EIBA 2007

detailed programme
09.12.2007
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<th>Time</th>
<th>Session A</th>
<th>Session B</th>
<th>Session C</th>
<th>Session D</th>
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**Thursday 13**

**Frida 14**

**Saturday 15**
OPENING PLENARY SESSIONS

THURSDAY, DECEMBER 13
19:00-20:30 Opening Plenary Session

International Business, Local Development and Science-Technology Relationships
Location: Aula Magna. Audio-video connection will be provided in Rooms B (2nd floor – see Map D), E and I (3rd floor – see Map E). All rooms are located in the Faculty Main Building.
Chair: Antonio D’Agata, University of Catania

Welcome addresses
Antonino Recca, Chancelor of the University of Catania
Giuseppe Vecchio, Dean of the Faculty of Political Science, University of Catania
Grazia D. Santangelo, Conference Chair, University of Catania

Keynote Speakers
Gaetano Casalaina, Indesit Public Affairs Director
Social responsibility: a philosophy and an added value for the global competition

Maryann Feldman, Miller Distinguished Professor of Higher Education at the University of Georgia
Jurisdictional Advantage: How Places Compete the Global Economy

20:45 Welcome Buffet
Location: Faculty Library, via Dusmet, 163 (see Map A and F).
CONFERENCE SESSION

FRIDAY, DECEMBER 14

09:00–10:30 EIBA Fellow Business Meeting
Location: Dusmet Room (1st floor), Faculty Library, via Dusmet 163 (see Map G).

09:00–10:30 Panel and Parallel sessions 1

SESSION A: 6C. The impact of outward investment on the home base context
Location: room A, 1st floor – see Map C
Chair: Davide Castellani, University of Perugia

How does investing in cheap labour countries affect performance at home? France and Italy
Davide Castellani, University of Perugia
Giorgio Barba Navaretti, University of Milan
Anne-Celia Disdire, INRA-INA PG

Offshoring of R&D activities and new organisational concepts at home
Steffen Kinkel, Fraunhofer Institute for Systems and Innovation Research (ISI)

The internationalisation of service and manufacturing firms - A comparative study in the Swiss economy
Ralph Lehmann, University of Applied Sciences Eastern Switzerland (FHO)

Growth and learning spillovers from international markets: Empirical evidence from Greek firms
Emmanuella Plakoyiannaki, Aristotle University of Thessaloniki
Ioanna Deligianni, Athens University of Economics and Business
Pavlos Dimitratos, Athens University of Economics and Business

SESSION B: 4C. Internal organization of the MNC
Location: room B, 2nd floor – see Map D
Chair: Tina Claudia Ambos, Vienna University of Economics and Business Administration and The University of Edinburgh

International management, political arena and dispersed entrepreneurship in the MNC
Christopher Williams, University of Amsterdam
Soo Hee Lee, Birkbeck College, University of London

The co-evolution of charters, capabilities and structures in the internationalization process
Tina Claudia Ambos, Vienna University of Economics and Business Administration and The University of Edinburgh
Bodo B. Schlegelmilch, Vienna University of Economics and Business Administration
Björn Ambos, Vienna University of Economics and Business Administration
Barbara Brenner, Vienna University of Economics and Business Administration

Profiling sustainable innovators: Not ready to make nice?
Christoph Grimpe, Centre for European Economic Research (ZEW)
Ihsen Ketata, Georgia Institute of Technology (CIBER)
Managing conflict in virtual teams: The role of communication technologies
Chi-Yun Chen, University of Manchester
Paul Jackson, University of Manchester

SESSION C: 5W. Multiple perspectives on subsidiaries
Location: room D, 2nd floor – see Map D
Chair: Lars Håkanson, Copenhagen Business School

The international expansion of smaller scale retailers
Andre Sammartino, University of Melbourne

Beyond subsidiary embeddedness - A framework for future analysis of mnc embeddedness
Phillip Christopher Nell, Vienna University of Economics and Business Administration
Katharina J. Raab, Vienna University of Economics and Business Administration

Subsidiary survival and competitive dynamics in host country markets
Ronaldo Parente, Rutgers University
Sonia Ketiar, Towson University

SESSION D: 3C. Appreciative theorising in international business
Location: room E, 3rd floor – see Map E
Chair: Antonello Zanfei, University of Urbino

Evolutionary theory of the globalisation of firms
Thomas Borghoff, University of Dortmund

The eclectic umbrella
Kurt Pedersen, School of Business, University of Aarhus
Jesper Strandskov, University of South Denmark

Geographic orientation and performance of global versus regional MNEs
Anthony Goerzen, University of Victoria
Christian Asmussen, Copenhagen Business School

SESSION E: 2W. Regional competitiveness
Location: room F, 3rd floor – see Map E
Chair: Jean-Paul Lemaire, ESCP-EAP European School of Management

An examination of international firms’ intentions to relocate: A loyalty approach
Jan Møller Jensen, University of Southern Denmark
Per Servais, University of Southern Denmark
Erik Stavnsager Rasmussen, University of Southern Denmark

The rise of the BRIC economies: Challenges of a multi-polar world for international business scholars and managers
Asta Salmi, Helsinki School of Economics
Joanna Scott-Kennel, Victoria University of Wellington

How to increase regional competitiveness in a context of international opening?
Milena Viassone, University of Cassino
SESSION F: 7C. MNEs and corporate citizenship
Location: room I, 3rd floor – see Map E
Chair: Rob van Tulder, RSM Erasmus University

Multinationals in their communities - A social capital approach to corporate citizenship projects
Ian Wingate Jones, Somerville College
Michael Gerald, Pollitt Judge Business School
David Bek, Centre for Business Research

Multi-national enterprises and human rights: An enforcement discussion
Andrea Jane Bather, Waikato Management School, University of Waikato
Alison McCourt Waikato, Management School, University of Waikato
Jagdeep Singh-Ladhar, Waikato Management School, University of Waikato

Achieving a balance in the rights/obligations of companies and countries
Ana Teresa Tavares-Lehmann, University of Porto
Stephen Young, CIER, University of Glasgow

SESSION G: 10C. Export policies
Location: room L, 3rd floor – see Map E
Chair: Fragkiskos Filippaios, London School of Economics and Political Science and University of Kent/Kent Business School

Learning to export: The adoption and diffusion of exporting in brazilian agribusiness
Angela da Rocha, Coppead Graduate School of Business
Joana Monteiro, DAI Brasil
Beatriz Kury, Coppead Graduate School of Business

