served at the poster session. The Farmer Dissertation Award Finalists presented their research at a well-attended plenary session, but the winner was not announced until the awards dinner that evening. Later in the afternoon, the JIBS Decade Award plenary was held to present Steve Kogut and Udo Zander with this prestigious award. The session was followed by a reception hosted by Palgrave Macmillan, publisher of JIBS.

That evening, an elegant awards dinner was held at the hotel ballroom. AIB President Peter Buckley welcomed everyone with the help of three large video projections of his image around the room. Ernie Scalberg, Dean of the business school at Monterey Institute invited everyone to the Tuesday gala at the aquarium and thanked the many sponsors that had helped make the event possible. Jeff Arpan, University of South Carolina, was recognized for his unending dedication to the AIB over the years with the 2003 AIB Service Award. Susan Feinberg, Doctoral Consortium Chair announced the winners of the AIB-CIBER Dissertation Proposal and Research Awards to Renata Kosova (University of Michigan), Mary Maloney (University of Minnesota), and Minyuan Zhao (New York University) (see page 15). Udo Zander, AIB Vice President - 2003 Program thanked his staff and track chairs for their help.

Selection Committee Chair Saeed Samiee presented the 2003 AIB Best Paper Award Sponsored by Temple University's Fox School of Business to Nicolai Foss and Torben Pedersen and the 2003 Haynes Prize for Best Paper (for authors under 40) to Robert Salomon and Xavier Martin (see pages 14-15 for a full listing of award winners). The Richard N.



Farmer Dissertation Award Selection Committee Chair Kiyohiko Ito praised the four finalists for their excellent dissertations, and asked all of the doctoral students attending the dinner to stand for applause and recognition by the rest of the membership before announcing the winner Camilla Noonan, University College Dublin.

Dean of the AIB Fellows Don Lessard recognized the New AIB Fellow Rosalie L. Tung and introduced the International Executive of the Year N. R. Narayana Murthy, Chairman and Chief Mentor, of Infosys Technologies Limited. Mr. Murthy began by thanking the Academy for selecting him for this award, in particular, because it had raised his status with his siblings who are all doctors and researchers, while he is the only businessman in the family. His refreshing speech focussed on the need for top executives and CEOs to have integrity and to base their business models and decisions on a good set of ethics that value people and society.

AIB 2004 will be held in Istanbul, Turkey. Nakiye Boyacigiller, AIB Vice President - 2004 Program and Esra Gencturk, 2004 Local Chair gave rousing descriptions of Istanbul and gave many compelling reasons why all present should make every effort to attend AIB's first Turkish meeting. (They mentioned the fabulous hotel, friendliness of Turkish people, Turkey's position as a bridge between east/west, Islam/Christianity, and much more. A wonderful Turkish line dancing performance by a group from the Monterey Institute followed this introduction to Turkey. Many AIB participants joined in the dancing to get their first lesson in Turkish dancing.



## REMEMBERING MONTEREY: ANECDOTES OF AIB 2003

*Contributed by Harvey Arbeláez, AIB 2003 Host Institution Chair, Carmel, CA, August 27, 2003*

*When you enter an endeavor unsuccessfully then the planning was incorrect. The risk was above the gains and you stumble along the way ... Sagacity, ingenuity, planning ... it involves much weighing, odds against failure, odds against gain.*

Twenty five years ago, Stephen J. Kobrin began his frequently cited article on a reconsideration of political risk (JIBS 1979) with the above quotation. Because of the success of the AIB annual conference held in Monterey, we can state it was due to planning, planning, and planning. However, anecdotes may often escape the scope of planning. A brief recollection helps make the point.

The conference was inaugurated with the President's reception. And to contribute to this social event, the host institution organizers thought it was a great occasion to add symbolism to it. First, a flag procession was scheduled to be headed by the flag above all the flags: the white flag for peace! But there was no white flag in town. Therefore one white flag was ordered ahead of time from a flag

provider. However, to demonstrate why peace is so elusive, in spite it was sent from Sacramento, California through one of the faster couriers, it only arrived the day after the conference had finished. Therefore, to substitute such a quintessential flag, a tailor in downtown Monterey sewed one from scratch after rushing to sew pieces of cloths of pillows and sheets two hours before the procession. That was the white flag of peace that Camilo, my son, proudly was bearing that Saturday, July 5.

