AIB 2012

IMPORTANT
The deadline for paper submission has now been extended to Monday 23rd January 2012

The University of Liverpool

Founded in 1881, the University of Liverpool has an impressive history of pioneering education and research, with a particular emphasis on 'education for the professions'.

Today we are a principal centre of excellence in many disciplines, including engineering, medicine, dentistry, business and law - as we strive to prepare our students for the challenges of the 21st century.

As one of the UK’s top 20 research-led universities, we are furthering knowledge with strategic partners worldwide and we intend to double our £123m pa research budget by 2015.

Education creates opportunity. We are proud to be one of the UK’s most inclusive universities, welcoming students from a wide variety of backgrounds and from over 100 countries of the world.

The University of Liverpool Management School

The University of Liverpool Management School (ULMS) was established in 2002 as a major strategic investment (£12 million in facilities and staff) by the University and to amalgamate existing departments and form a centre of excellence where we could grow and develop in terms of teaching, research and engagement.

Its mission is to generate and disseminate original research and knowledge applicable to the significant challenges of economic, societal, organizational and management development facing business leaders, policy makers, public servants and practitioners in the 21st century.
Thursday 29 March 2012

Meeting of the AIB UK&I Executive Committee (Committee members only)
16:00-18:00  ULMS Committee Room 2  Chair: Heinz Tuselmann

Informal Drinks Reception (all welcome)
18:00-19.30  ULMS Atrium
Drinks and canapes will be served
Registration will be open

Meeting for Doctoral Colloquium Panellists (panellists only)
19.30-20:00  ULMS Cafetria  Chair: Anna Morgan-Thomas
Briefing for those involved in giving feedback to PhD students in the doctoral colloquium
Friday 30 March 2012

Coffee
08:00-08:30 ULMS Atrium/Cafeteria

Registration
from 08:00 ULMS Atrium
Doctoral Colloquium 08:30-10:30

Doctoral A1 Innovation and entrepreneurial internationalization
08:30-10:30 ULMS Seminar 3
In search of interrelatedness of innovation and internationalisation processes in Finnish SMEs - The role of cross-border innovation
Nina Rilla
VTT Technical Research Centre of Finland, Espoo, Finland

The Influence of Network Competence on Internationalization of SMEs
Lasse Torkkeli
Lappeenranta University of Technology, School of Business, Lappeenranta, Finland

Internationalization Process of Chinese Born Global Firms
XIAOTIAN ZHANG
University of Tartu, Tartu, Estonia

Doctoral A2 Subsidiary Management and Development of Capabilities
08:30-10:30 ULMS Seminar 4

THE EFFECT OF NON-MARKETED CAPABILITIES ON THE COMPETITION BETWEEN MULTINATIONAL ENTERPRISES IN DEVELOPING COUNTRIES
AWADH ALMAMARI, NARESH PANDIT, Andros Gregoriou
University of East Anglia, Norwich, UK

Negotiating Network Position in the Modern MNC: Why Western Subsidiaries must Create and Disseminate Capabilities in Positioning for Growth
Marty Reilly
Dublin Institute of Technology, Dublin, Ireland

Doctoral A3 Developing countries, institutional environment and internationalization
08:30-10:30 ULMS Seminar 5

Investigating the role of institutional environment on entry and participation in global value chains: a comparative case study in transition economies of Tajikistan and Kyrgyzstan
Dilshod Makhmudshoey
University of Strathclyde, Glasgow, UK

Institutional environment in offshoring: Host-country attractiveness and organizational model
Julien Gooris
Université libre de Bruxelles, Brussels, Belgium

AN EXPLORATORY STUDY OF REGIONAL NEGOTIATION STYLES IN CHINA
Lianghui Lei
Loughborough University, Loughborough, UK

Doctoral A4 Implications of context: the case of Asia
08:30-10:30 Rendall LT1

New Empirical Findings in the Establishment Mode Choices by Chinese MNEs
Zyi Wei
Henley Business School, University of Reading, Reading, UK

The internationalisation of firms in frontier marlets
Namukale Chintu
Doctoral A5 Location, institutions and implications for foreign ownership  
08:30 - 10:30  Rendall LT2

THE EFFICACY, USE AND EFFICIENCY OF PUBLIC SUPPORT FOR INTERNATIONALIZATION  
*Miguel Torres*  
University of Aveiro, Aveiro, Portugal

The effects of institutional distance on foreign-owned subsidiary development. The case of the Northwest of England.  
*Sven Dahms*  
Manchester Metropolitan University, Manchester, UK

Synergistic networks between multinational enterprise (MNEs) subsidiaries and subnational institutions in Ireland  
*Sinead Monaghan*  
University of Limerick, Limerick, Ireland

Doctoral B1 Developing capabilities in cross-cultural management  
08:30 - 10:30  Rendall LT3

Power Capabilities and Cross-Border Dissemination in Multinational Corporations: The influence of Internationally-Assigned Managers  
*Rochelle Haynes*  
De Montfort University, Leicester, UK