Dynamic effects of R&D subsidies in Slovenia: substitute or complement to private R&D expenditures?
Anze Burger, University of Ljubljana
Andreja Jaklic, University of Ljubljana
Matija Rojec, University of Ljubljana

Business actor in the political network
Enikő Káptalan-Nagy, Uppsala University
Sabine Gebert Persson, Högskolan Dalarna

SESSION H: 10W. FDI and policy
Location: room M, ground floor – see Map B
Chair: Celeste Amorim Varum, University of Aveiro

Internationalisation of R&D: Trends, impact and policy implications
Reinhiilde Veuglers, KULeuven, EC-BEPA & CEPR

Exploring economic and policy determinants of FDI. A Panel data analysis.
Celeste Amorim Varum, University of Aveiro
Joaquim Carlos Pinho, University of Aveiro
João Paulo Bento, University of Aveiro

Poland’s evolving net outward investment position: A cross-industry analysis
Marian Gorynia, Poznan University of Economics
Jan Nowak, Central European University, Budapest
Radoslaw Wolniak, Warsaw University, Warsaw

**Institutional changes and trend behaviour of FDI flows towards EU**
Irini Smaragdi, Aristotle University of Thessaloniki
Konstantinos Katrakilidis, Aristotle University Of Thessaloniki
Nikolaos Varsakelis, Aristotle University of Thessaloniki

**SESSION I: 8W. International R&D and finance**
**Location:** room N, ground floor – see Map B
**Chair:** Sougand Golesorkhi, Manchester Metropolitan University

**Impacts of international and domestic R&D alliances on return on assets: Some counterintuitive evidence**
Hélène Delerue, Université du Québec à Montréal
Albert Lejeune, Université du Québec à Montréal

**Analysing the conditions of emergence of innovative projects: evidence from the upstream stages of the NPD**
Eric Stevens, Groupe ESCEM
Richard Soparnot, Groupe ESCEM

**Strategic Assets, Financial Contracting and Equity Share Contribution in International Joint Ventures**
Mike Bowe, University of Manchester
Sougand Golesorkhi, Manchester Metropolitan University

**SESSION J: 5W. International expansion of SMEs**
**Location:** room O, ground floor – see Map B
**Chair:** Catherine Welch, Hanken Swedish School of Economics and Business Administration and the University of New South Wales

**Entering an emerging market from a small country afar – Entry stages, structural characteristics and governance processes**
Sverre Tomassen, Norwegian School of Management
Randi Lunnan, Norwegian School of Management

**The determinants on SMEs pace of foreign expansion**
Siv Marina Flø Karlsen, Oslo University College

**A classification of opportunism in transnational inter-firm networks of SMEs**
Philipp Schauwecker, University of Bayreuth
Torsten M. Kühlimann, University of Bayreuth

**SESSION K: 4W. Managing human resources and knowledge**
**Location:** room X, 2nd floor – see Map D
**Chair:** Adam Smale, University of Vaasa

**Antecedents of HRM integration mechanism usage in MNC subsidiaries in China**
Adam Smale, University of Vaasa
Ingmar Björkman, Swedish School of Economics and Business Administration
Jennie Sumelius, Swedish School of Economics and Business Administration

**Configuration of value activities in international service firms. A network analysis of HRM practices**
Nicola Berg, University of Dortmund  
Dirk Holtbrügge, University of Erlangen-Nuremberg  
Katja Wiedemann, University of Erlangen-Nuremberg

**Exertion of Power or Division of Work: Management Knowledge in a Cross-Border Automotive Supply Chain**  
Roland Bardy, Fachhochschule Worms

**10:30–11:00 Coffee break**  
**Location:** 2nd floor and 3rd floor, Faculty Main Building.

**11:00–12:30 EIBA Fellows plenary session**  
**International Corporate Governance**  
**Location:** Aula Magna. Audio-video connection will be provided in Rooms B (2nd floor – see Map D), E and I (3rd floor – see Map E) are connected in audio-video. All rooms are located in the Faculty Main Building.  
**Chair:** Klaus Macharzina, University of Hohenheim  

**Keynote Speakers:**  
Shirley Daniel, University of Hawaii  
Lars Oxelheim, Lund University  
Marjan Svetlicic, University of Ljubljana  
Ans Kolk, University of Amsterdam

**12:30–13:30 Lunch and Poster session**  
**Location Lunch and Poster Session:** Faculty Library, via Dusmet, 163 (see Map A and F).

**International Financial Markets**

**The expectations of oil companies on future oil prices: an empirical analysis of reserves trading**  
Rafael F. Schiozer, Fundação Getulio Vargas/Brazil  
Gabriel Alves Costa Lima, State University of Campinas  
Saul Suslick, State University of Campinas

**Institutional environment**

**dDecision making at the European parliament and corporate lobbying activities**  
Robert Charles Kennedy, University of Kent/Kent Business School  
Fragkiskos Filippaios, University of Kent/Kent Business School  
John Sharp, University of Kent/Kent Business School

**Internationalisation of SMEs**

**Country dispersion, risk and international performance of SMEs. A Bayesian analysis**  
Antonio Majocchi, University of Pavia  
Luciana Dalla Valle, University of Pavia

**Utilising knowledge acquisition for international competitive advantage**

**The internet and the internationalization of Brazilian manufacturing companies**  
Zandra Balbinot, Centro Universitário Positivo  
Marie Anne Macadam, Universidade Estadual do Rio Grande do Sul  
Alexandre Reis Graeml, Centro Universitário Positivo
Internationalization, knowledge and learning

Managerial learning and leadership in international JVs
Milan Maly, University of Economics, Prague

Strategic knowledge management in the multinational corporation (MNC) through transcultural projects
Victor S. Sohmen, The University of Queensland

A framework of learning organization: From learning organization context to employee learning orientation
Agnieszka Olsztynska, Poznan University of Economics
Habte Giorgis Woldu, School of Management, University of Texas at Dallas

The movement of R&D employees within MNEs: An empirical investigation from the subsidiary perspective
Dimitris Manolopoulos, The American College of Greece
Pavlos Dimitratos, Athens University of Economics and Business

Need of inward internationalization approach in IHRM practices: Foreigners seen by Finnish employers
Minna Söderqvist, Helsinki School of Economics
Tarja Pietiläinen, Life Works Consulting Ltd & University of Kuopio

Post-merger integration techniques: Integrative capacity
Ásta Dís Óladóttir, Copenhagen Business School

13:30–14:30 EIBA General Assembly
Location: Aula Magna. Audio-video connection will be provided in Rooms B (2nd floor – see Map D), E and I (3rd floor – see Map E). All rooms are located in the Faculty Main Building.