The symbolism went on and on. The flags of Spain, Mexico, the Republic of California, and the United States, in that order, followed the history of this beautiful land. Furthermore, the first three flag bearers were children to mean the future of a better world rests upon them. These kids were followed by graduate students of international business where the future of our field of study and practice is. And at the end of the flag procession, the three boys gave Udo's and Laurel's children teddy bears (a bear is in the Republic of California flag) of three different col-

ors to mean the need that all human beings, regardless of race and skin color, work hard together to make peace.

Another anecdote goes like this. The Emeritus President of a university, and who attended our conference, met after more than fifty years with his cousin without knowing she lives in Carmel. He and she were classmates in elementary school. At an early age he left his home country with his parents because of the diplomatic career of his father which took him around the world. She stayed in her home country until she married a foreigner and left the country too.

I hope you enjoyed these anecdotes of this conference we had the privilege to organize. Of course there are other anecdotes, but space refrains me to share them with you at present. Dear AIB members, thank you so much for having come to Monterey. You are most welcome to return to Monterey at any time, and then, I promise, I can tell you other fun stories and true anecdotes. Just remember me and Monterey.

**Monday, July 7** was filled with interesting workshops, panels and competitive sessions for the whole day. The interactive poster session lunch held in a separate ballroom with the placement center and exhibits was very well attended. Following the AIB Business meeting that evening, the CIBERs of the Universities of Indiana, Hawaii, Michigan, and Texas A&M hosted a reception for the second annual meeting of WAIB (Women in the AIB) (see report on pages 17-18). The Monterey Institute of International Studies hosted a fabulous Gala Dinner that evening for the attendees at the beautiful and spacious Monterey Aquarium. The dinner featured a wide variety of California cuisine and marvelous desserts to the delight of the attendees. The event included exhibit guides, a dive show in the kelp forest, live music from a quartet, and a raffle, but it was the marine life that stole the show and pleased the crowd. We thank our gracious hosts for creating such a magical evening for the AIB.



**Tuesday, July 8**, the final day of the conference, was filled with more interesting concurrent sessions. The final event was a relaxing wine and cheese poster session, that has become an AIB tradition since Stefanie Lenway started the practice in 1999 in South Carolina. Each year, we have more and more people attending the interactive poster sessions because they are a great way to network and present unique or in-progress research.

The AIB invites you to join us at the 2004 meeting in Istanbul, Turkey July 10- July 13, 2004. It will be held at the beautiful Swissôtel Istanbul, The Bosphorus and hosted by Koc, Marmara, Sabanci, and Bogazici Universities in Turkey. The 2004 program chair will be Nakiye Boyacigiller, Sabanci University. See the AIB Web site at [www.aibworld.net](http://www.aibworld.net) for up-to-the-minute details as they are available on the 2004 meeting page under "Events".

# A W A R D S

Academy of International Business 2003



International Executive of the Year:  
**N. R. Narayana Murthy**, Infosys Technologies  
 (pictured with former AIB President and Dean of AIB  
 Fellows Donald Lessard)



AIB Service Award:  
**Jeffrey Arpan** (left), University of South Carolina (pic-  
 tured with AIB President Peter J. Buckley)



JIBS Decade Award:  
**Bruce Kogut**, University of Pennsylvania (not pictured)  
 and **Udo Zander**, Stockholm School of Economics (right,  
 pictured with Rachel Young of Palgrave and AIB Past  
 President Steve Kobrin)  
*Knowledge of the Firm and the Evolutionary Theory of the  
 Multinational Corporation*, VOL. 24, NO. 4, PP. 625-645