14:30–15:00 Coffee break
Location: 2nd floor and 3rd floor, Faculty Main Building.

15:00–16:30 Panel and Parallel sessions 2

SESSION A: 4C. Organizational culture and language
Location: room A, 1st floor – see Map C
Chair: Pervez Ghauri, Manchester Business School

Organizational acculturation in a European MNC: A value-based approach
Adam Smale, University of Vaasa
Vesa Suutari, University of Vaasa
Jan Selmer, University of Aarhus

Managing post-acquisition cultural change: an acquired company’s perspective
Anna V. Zueva, University of Bradford School of Management
Pervez N. Ghauri, Manchester Business School

Ranking and rating in native-language versus English-language questionnaires: A methodological comparison
Anne-Wil Harzing, University Of Melbourne
Joyce Baldueza, Worldbank
SESSION B: 5C. Technology and innovation

Location: room B, 2nd floor – see Map D
Chair: Björn Ambos, Vienna University of Economics and Business Administration

Pre- and post entry learning of young technology firms: Antecedents of objective and tacit knowledge
Christian Schwens, University of Giessen
Ruediger Kabst, University of Giessen

Headquarters value-adding in sub-unit technology development projects in the multinational corporation
Ulf Andersson, Uppsala University
Philip Kappen, Uppsala University

Towards an understanding of the internationalisation process of High-Tech SMEs: A case study of biopharmaceutical firms
Catherine Welch, HANKEN Swedish School of Economics and Business Administration
Lisa Hewerdine, University of Adelaide

SESSION C: 1W. Internationalisation and innovation in the home country

Location: room D, 2nd floor – see Map D
Chair: Julie Michel, University of Fribourg

The effects of FDI in R&D on home countries: The case of Switzerland
Julie Michel, University of Fribourg

New service development process in international markets case: Technopolis in St. Petersburg
Kaisa-Kerttu Anneli Peltola, Turku School of Economics
Valtteri Juhani Kaartemo, Turku School of Economics
Russian innovation clusters - Platforms for foreign R&D investments
Anna-Mari Ylä-Kojola, Lappeenranta University of Technology
Juha Väätänen, Lappeenranta University of Technology
Marko Torkkeli, Lappeenranta University of Technology
Maria Smirnova, St. Petersburg State University
Sergei Karchtch, St. Petersburg State University

SESSION D: 3C. Forms and strategies of internationalisation
Location: room E, 3rd floor – see Map E
Chair: Stefano Elia, Politecnico di Milano

Reinvested earnings as a form of foreign direct investment: Evaluating the determinants of affiliate reinvestment
Sarianna M. Lundan, University of Maastricht

Do Japanese firms use joint ventures to steal knowledge from their American partners?
An examination of the evolution of Japanese-US joint ventures in Japan
Jean-Francois Hennart, Tilburg University
Shinichi Ishii, Osaka City University

Do Western European FDI substitute for trade towards Eastern Europe?
Stefano Elia, Politecnico di Milano

SESSION E: 6C. Global sourcing and transfer of knowledge. The role of subsidiaries
Location: room F, 3rd floor – see Map E
Chair: Lucia Piscitello, Politecnico di Milano

The multinational corporation and the global sourcing of knowledge: Remodelling absorptive capacity
Constantina Kottaridi, University of Peloponese
Marina Papanastassiou, Copenhagen Business School
Christos Pitelis, University of Cambridge
Dimitris Thomakos, University of Peloponese

To be or not to be... - the question of subsidiary and headquarter involvement in MNE knowledge transfer
Henrik Dellestrand, Uppsala University

Understanding R&D subsidiary isolation in knowledge intensive industries: A contingency approach
Christopher Williams, Birkbeck College
Brigitte Nones, JOANNEUM RESEARCH Forschungsgesellschaft mbH

SESSION F: 4C. Knowledge, values and learning in MNCs
Location: room I, 3rd floor – see Map E
Chair: Mats Forsgren, Uppsala University

Inpatriates' boundary spanning and knowledge sharing at the headquarters: The moderating effect of absorptive capacity
B. Sebastian Reiche, IESE Business School

The importance of shared values for knowledge diffusion in multinationals - Myth or reality?
Mats Forsgren, Uppsala University
Ulf Holm, Uppsala University

Organizational learning capability, innovation and export intensity: Evidence from Italian and Spanish ceramic tiles producers  
Joaquin Alegre, University of Valencia  
José Pla-Barber, University of Valencia  
Ricardo Chiva, University Jaume I

SESSION G: 5C. Internationalization of SMEs  
Location: room L, 3rd floor – see Map E  
Chair: Jorma Antero Larimo, University of Vaasa

Network Relationships in the market entry of small and medium-sized software firms  
Arto Ojala, University of Jyväskylä

The impact of managerial characteristics and strategic orientation on the SME's internationalisation profile  
Esther Sanchez-Peinado, University of Valencia  
Alejandro Escriba-Esteve, University of Valencia  
Luz Sanchez-Peinado, University of Valencia

SME Export Performance: Family vs. non-family firms  
Jorma Antero Larimo, University of Vaasa

Stakeholder networks of foreign investors in Russia. An empirical study among German SMEs  
Dirk Holtbrügge, University of Erlangen-Nuremberg  
Jonas F. Puck, University of Erlangen-Nuremberg

SESSION H: 5W. Subsidiary roles  
Location: room M, ground floor – see Map B  
Chair: Stefan Schmid, ESCP-EAP European School of Management

Assessing the impact of sunk versus flexible assets on subsidiary role change  
André Sammartino, University of Melbourne  
Elizabeth Maitland, University of New South Wales

Perception gaps concerning subsidiary roles - a review of the literature and directions for future research  
Stefan Schmid, ESCP-EAP European School of Management  
Andrea Daniel, ESCP-EAP European School of Management

Autonomy or isolation? A subsidiary perspective  
Francesco Ciabuschi, Uppsala University

Subsidiary power and role development: Three cases from the Chinese coatings industry  
Jens Gammelgaard, Copenhagen Business School  
Christoph Dörrenbächer, University of Groningen

SESSION I: 6W. External sources of knowledge  
Location: room N, ground floor – see Map B  
Chair: Jacqueline Pennings, Maastricht University

The location choice of cross-border mergers and acquisitions: The case of Chinese firms
Innovation through external sourcing activities: An overview of major trends and patterns of telecommunication service providers industry
Hans Van Kranenburg, Radboud University Nijmegen
Jacqueline Pennings, Maastricht University
Cinzia Dalzotto, Jönköping International Business School
John Hagedoorn, Maastricht University

External sources of information for innovation: The Brazilian and Italian cases
Clandia Maffini Gomes, Santa Maria Federal University
Isak Kruglianskas, São Paulo University
Flávia Luciane Scherer, Santa Maria Federal University
Torsten Maria Kühlmann, University of Bayreuth

SESSION K: 9W. Marketing across countries
Location: room X, 2nd floor – see Map D
Chair: Susana Costa e Silva, Universidade Católica Portuguesa

International advertising campaigns in fast moving consumer goods companies
Peter Gabrielson, Helsinki School of Economics
Mika Gabrielson, Helsinki School of Economics
Hannele Gabrielson, Helsinki School of Economics

Good design is good business: International evidence for the contribution of product design to firm's financial performance
Liang Guo, University of Angers, France

An exploratory study of cultural differences and perceptions of relational risk
Susana Costa e Silva, Universidade Católica Portuguesa
Luciara Nardon, Vlerick Leuven Gent Management School

SESSION L: UNCTAD panel special session on the World Investment Report
WIR 07: Transnational Corporations, Extractive Industries and Development
Location: Aula Magna, 2nd floor – see Map D
Chair: Torbjorn Frederiksson, IAB/UNCTAD

Panellists:
Peter Buckley, University of Leeds
Danny Van Den Bulcke, University of Antwerp
Robert Pearce, University of Reading

16:30–17:00 Coffee break
Location: 2nd and 3rd floor, Faculty Main Building.

17:00–18:30 Panel and Parallel sessions 3

SESSION A: P4. Explaining knowledge flows within the MNC
Location: room A, 1st floor – see Map C
Chair: Peter Buckley, University of Leeds

Panellists:
SESSION B: 2C. International trade, governance and entrepreneurship
Location: room B, 2nd floor – see Map D
Chair: Rudolf R. Sinkovics, Manchester Business School

Mapping foreign activities in UK regions: The role of environmental determinism and dynamism
Fragkiskos Filippaios, Kent Business School, University of Kent
Constantina Kottaridi, University of Peloponnese

International trade and industrial restructuring in Romania: from 1995 to - 2006
Laura Nicoleta Haar, Manchester Business School

Value capture from advantages and glocal governance for sustainable value creation
Christos N. Pitelis, University of Cambridge

Comparative international entrepreneurship: The software industry in the Indian sub-continent
Shameen Prashantham, University of Glasgow
Amer Qureshi, Q Consulting and Training
Stephen Young, University of Glasgow

SESSION C: 9W. Firm Internationalization
Location: room D, 2nd floor – see Map D
Chair: Antonio Majocchi, University of Pavia

Trends in global segmentation and their impact on dynamic capabilities and competitive advantage: A shift away from global integration and national adaptation
Jody Wren, Helsinki School of Economics
Mika Gabrielsson, Helsinki School of Economics
Peter Gabrielsson, Helsinki School of Economics

Internet-enabled internationalization: Net, firm, and market based drivers framework
Rotem Shneor, Agder University

The choice among joint ventures and strategic alliances: evidence from Italian firms
Antonio Malocchi, University of Pavia
Michela Castagna, University of Pavia

SESSION E: 5W. International collaboration: IJVs and alliances
Location: room F, 3rd floor – see Map E
Chair: Pervez Ghauri, Manchester Business School

Empirical analysis of the essential benefits of strategic alliances between airlines based on the co-opetition model and a preliminary proposal for performance indicators
Giuseppe Maria Russo, Catholic Pontific University
T. Diana L. van Aduard de Macedo-Soares, Catholic Pontific University
Preparing for the negotiation process of SME alliances in emerging markets
Claudio De Mattos, Manchester Business School
Pervez Ghauri, Manchester Business School
Stuart Sanderson, Bradford School Of Management

Governing for success: The host country uncertainty and the design of foreign parent control in international joint ventures
Huu Le Nguyen, University of Vaasa
Jorma Antero Lacrimo, University of Vaasa

Sino-German business collaborations in the 21st century: Will management practices converge?
Tanja Rabl, University of Bayreuth
Torsten Maria Kühlmann, University of Bayreuth

SESSION F: 5C. Internationalization of companies
Location: room I, 3rd floor – see Map E
Chair: Tamar Almor, College of Management Israel

Drivers of internationalization levels: Foreign experience or firm specific knowledge?
Niron Hashai, Hebrew University Jerusalem
Seev Hirsch, Tel Aviv university
Tamar Almor, College of Management Israel

How dynamic capabilities interfere in the internationalization process of firms
Sylvie Cellard, EM Lyon Business School
Christiane Prange, EM Lyon Business School

Internationalization trajectories of multinational enterprises: 1990-2004
Fabienne Fortanier, University of Amsterdam
Rob Van Tulder, RSM Erasmus University

SESSION G: 9C. Internationalization mode: exports
Location: room L, 3rd floor – see Map E
Chair: Diana Weinberg, Bar Ilan University

Testing the incremental hypotheses of the Uppsala internationalization model: Brazilian exporters after 28 years
Angela da Rocha, Coppead Graduate School of Business
Jorge Ferreira da Silva, Pontifical Catholic University of Rio de Janeiro
Denise Rodrigues da Silva, Coppead Graduate School of Business

Exploring product and cultural contingencies in exporter-intermediary relationships
Carl Arthur Solberg, BI Norwegian School of Management

Exploring the antecedents of relationship commitment in an import-export dyad
Diana Weinberg, Bar Ilan University

SESSION I: 9W. Consumers, vendors-and firm internationalization
Location: room N, ground floor – see Map B
Chair: Marin Alexandrov Marinov, University of Gloucestershire

Consumer Knowledge And Its Consequences: An International Comparison
Liang Guo, University of Angers  
Xiangyu Meng, Jilin University

**Consumer Evaluation of Advertising in Bulgaria and Romania**  
Marin Alexandrov Marinov, University of Gloucestershire  
Dan Petrovici, University of Kent  
Svetla Trifonova Marinova, University of Birmigham

**A Framework for studying how vendors utilize information and communication technologies across the outsourcing processes**  
Zoran Perunovic, Technical University of Denmark  
Hanne Westh Nicolajsen, Technical University of Denmark  
Mads Christoffersen, Technical University of Denmark

**SESSION K: 4W. Managing cultural differences in MNCs**  
**Location:** room X, 2nd floor – see Map D  
**Chair:** Heike Schütter, Agder University

**Managing cultural differences in exporter-importer relationships**  
Gro Alteren, NORUT as

**International transferability of corporate cultures: a formal approach to feasibility**  
Heike Schütter, Agder University

**Impact of organizational acculturation on subsidiary performance: Competence exploiting versus competence creating**  
Pooja Thakur, Rutgers University

**The impact of culture on performance evaluation styles - A comparison of CEE and German speaking countries**  
Andreas Feichter, Vienna University of Economics and Business Administration

**SESSION L: UNCTAD panel special session on Data Issues**  
*The World Investment Report: A critical assessment of the data and statistics*  
**Location:** Aula Magna, 2nd floor – see Map D  
**Chair:** Masataka Fujita, IAB/UNCTAD

**Panellists:**  
John Dunning, Universities of Reading  
Axele Giroud, University of Manchester  
Roger Strange, Kings College London  
Philippe Gugler, University of Fribourg

**18:30-19:30 Western Europe Region AIB meeting**  
**Location:** Location: Aula Magna. Audio-video connection will be provided in Rooms B (2nd floor – see Map D), E and I (3rd floor – see Map E). All rooms are located in the Faculty Main Building.