AIB Best Paper Award, sponsored by Temple University's Fox  
 School of Business:  
**Nicolai J. Foss** (not pictured), Copenhagen Business School and **Torben  
 Pedersen** (right, with Saeed Samiee), Copenhagen Business School  
*The MNC as a Knowledge Structure: The Roles of Knowledge Sources  
 and Organizational Instruments for Knowledge reation and Transfer*  
 1st Runner-Up: **Reinhilde Veugelers**, University of Leuven and  
**Francesca Sanna-Randaccio**, University of Rome "la Sapienza"  
*Multinational Knowledge Spillovers With Centralized Versus  
 Decentralized R&D*



**Farmer Dissertation Finalist Travel Stipends**  
*We would like to thank the Sheth Foundation for their contribution, which allowed the following doctoral students to receive \$500 travel stipends to attend the meeting to compete for the Farmer Dissertation Award.*

The Richard N. Farmer Dissertation Award Finalists Are (From left to right: **C. Fritz Foley**, University of Michigan; **Robert Salomon**, University of Southern California; **Camilla A. Noonan [winner]**, University College Dublin, Ireland; **Mourad Dakhli**, Georgia State University)



**Haynes Prize for Best Paper:**  
 (best paper by authors under 40)

**Robert Salomon**, University of South Carolina (left), and **Xavier Martin**, New York University (right)  
*Technology Transfer and Implementation: Exploring the 'Time-To-Build' Fabrication Facilities in the Global Semiconductor Industry*

**Haynes Prize 1st Runner-Up:**  
**Naomi Gardberg**, Baruch College, **William Newburry**, Rutgers Business School and **Liuba Belkin**, Rutgers Business School  
*Organizational Attractiveness is in the Eye of the Beholder: Movement Capital's Moderating Effects on the Relationships of Cultural Distance and Internationalization with Organizational Attractiveness*



**AIB-CIBER Dissertation Proposal Awards:**

*These new awards are funded by a generous grant of \$2500 from the Indiana University CIBER*  
 From left to right: **Susan Feinberg**, Doctoral Consortium Chair; **Renata Kosova**, University of Michigan (AIB CIBER Dissertation Proposal Award); **Minyuan Zhao**, New York University (AIB CIBER Dissertation Research Grant); and **Mary Maloney**, University of Minnesota (AIB CIBER Dissertation Research Grant)

### Area Scholarship

Maria Teresa de la Garza Carranza (Institute Tecnologico de Celaya, Mexico) received an AIB Foundation travel stipend of \$500 to attend the meeting. She was also awarded complimentary registration, and two years AIB membership. Representatives from the AIB Executive Board, the Area Scholar, and other attendees participated in a special round table session on "Teaching International Business in Emerging Economies".

### Doctoral Travel Stipend Winners

The following doctoral students were awarded \$500 travel stipends from the AIB Foundation so that they could participate in the meeting.

1. Carvalho, Sergio, Baruch College/CUNY-The Graduate Center, NY, USA
2. Chen, Dong, Rutgers, The State University of New Jersey, NJ, USA
3. Chini, Tina, Vienna University of Economics and Business Administration, Austria
4. Ciabuschi, Francesco, Uppsala University, Sweden
5. Criscuolo, Paola, University of Sussex, UK
6. Dohring, Pamela Lirio, McGill University, Canada
7. Dunlap-Hinkler, Denise, Temple University, PA, USA
8. Eapen, Alexander, Center Graduate School, Tilburg University, The Netherlands
9. Gottschalg, Oliver, Strategic Management INSEAD, France
10. He, Zi-Lin, National University of Singapore, Singapore
11. Joardar, Arpita, University of South Carolina, SC, USA
12. Kirca, Ahmet, University of South Carolina, Moore School of Business, SC, USA
13. Kosova, Renata, University of Michigan Bus. School, Corp. Strategy and IB Dept., MI, USA
14. Krishnan, Rekha, Center Graduate School, Tilburg University, The Netherlands
15. Kumar, Vikas, John Cook School of Business, Saint Louis University, MO, USA
16. Li, Dan, Texas A&M University, TX, USA
17. Liang, Guoyong, Erasmus University Rotterdam, The Netherlands
18. London, Ted, Kenan-Flagler Bus. School, University of N. Carolina at Chapel Hill, NC, USA
19. Mansolas, Helen, University of Warwick, UK
20. Martinez-Lopez, Carmen Leonor, The University of Texas-Pan American, TX, USA
21. Nevins, Jennifer, The Moore School of Business, University of South Carolina, SC, USA
22. Park, Hyeon Jeong, Cornell University, School of Industrial & Labor Relations, NY, USA
23. Roy, Jean-Paul, Schulich School of Business, York University, Canada
24. Shoham, Amir, Ben Gurion University of the Negev, School of Management, Israel
25. Tahir, Rizwan, University of Vaasa, Finland
26. Thourungroje, Amonrat, Washington State University, WA, USA
27. Tong, Tony, Fisher College of Business, The Ohio State University, OH, USA
28. Vecchi, Alessandra, School of Mgmt., University of Bath, UK
29. Vives de Prada, Luis, IESE Business School, Spain
30. Yin, Haiyan, The George Washington University, DC, USA