**21.00 Dinner**  
**Location:** Grand Hotel Excelsior, Piazza Giovanni Verga, 39 (see Map A).*

* Casual attire recommended.
SATURDAY, DECEMBER 15

09:00 – 10:30 Panel and Parallel sessions 4

SESSION A: P3. Semantic based knowledge and textual data analysis for internationalisation: Methodologies and applications
Location: room A, 1st floor – see Map C
Chair: Pervez Ghauri, Manchester Business School
Panellists:
Tamer Cavusgil, Michigan State University
Antonio Majocchi, University of Pavia
Rudolf R. Sinkovics, Manchester Business School
Elfriede Penz, Vienna University of Economics and Business Administration

SESSION B: 10C. Attracting Foreign Direct Investment – what role for economic policy?
Location: room B, 2nd floor – see Map D
Chair: Gabor Bekes, Institute of Economics, Hungarian Academy of Sciences
Do regional development and local policies affect the location of multinationals?
Evidence from Hungary
Gabor Bekes, Institute of Economics, Hungarian Academy of Sciences

National boundaries and the location of multinational firms in Europe
Roberto Basile, ISAE
Davide Castellani, University of Perugia
Antonello Zanfei, University of Urbino

Infrastructure endowment, taxes and FDI-flows to Central- and Eastern European Countries: A Survey of the Literature and Some Empirical Evidence
Christian Bellak, Vienna University of Economics and Business Administration
Joze P. Damijan, University of Ljubljana
Markus Leibrecht, Vienna University of Economics and Business Administration

SESSION C: 5W. Emerging markets
Location: room D, 2nd floor – see Map D
Chair: Arnold Schuh, Vienna University of Economics and Business Administration

Emerging markets as a self-inducing institution: Flexible strategy mix for Central Europe
Faith Hatani, University of Surrey

Firm resources for successful strategy implementation among multinational and local firms in an emerging economy: The case of Pakistan
Muhammad Amjad, Lancashire Business School, University of Central Lancashire

A model of a product launch at the bottom of the pyramid
Sofie Van den Waeyenberg, Vrije Universiteit Brussel
Luc Hens, Vrije Universiteit Brussel

SESSION E: 7W. Emergent issues in CSR and governance
Location: room F, 3rd floor – see Map E
Chair: Sarianna M. Lundan, Maastricht University
Offshoring of services and the mounting challenge to the Washington Consensus
Tim Beal, Victoria University of Wellington

"Playing the game" - Corruption as a risk for doing business in Argentina and Mexico
Johannes Rehner, University Munich

Developing female talent for top management: An investigation into the world’s leading business schools
Kevin Iyk Ibeh, University of Strathclyde
Sara Carter, University of Strathclyde
Jim Hamill, University of Strathclyde

SESSION F: 5C. The internationalisation process: Born globals versus incremental internationalisation
Location: room I, 3rd floor – see Map E
Chair: Bent Petersen, Copenhagen Business School

The cumulative internationalization process of the born internationals: a comparison of young, mature and old born international SMEs
Oscar Martín Martín, Public University of Navarre
Martin Johanson, Uppsala University

Managing the internalisation process
Bent Petersen, Center for Strategic Management and Globalization Copenhagen Business School
Lawrence S. Welch, Melbourne Business School

Co-Entrepreneurs in high-Tech born globals
Pedro Miguel Dominguinhos, Polytechnic Institute of Setúbal
Vítor Corado Simões, Technical University of Lisbon

SESSION G: 8C. International business and finance
Location: room L, 3rd floor – see Map E
Chair: Trond Randoy, Agder University College

Openness and foreign exchange exposure: A firm-level multi-country study
Elaine Hutson, University College Dublin
Simon Stevenson, City University London

What is the role of bookbuilding in bond allocation? Evidence from an emerging country
Richard Saito, FGV-EAESP
Julio Cesar Tsukazan, FINENGE

Performance and trade-offs in microfinance organizations - does ownership matter?
Roy Mersland, Agder University
Reidar Øystein Strøm, Østfold Universtiy College

SESSION H: 5W. Globalization and capabilities
Location: room M, ground floor – see Map B
Chair: Arie Y. Lewin, Duke University

From Offshoring to globalization of human capital and innovation
Arie Y. Lewin, Duke University
Silvia Massini, University of Manchester
Carine Peeters, Universite Libre of Bruxelles
Firm internationalization and globalization: an organizational capability perspective
Paula Kilpinen, Helsinki School of Economics
Markus Paukku, Helsinki School of Economics
Anna Salonen, Helsinki School of Economics
Mika Gabrielsson, Helsinki School of Economics

Transferring inpatriates from the subsidiary to the headquarter: Expectations and reality
Gabriele Scheuring, University of Munich

SESSION I: 4W. Distance and foreignness
Location: room N, ground floor – see Map B
Chair: Björn Ambos, Vienna University of Economics and Business Administration

The antecedents of psychic distance
Lars Håkanson Copenhagen Business School
Björn Ambos, Vienna University of Economics and Business Administration

The importance and dynamics of types of distance: An empirical test of Ghemawat’s CAGE framework
Arjen Slangen, RSM Erasmus University
Fabienne Fortanier, University of Amsterdam
Rob Van Tulder, RSM Erasmus University

The pulse of liability of foreignness - dynamic legitimacy and experience effects in the German car market
Ulrich Kaiser, University of Southern Denmark
Wolfgang Sofka, Centre for European Economic Research (ZEW)

Psychic distance under assimilation and contrast bias: A directional equivalence approach
Ronaldo Parente, Rutgers University
Victor Almeida, Univ Federal do Rio de Janeiro
Daniel Baack, Bal State University

SESSION K: 7W. Corporate governance
Location: room X, 2nd floor – see Map D
Chair: Alain Chevalier, ESCP-EAP

Corporate governance in Serbia: IJV board directors’ experience
Jelena Petrovic, University of Wolverhampton Business School

Privatisation or re-nationalisation in Russia? – Ownership and corporate governance under the current regime
Peeter Vahtra, Pan-European Institute

The effects of the corporate governance system on innovation activities in Croatia
Domagoj Račić, Centre for Strategy and Development
Vladimir Cvijanović, University of Zagreb, Faculty of Economics & Business
Zoran Aralica, The Institute of Economics

SESSION L: Panel special session on Is a backlash against FDI in the making?
Location: Aula Magna, 2nd floor – see Map D
Chair: Karl Sauvant, Columbia University

Panellists:
Peter J. Buckley, University of Leeds
John H. Dunning, Universities of Reading, and Rutgers
DeAnne Julius, Chatham House

**10:30 – 11:00 Coffee break**
**Location:** 2nd and 3rd floor, Faculty Main Building

**11:00 – 12:30 Plenary session**
The eclectic theory, the multinational enterprise and the global economy: John Dunning’s magnum opus

**Location:** Aula Magna. Audio-video connection will be provided in Rooms B (2nd floor – see Map D), E and I (3rd floor – see Map E). All rooms are located in the Faculty Main Building.

**Chair:** Danny Van Den Bulcke, University of Antwerp

**Keynote Speakers:**
Farok Contractor, University of Rutgers
John Dunning, University of Reading, and Rutgers
Sarianna M. Lundan, Maastricht University
Robert Pearce, University of Reading
Alain Verbeke, University of Calgary

**12:30 – 13:30 Lunch and Poster session**
**Location Lunch and Poster Session:** Faculty Library, via Dusmet 163 (see Map A and F).

**Internationalisation: case-studies**

Inward–outward internationalisation: case of Russian information technology companies
Daria Podmetina, Lappeenranta University of Technology
Juha Väätänen, Lappeenranta University of Technology

Internationalization from a small domestic base; an empirical analysis of foreign direct investments of Icelandic firms
Ásta Dís Óladóttir, Bifröst University

**Culture, values and strategy**

Cross-Culture management: Differences in content of organizational culture perceived by managers acting in the multicultural environment of Czech-Austrian companies
Zdenka Konecna, Vysoke uceni technicke v Brne

Cultural sensitivity in exporter-importer relationships: A multi-dimensional concept
Gro Alteren, NORUT as

**Dynamic diversity: Variety and variation within countries**
Brendan McSweeney, Royal Holloway University of London

Corporate social responsibility as a link between individual representations and organizational changes: an exploratory research of the social sector
Richard Soparnot, ESCEM
Anne-Marie Fray, ESCEM

The measurement and impact of psychic distance: Testing a new scale on FDI in Slovakia
Douglas Dow, The University of Melbourne
Sonia Ferencikova, University of Economics, Bratislava
Cultural preferences in the choice of coordination mechanisms - A comparison of Sweden and China
Håkan Pihl, Kristianstad University
Marcus Bornholt, Kristianstad University
Marianne Elfversson, Kristianstad University
Andreas Johansson, Kristianstad University

The method of measuring market orientation
Eva Tomaskova, Masaryk University
Lucie Kanovska, Brno University of Technology
Iveta Simberova, Brno University of Technology
Vladimir Chalupsky, Brno University of Technology

The role of culture in international business negotiation outcomes
Helen Rogers, Manchester Business School
Pervez Ghauri, Manchester Business School
Mariem Heni, Manchester Business School

13:30 – 15:30 Gunnar Hedlund Award plenary session
Location: Aula Magna. Audio-video connection will be provided in Rooms B (2nd floor – see Map D), E and I (3rd floor – see Map E). All rooms are located in the Faculty Main Building.
Chair: Örjan Sölvell

Absorptive capability of Japanese and European multinationals: dilemmas in managing R&D at home and in the United States
Seiko Arai, Oxford University

The evolution of international joint ventures: Multiple waves of structural change, performance, and survival
Chris Changwha Chung, The University of Western Ontario, USA - Now at Florida International University.

Essays on international market entry: strategic alliance governance and product segment entry
Alex Eapen, Tilburg University.

Top Management Team Diversity: A Multilevel Exploration of Antecedents and Consequences
Sabina Tacheva, University of St. Gallen, Switzerland - Now at Copenhagen Business School.

15:30 – 16:00 Coffee break
Location: 2nd and 3rd floor, Faculty Main Building.

16:00 – 17.30 Panel and Parallel sessions 5
SESSION A: 4C. Distance: geographic, psychic, institutional
Location: room A, 1st floor – see Map C
Chair: Sjoerd Beugelsdijk, Nijmegen School of Management

Does distance really play no role at all on the web? The impact of psychic distance on foreign website visits
Sjoerd Beugelsdijk, Nijmegen School of Management
Arjen Slangen, Rotterdam School of Management

The impacts of institutional distance and home country economic openness on the relationship between international diversity and firm performance
Mike Chao, Baruch College, CUNY
Vikas Kumar, Bocconi University
Entry mode choice: testing new approaches to measuring psychic distance and international experience
Douglas Dow, The University of Melbourne
Jorma Antero Larimo, University of Vaasa

Psychic distance dimensions: A study of French exporters
Claude Obadia, ADVANCIA
Nathalie Prime, ESCP-EAP
Irena Vida, University of Ljubljana

SESSION B: 5C. Internationalization and operation mode choice
Location: room B, 2nd floor – see Map D
Chair: Barbara Brenner, Vienna University of Economics and Business Administration

The role of experience and perceived uncertainty in operation mode choice - Case of Finnish firms in Asia
Minnie Margie Kontkanen, University of Vaasa

Knowledge acquisition by internationalising small and medium sized enterprises
Margaret Fletcher, University of Glasgow
Lucrezia Casulli, University of Glasgow
Maria Karafyllia, University of Glasgow
Marian V. Jones, University of Glasgow

The relationship between control mechanisms and acquisition of managerial knowledge in international joint ventures: The Korean experience
Byung Il Park, Bradford University
Axele Giroud, University of Manchester

Firm acquisitions and technology strategy: Corporate vs. private equity investors
Christoph Grimpe, Centre for European Economic Research (ZEW)
Katrin Hussinger, K.U. Leuven

SESSION C: 2W. Foreign subsidiaries and joint ventures
Location: room D, 2nd floor – see Map D
Chair: Helen Rogers, Manchester Business School