## AIB 2003 Meeting Registrants by Country

AUSTRALIA	12	2.21%
AUSTRIA	6	1.11%
BARBADOS	1	0.18%
BELGIUM	3	0.55%
BRAZIL	4	0.74%
CANADA	23	4.24%
COSTA RICA	1	0.18%
DENMARK	4	0.74%
FINLAND	4	0.74%
FRANCE	7	1.29%
GERMANY	9	1.66%
GREECE	1	0.18%
HONG KONG, SAR-PRC	6	1.11%
HUNGARY	1	0.18%
IRELAND	4	0.74%
ISRAEL	7	1.29%
ITALY	1	0.18%
JAPAN	7	1.29%
MEXICO	4	0.74%
NETHERLANDS	12	2.21%
NEW ZEALAND	7	1.29%
NORWAY	1	0.18%
P.R. CHINA	5	0.92%
PORTUGAL	1	0.18%
REP OF KOREA	13	2.40%
REP OF SINGAPORE	8	1.48%
SPAIN	7	1.29%
SWEDEN	11	2.03%
SWITZERLAND	2	0.37%
TAIWAN, R.O.C.	3	0.55%
THAILAND	1	0.18%
TURKEY	3	0.55%
UNITED KINGDOM	20	3.69%
USA	338	62.36%
VENEZUELA	1	0.18%
WEST INDIES	4	0.74%
<b>Total:</b>	<b>542</b>	



# WAIB (WOMEN IN THE ACADEMY OF INTERNATIONAL BUSINESS) REPORT

## WAIB RECEPTION

WAIB held its third annual meeting and reception at the AIB meetings in Monterey, California. Approximately, 70 people attended, met old friends and made new ones, and enjoyed good conversations and refreshments. Lorraine Eden, founder of WAIB, thanked the CIBERs at the University of Michigan, Indiana, Hawaii and Texas A&M for sponsoring the reception. She also thanked Laurel King, AIB Managing Director, for her work on behalf of WAIB and AIB.

## WAIB DIRECTORY

Lorraine Eden noted that the second WAIB Directory had been emailed to members in June. Individuals were asked to log on to the WAIB website at <http://cibs.tamu.edu/waib/join.asp> and update their information in the Directory. (If you haven't done so already, please do so now. In particular, we are very interested in collecting information on research and teaching activities.) Based on these revisions, a final version of the 2003 Directory would be distributed in mid-August. Members would be asked to forward copies to their department heads and deans to ensure the widest possible distribution.

The WAIB Directory is seen as a key method for raising the profile of women within the Academy. Containing the names, email addresses and profiles of almost all women faculty and doctoral student members in the Academy of International Business, the Directory can be used in searches for departmental hiring, board members for journals, participants for conferences and workshops, visiting speakers, and so on. It also provides a way for individuals working in the same research and/or teaching areas to network with one another.

## ELECTION

WAIB held its first formal elections at the AIB meetings in Monterey. Nominations were submitted by WAIB members to Lorraine Eden in the month before the election. A tentative slate of officers was sent by email to WAIB members just before the AIB meetings and ballots were circulated at the WAIB meeting in Monterey. Marjorie Lyles, AIB Vice President Administration and WAIB's link to the AIB Executive, ran the election. The election results were: Lyn Amine (President), Susan Trussler (Vice President), Hildy Teegen (Secretary-Treasurer) and Susan Gupta (member-at-large). Let's congratulate our new Executive and wish them well in their activities over the next 12 months. Among the first tasks of the new WAIB Executive will be writing a constitution for the organization, which will need to be approved by the members at next year's meetings in Istanbul.



Lorraine Eden,  
Founding Past  
President



Lyn Amine,  
Current President



# 2003-2004 WAIB EXECUTIVE

I list below all the members of this year's WAIB Executive, together with their email addresses in case you would like to reach one of them directly.

## **President**

Lyn Amine is Professor of Marketing and International Business at Saint Louis University. She is a Distinguished Fellow of the Academy of Marketing Science and has been a Senior Fulbright Scholar in Bahrain (1993) and Morocco (1999). Email: aminels@slu.edu

## **Vice President**

Susan Trussler is Director of the Center for International Business at the University of Scranton in Pennsylvania. She served as AIB Northeast Chair 1993-1995 and was program chair in 1992, 1993 & 2001. She was Vice President Administration of AIB 1996 to 1998. Her recent publications focus on strategies for internationalization and computerization, and on internationalizing business curricula. Email: trussler@UofS.edu.

## **Secretary-Treasurer**

Hildy Teegen is Associate Professor of International Business and International Affairs at George Washington University in Washington D.C. Her research focuses on crossborder alliances, international negotiations, and international exporting and investment strategy. She received the Governor's Export Award from the State of Virginia for her work assisting small business exporters in that state. Email: Teegen@gwu.edu.

## **Member-at-Large**

Susan Forquer Gupta is Assistant Professor at the University of Wisconsin Milwaukee. She specializes in marketing and international business. Her current research focus is on cultural differences and their effect upon business-to-business interactions such as buyer/seller relations, joint venture partnerships, and strategic alliances. Email: sgupta@uwm.edu.

## **Founding Past President**

Lorraine Eden is Professor of Management and a Texas A&M Faculty Fellow at Texas A&M University, College Station, Texas. She has been Vice-President and 2002 Program Chair for the Academy of International Business, and was the founder of WAIB. She currently moderates the WAIB list serve (WAIB-L) and works with Beckie LeFlore on the WAIB website and Directory. Email: leden@tamu.edu.

## **Webmaster**

Rebekah LeFlore. Beckie is webmaster and staff assistant in the Center for International Business Studies, Mays Business School, at Texas A&M University, College Station, Texas. She is the webmaster for the WAIB home page and works with Lorraine Eden on the WAIB Directory. Email: rlflore@cgsb.tamu.edu.

We look forward to working with all WAIB members over the next year and hope to have more WAIB activities in place at the Istanbul meetings next July 2004. Any comments and/or suggestions about WAIB should be directed to Lyn Amine, WAIB President, at amines@slu.edu.

Thanks!

Lorraine Eden, WAIB Founding Past President  
Academy of International Business  
leden@tamu.edu  
July 21, 2003

UNIVERSITY OF PENNSYLVANIA  
POSITION ANNOUNCEMENT  
MULTINATIONAL MANAGEMENT

The Department of Management of the Wharton School is recruiting for a tenure track position in Multinational Management. Although we have a preference for entry-level candidates, we would be willing to consider applications at all levels.

Multinational Management is a research area. Other areas include: Strategy, Organizational Behavior, Human Resources Management and Entrepreneurship. Applicants should be solidly grounded in one of these areas, or in a relevant social science discipline, and demonstrate strong international interests.

The Wharton School and the Department of Management The student body is very international and an innovative and exciting program is in place which will globalize the curriculum, students, and faculty. As Multinational Management is an integral part of the Department, faculty have a unique opportunity to pursue international and functional management interests in research and teaching.