International joint ventures and processes of organizational identity construction
Ed Clark, Royal Holloway, University of London
Anna Soulsby, Nottingham University Business School

The impact of foreign ownership on subsidiaries: positive, negative, balanced or neutral?
Tiia Vissak, University of Tartu

SESSION D: 2C. MNE strategies and location advantages
Location: room E, 3rd floor – see Map E
Chair: Claudio de Mattos, Manchester Business School

Chinese Multinationals in a new world: mMicro-evidence on outward FDI
Marina Papanastassiou, Copenhagen Business School
Bersant Hobdari, Copenhagen Business School
Evis Sinani, Copenhagen Business School
Robert Pearce, University of Reading

Infrastructure or foreign direct investments? An examination of the implications of MNEs strategies for economic development
Russian Investments in Belarus  
Peeter Vahtra, Pan-European Institute

Outsourcing for development - Towards a developing country firm perspective  
Michael W. Hansen, Copenhagen Business School  
Henrik Schaumburg-Müller, Copenhagen Business School  
Eugene Pottenger, Copenhagen Business School

SESSION E: 3C. Learning from case studies in international business  
Location: room F, 3rd floor – see Map E  
Chair: Rebecca Piekkari, Helsinki School of Economics

The case study as disciplinary convention: Evidence from international business  
Rebecca Piekkari, Helsinki School of Economics  
Catherine Welch, Hanken Swedish School of Economics and Business Administration and the University of New South Wales  
Eriikka Paavilainen, Turku School of Economics

International collaborative research in qualitative IB studies  
Asta Salmi, Helsinki School of Economics

Critical realism and case studies in international business  
Ricardo Madureira, INESC Porto

SESSION F: 5C. IJVs and alliances  
Location: room I, 3rd floor – see Map E  
Chair: Tina Claudia Ambos, Vienna University of Economics and Business Administration and The University of Edinburgh

The instability of joint ventures: Learning from others or learning to work with others  
Jose Mata, Universidade Nova de Lisboa  
Pedro Portugal, Banco de Portugal and Universidade Nova de Lisboa

Relational risk, trust, and control in international business collaboration  
Torsten M. Kühlmann, University of Bayreuth  
Nada Endrissat, University of Basel

Why does alliance behaviour differ? A MNC international strategy perspective  
Terhi J. Vapola, Helsinki School of Economics  
Markus Paukku, Helsinki School of Economics  
Mika Gabrielsson, Helsinki School of Economics

Modelling sequential international R&D alliances under uncertainty  
Elmar Lukas, Universität Paderborn

SESSION G: 7C. Corporate governance  
Location: room L, 3rd floor – see Map E  
Chair: Alain Chevalier, ESCP-EAP Paris

Deslitrings in Europe and the costs of governance  
Steen Thomsen, CBS  
Frederik Vinten, CBS

Foreign ownership, firm value and currency depreciation: Evidence from Indonesia
Alain Chevalier, ESCP-EAP Paris
Agustinus Prasetyantoko, Atma Jaya Catholic University

**Performance and corporate governance in microfinance institutions**
Oystein Strom, Ostfold University College
Roy Mersland, Agder University

**SESSION H: 2W. MNE strategies and linkages**
**Location:** room M, ground floor – see Map B
**Chair:** Nathasha Evers, Institute of Technology Blanchardstown

**Foreign Direct Investment and Technological Spillovers: Evidence from China’s Regions**
Peter J. Buckley, University of Leeds
Jeremy Clegg, University of Leeds
Chengqi Wang, University of Nottingham
Elizabeth Yi Wang, University of Leeds

**Why the manufacturing firms in developing countries can be competitive? The evidence of China**
Can Huang, UNU-MERIT
Mingqian Zhang, Hebei University of China
Yanyun Zhao, Renmin University of China
Celeste Amorim Varum, University of Aveiro

**Industrial districts and globalisation: Learning and innovation in local and global production systems**
Bjørn Asheim, Lund University
Fiorenza Belussi, University of Padua

**SESSION K: 6W. Knowledge transfer in MNCs**
**Location:** room X, 2nd floor – see Map D
**Chair:** Torben Pedersen, Copenhagen Business School

**Codification or personalization as knowledge transfer mechanism**
Torben Pedersen, Copenhagen Business School
Larissa Rabbiosi, Copenhagen Business School

**Knowledge transfer effectiveness in the multinational corporation – Motivational barriers and formal control**
Katarina Ingrid Blomkvist, Uppsala University

**Global technology: Product development in Brazilian car industry**
Giovanni Balcet, Universita’ di Torino
Flavia Consoni, University of Sao Paulo

**Virtual assignments: A knowledge-based perspective**
Dirk Holtbrügge, University of Erlangen-Nuremberg
Katrin Schillo, University of Erlangen-Nuremberg

**SESSION L: P3. Do theories of the TNC adequately account for the development and diffusion of innovation activities?**
**Location:** Aula Magna, 2nd floor – see Map D
**Chair:** Grazia Ietto-Gillies, London South Bank University

**Panellists:**
John Cantwell, Rutgers University
John Dunning, Universities of Reading, and Rutgers
17:30-18:00 Coffee break  
Location: 2nd and 3rd floor, Faculty Main Building

18:00– 19:30 Panel and Parallel sessions 6

SESSION A: 1C. Knowledge transfer  
Location: room A, 1st floor – see Map C  
Chair: John Cantwell, Rutgers University

The effects of global organizations’ web-based technologies on knowledge transfer  
Waymond Rodgers, University of California  
Solomon Negash, Kennesaw State University  
Thomas J. Housel, Naval Postgraduate School

R&D and foreign direct investment with asymmetries in knowledge transmission  
Francesca Sanna Randaccio, University of Rome ”La Sapienza”  
Maria Luisa Petit, University of Rome ”La Sapienza”  
Roberta Sestini, University of Rome ”La Sapienza”

Managing innovation and knowledge transfer in Turkish manufacturing firms  
Dababrata Narayana Chowdhury, University of Plymouth  
Lynne Butel, University of Plymouth  
Atul Mishra, University of Plymouth  
Hasan Bülbul, Niðde University  
Ufuk Durna, Niðde University

SESSION B: 2C. FDI, spillovers and linkages  
Location: room B, 2nd floor – see Map D  
Chair: Axele Giroud, Manchester Business School

The logic of spillover interception: The impact of global supply chains in China  
Faith Hatani, University of Surrey

FDI and spillovers in Switzerland: interaction effects between spillover mechanisms and domestic technological characteristics  
Lamia Ben Hamida, University of Fribourg and World Trade Institute Berne  
Philippe Gugler, University of Fribourg and World Trade Institute Berne