Successful candidates will be able to demonstrate outstanding research potential as well as a strong interest and competence in teaching. Applicants for positions other than entry level should have a solid record of publication in first rate academic journals.

**Please indicate in your cover letter which areas you wish to be considered.** Send applications materials--cover letter, CV, sample publications and abstracts-- via E-mail with attachment (Word or Adobe Acrobat preferred) to: [recruiting@management.wharton.upenn.edu](mailto:recruiting@management.wharton.upenn.edu).

Please have 3 references forward letters of recommendation to:

*Chair, Department of Management  
The Wharton School  
University of Pennsylvania  
2028 Steinberg-Dietrich Hall  
Philadelphia, PA 19104-6370*

Applicants should send materials by November 1, 2003

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## AIB 2004 in Istanbul, Turkey

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Istanbul, Turkey - July 10-13, 2004

***Bridging with the Other: The  
Importance of Dialogue in International  
Business***

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For the most up to date information,  
please visit:

**[www.aibworld.net](http://www.aibworld.net)**

# The Multinational Business Review

is now published at  
Saint Louis University  
by the Boeing Institute  
of International Business  
John Cook School of Business



SAINT LOUIS  
UNIVERSITY

**Editor in Chief**  
Seung H. Kim, Ph.D.

Dr. Seung Kim is a professor of international business and finance. Since 1984 he has served as the founding director of the Boeing Institute of International Business in the John Cook School of Business at Saint Louis University.

**Editor**  
Hongxin John Zhao, Ph.D.

Dr. John Zhao is an associate professor of international business. He teaches courses in international business, Asian business and strategic management.

**Business Manager**  
Karen Schneider, MBA

Ms. Schneider has more than 15 years experience in academic administration. She has been with the Boeing Institute of International Business since 1998.

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*Journal of International Business Studies, 4th Qtr 2000*

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# Boeing Institute of International Business



SAINT LOUIS  
UNIVERSITY

# John Cook School of Business

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**Start Date** Fall Semester 2004

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**Assignments** Probable course assignments include Introduction to International Business, International Business Strategies, and Asian, Latin American, or European Business courses.

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**John Cook School of Business** Approximately 1,300 undergraduate and 400 graduate students study at the university's School of Business.

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.. International Business: Degrees are offered at the undergraduate, MBA, and Ph.D. levels. The Boeing Institute of International Business also offers an Executive Master of International Business degree.

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**Curriculum Vitae** To be considered, please send a curriculum vitae with cover letter to:

Dr. Seung H. Kim, Director  
Boeing Institute of International Business  
Saint Louis University  
Cook Hall, Room 332  
3674 Lindell Boulevard  
St. Louis, MO 63108-3397  
Phone: (314) 977-3898  
Fax: (314) 977-7188  
Email: [biib@slu.edu](mailto:biib@slu.edu)

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Center for International  
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Where: Thunderbird,  
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Graduate School  
of International  
Management

15249 N. 59th Avenue  
Glendale, AZ, 85306  
AT&T Auditorium,  
Global Business  
Building

Cost: \$100

For more information,  
please contact:

Dena Marie Braun  
braund@t-bird.edu  
602-978-7385

### Presenting Authors Include:

Jean Boddewyn	CCNY (Baruch College)
Thomas Brewer	Georgetown University
Dong-Sung Cho	Seoul National University
Farok Contractor	Rutgers University
John Dunning	Rutgers/Reading University
Lorraine Eden	Texas A&M University
Robert Grosse	Thunderbird
Stephen Kobrin	Wharton School of Business
Stephanie Lenway	University of Minnesota
Yadong Luo	University of Miami
Tom Murtha	University of Minnesota
Klaus Meyer	Copenhagen Business School
Lee E. Preston	University of Maryland
Ravi Ramamurti	Northeastern University
Stefan H. Robock	Columbia University
Dennis Rondinelli	University of North Carolina
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The successful applicants will join a Faculty that is distinct in many ways (apart from having Canada’s best climate, Victoria is located on a picturesque island on the west coast of Canada next to Seattle and Vancouver). For example:

- Our Research Activity – In a recent study (April 2000) that reviewed publications in the top 32 business journals from 1995-2000, the Faculty placed first in Canada in output per faculty member.
- “The International Experience” – For its uniquely international business education, the Faculty has received both the Scotiabank Award for Excellence in Internationalization from the Association of Universities and Colleges of Canada (AUCC) and the Award for Outstanding International Programming from the Canadian Bureau of International Education (CBIE) for creating this experience. This international focus is created not only through material used in the classroom or through the international demographics of our students but also through extensive exchange programs and overseas co-op work opportunities for students and research that is global in its focus and reach.
- Areas of Specialization – International Business, Entrepreneurship, and Hospitality/Services Management. These specializations underpin the need for the three appointments that we are currently seeking. These specializations have, in many ways, enabled the faculty to create its strong brand name. The entrepreneurship specialization recently won two awards: the Academy of Management Innovation in Pedagogy Award and the US Association of Small Business and Entrepreneurship Model Undergraduate Program Award. The service management specialization also won the 2001 J.W. McConnell Foundation Award for Innovation in Teaching. The awards for our international business focus are noted above.

Overall, the University of Victoria is widely recognized for its innovative and responsive programs and its interdisciplinary and international initiatives. More than 18,000 undergraduate and graduate students from around the world enjoy a beautiful campus that offers outstanding social, cultural, artistic, environmental and athletic opportunities. We hope you will consider joining our growing University and Faculty.

Please send a letter of application with curriculum vitae, appropriate evidence of research and teaching skill, and three references to: Dr. Ali Dastmalchian, Dean, Faculty of Business, University of Victoria, PO Box 1700, STN CSC, Victoria, B.C. V8W 2Y2. Telephone: (250) 721-6068. Fax: (250) 721-6613, e-mail: [dastmal@business.uvic.ca](mailto:dastmal@business.uvic.ca), website: [www.business.uvic.ca](http://www.business.uvic.ca). The University of Victoria is an equity employer and encourages applications from women, persons with disabilities, visible minorities, aboriginal peoples, people of all sexual orientations and genders, and others who may contribute to the further diversification of the university. All qualified candidates are encouraged to apply; however, in accordance with Canadian Immigration requirements, Canadians and permanent residents will be given priority. Consideration of applications will begin on Monday, August 11, 2003 but applications will be accepted until the positions are filled.



# AIB MEMBERSHIP APPLICATION

ACADEMY OF INTERNATIONAL BUSINESS

Action(s):  New Membership  Renewal  Address Correction

Type of Membership:  Regular - \$85  Student - \$45  Low Income - \$45\*  Electronic - \$25\*\* (Developing Countries - Web access to JIBS & Directory, etc. No print materials)

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Family (or Last) Name	First Name	Middle Initial	<input type="checkbox"/> Add your name to the WAIB (Women in the AIB)	
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Make cheques payable to the **Academy of International Business**. Overpayments will be processed as gifts to the AIB Foundation and/or the Adopt-A-Library program and acknowledged in the *AIB Newsletter*. Applicants outside the US are requested to pay by credit card or to remit funds by means of International money order denominated in US dollars or by check drawn upon a US bank. Foreign cheques must have micro-encoded banking information, including the ABA routing number at the bottom of the cheque, a US bank address and have the US dollar amount imprinted on them. The regular annual membership dues of \$85 and the Student and Low-income annual membership of \$45 in the Academy of International Business both include \$40 for a one-year subscription to the *Journal of International Business Studies*. Federal Employer ID #23-7442958

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**MAIL TO:**

Academy of International Business  
University of Hawaii at Manoa - CBA  
2404 Maile Way (C-306)  
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**FAX TO:** (808) 956-3261

\* Low income memberships are offered to individuals with gross annual incomes below US\$25,000.  
\*\* Electronic Membership is available only to members in developing countries who qualify for low income.