Domestic plant productivity and incremental spillovers from foreign direct investment  
Carlo Altomonte, Bocconi University  
Enrico Pennings, Erasmus University

Multinational firms in small, advanced economies: Foreign direct investment, linkages and firm development proposal for cross-country research  
Joanna Scott-Kennel, Victoria University of Wellington  
Fabienne Fortanier, University of Amsterdam  
Axele Giroud, Manchester Business School

SESSION C: 6C. Internal vs. external sources of knowledge: Impact on the firm’s performances  
Location: room D, 2nd floor – see Map D  
Chair: Marion Frenz, Birkbeck, University of London
The relevance of internal and external sources of knowledge in the innovation performance of UK enterprises
Marion Frenz, Birkbeck, University of London
Grazia Ietto-Gillies, London South Bank University

The effects of own R&D and external knowledge spillovers on firm innovation and productivity: The case of Slovenia
Jože Pavič Damijan, University of Ljubljana and Institute of Economic Research
Črt Kostevc, University of Ljubljana and Institute of Economic Research
Matija Rojec, University of Ljubljana and Institute of Economic Research

Using strategic alliances to gain international competitiveness: The case of high-tech Brazilian firms
Zandra Balbinot, UNICENP
Luiz Paulo Bagnetti, UNISINOS

Outward foreign direct investment and firm performance
Yama Temouri, Aston University
Nigel Driffield, Aston University
Dolores Anon Higon, Aston University

SESSION D: 2C. Internationalization strategies
Location: room E, 3rd floor – see Map E
Chair: Mo Yamin, Manchester Business School

Factors Influencing the Internationalisation of Export Ventures
Natasha Evers, Institute of Technology Blanchardstown

Is the influence of Industrial District on Internationalization Strategies eroding after globalisation? Evidence from a traditional manufacturing industry
José Pla-Barber, University of Valencia
Francisco Puig, University of Valencia
Joaquin Camps, University of Valencia

International champions' from large fast growing economies: Brazil's corporate emergence dynamics compared to China's and India's.
Jean-Paul Lemaire, ESCP-EAP European School of Management

Country image: Effects of hosting a major sport event
Geir Gripsrud, BI Norwegian School of Management
Erik B. Nes, BI Norwegian School of Management
Ulf H. Olsson, BI Norwegian School of Management

SESSION E: 5C. Networks, JVs and subsidiaries
Location: room F, 3rd floor – see Map E
Chair: Tina Claudia Ambos, Vienna University of Economics and Business Administration and University of Edinburgh

Strategic relatedness, specialized resources and multinational subsidiary autonomy
Howard Thomas, Warwick Business School
Xiaoying Li, Warwick Business School
Xiaoming Liu, Birbeck College

Business service firms' foreign market network development at the early post-entry stage
Yang Yu, Victoria University of Wellington
Valerie J. Lindsay, Victoria University of Wellington
Joint venture performance: A meta-analysis
Rodrigo Isidor, University of Giessen
Ruediger Kabst, Universitity of Giessen

Subsidiary response to adverse local conditions: a classification for the Venezuelan case
Luis E. Sigala-Paparella, Universidad CentroOccidental Lisandro Alvarado (UCLA)
Fideln León-Darder, Universitat de València

SESSION F: 5C. Knowledge transfers in MNCs
Location: room I, 3rd floor – see Map E
Chair: Ulf Andersson, Uppsala University

Knowledge, power and the MNC: A comparison of burt and coleman
Lisa Katarina Gaerber, Vienna University of Economics and Business Administration
Björn Ambos, Vienna University of Economics and Business Administration

Translating 'who we are': on inter-organizational transfer of organizational practices and values in MNCs
Alexei Koveshnikov, HANKEN
Wilhelm Barner-Rasmussen, HANKEN
Eero Vaara, HANKEN

Knowledge flows, choice of market entry strategies and use of coordination mechanisms in multinational service companies MNCs
Dirk Morschett, University of Fribourg
Hanna Schramm-Klein, Saarland University

Drivers of Interpersonal and Inter-unit Relational Social Capital in Multinational Corporations
Kristiina Mäkelä, Hanken

SESSION G: 7W. IB and CSR
Location: room L, 3rd floor – see Map E
Chair: Alain Verbeke, School of Business, University of Calgary

Corporate social responsibility as a source of competitive advantage for MNC: The case of advertising fair trade coffee
Chauncey Burke, Seattle University
Carl Obermiller, Seattle University
Gareth Green, Seattle University
Erin Talbott, Seattle University

Who Issues the license to operate? Home and host stakeholders in the extractive industries
Rob Van Tulder, RSM Erasmus University
Romy Kraemer, RSM Erasmus University

International management of international corporate social responsibility
Mary Leung, Leeds Metropolitan University

Corporate political activities of multinational enterprises in the European Union – The automotive industry and environmental regulations
Sigrun M. Wagner, Loughborough University

SESSION K: 5W. Internationalization of SMEs
Location: room X, 2nd floor – see Map D
Chair: Jens Gammelgaard, Copenhagen Business School

A quest to question the effect of personal networks upon rapid internationalization of small firms
Yee Kwan, Tang, University of Glasgow
Maria Karafyllia, University of Glasgow

The internationalization of small and medium-sized enterprises: the effect of family management, human capital and foreign ownership
Daniele Cerrato, Università Cattolica del Sacro Cuore
Mariacristina Piva, Università Cattolica del Sacro Cuore

Market linking and market learning: social networks in SMEs internationalization in SMEs internationalization
Francisco Câmara, Universidade dos Açores, Angra do Heroísmo
Vítor Corado Simões, CEDE, Instituto Superior de Economia e Gestão

SESSION L: P4. Born globals: Propositions to help advance the discipline
Location: Aula Magna, 2nd floor – see Map D
Chair: Manek Kirpalani, Bloomsburg University

Panellists:
Mika Gabrielsson, Helsinki School of Economics
Pavlos Dimitratos, Athens University of Economics and Business
Carl Arthur Solberg, BI Norwegian School of Management
Antonella Zucchella, University of Pavia

21.00 Gala Dinner
Location: Palazzo Biscari, Via Museo Biscari, 10 (see Map A).*

Presentation of Awards:
Distinguished EIBA Honorary Fellow of the Year Award
Best Thesis Proposal Award
The Copenhagen Prize
IJJoEM Best Paper on Emerging Markets Award
IMR Best International Marketing Paper Award
IBR Best Paper of the Year Award

* Business attire recommended