Language and practice translation. Mentoring and coaching practices in Poland.  
*Edyta Kostanek*  
Hanken School of Economics, Helsinki, Finland

Moving Towards a Truly Global Knowledge Economy - Bridging the Gap between Developed and Developing Regions: A Central Eastern European Perspective  
*Abdur Rab Athar*  
1University of Liverpool, Liverpool, UK, 2Continued Start Ltd., Liverpool, UK

Doctoral B2 Capabilities, knowledge and value creation  
08:30 - 10:30  Rendall LT5

Knowledge exchange between local firms in transitional economies and Multinational Entities (MNEs), and the creation of viable linkages in the agro-industry sector.  
*Maeva O'Connell*  
Manchester Business School, University of Manchester, Manchester, UK

Beyond workshop of the world: new e-business models in China  
*Yang Zhao*  
University of Glasgow, Glasgow, UK

RISING POWER FIRMS AND DRIVERS OF ECONOMIC CHANGE  
*Umair Choksy*  
Manchester Business School, Manchester, UK

Coffee  
10.15 - 10:45  ULMS Atrium/Cafeteria
Conference Welcome
10:45 - 11.00  Rendall LT6
Chair: Gary Cook

Keynote Speech - Prof. Ram Mudambi
11:00 - 12.15  Rendall LT6
Chair: Gary Cook

Prof. Ram Mudambi, Fox School of Business, Temple University

"New Directions in Economic Geography and IB"

Lunch
12:15 - 13:15  ULMS Atrium/Cafeteria
Parallel Paper Sessions 13:15-15:00

1A Critical Perspectives on IB/IM Track Panel Session 1
13.15-15.00 ULMS Seminar 3 Chair: Dr. Arjan Keizer

How can a critical perspective in key themes alter and enhance current research and theory in IB/IM?

History: Prof. Bill Cooke, Lancaster University Management School

Institutions: Dr.Ayse Saka-Helmhout, The Surrey Business School

Methodology: Prof Rebecca Piekkari, Aalto University School of Economics

1B Panel Session. Blown to Bits: ICT, International Enterprise and the Death of Distance
13:15 - 15:00 ULMS Seminar 4 Chair: Dr. Anna Morgan-Thomas

The Internet as an Alternative Path to Internationalization?
*Dr. Rudolf Sinkovics, Manchester Business School, University of Manchester*

ICT, International Enterprise and the Demand-Side Perspective
*Dr. Becky Reuber, Rotman School of Management, University of Toronto*

E-Opportunities and the Emergent Forms of Participation in IB
*Dr. Anna Morgan-Thomas, University of Glasgow Business School*

The Use of Netnography for Online Data Collection
*Dr. Sharon Loane, Ulster Business School, University of Ulster*

1C Influences on Outward FDI
13:15-15:00 ULMS Seminar 5

Investigating Outward FDI by Indian MNEs in the UK
*Reza Aboutalebi, Hui Tan*

Royal Holloway, University of London, Surrey, London, UK

Determinants of Outward Foreign Direct Investment: Does Public Policy Matters?
*Miguel Torres1,2, Celeste Varum1,2*

1University of Aveiro, Aveiro, Portugal, 2GOVCOOP, Aveiro, Portugal

Extending Dunning's Investment Development Path: The Role of Home Country Institutional Determinants in Explaining Outward Foreign Direct Investment
*Carmen Stoian*

Kent Business School, Kent, UK

Outward Foreign Direct Investment and the Adaptive Efficiency of the German Institutional System
*Martin Bohl1, Frank McDonald1, Heinz Tuschmann1, Svitlana Voronkova1, Paul Windrum1*

1Westfälische Wilhelms University Münster, Münster, Germany, 2University of Bradford, Bradford, UK, 3Manchester Metropolitan University, Manchester, UK, 4Freelance Researcher, San Francisco, USA, 5University of Nottingham, Nottingham,*
UK

The Home Country Determinants of Outward Foreign Direct Investment from East Asia during Industrialisation Period

Ling Liu
University of Edinburgh, Edinburgh, UK

1D Economic Geography and IB Track Paper Session 1: MNEs and Economic Geography
13:15-15:00 Rendall LT1 Chair: Dr. Gary Cook

Inertia and change in the evolution of multinational enterprise subsidiary capabilities: an economic geography perspective
Nicholas Phelps¹, Crispian Fuller²
¹UCL, London, UK, ²Aston University, Birmingham, UK

HOST COUNTRY LOCATION, SUBSIDIARY-LEVEL FIRM-SPECIFIC ADVANTAGES, AND SUBSIDIARY PERFORMANCE IN SOUTH EAST ASIA
Quyen T.K Nguyen, Alan M. Rugman
University of Reading, Reading, UK

LOCATION CHOICE AND FIRM STRATEGY: INSIGHT FROM THE OIL AND GAS FIRMS
Colin Dale, Simon Collinson
University of Reading, Reading, UK

Location and reverse international knowledge transfer in the MNE: where does affiliate performance boost parent performance?
Nigel Driffield¹, James Love², Yong Yang³
¹Aston University, Birmingham, UK, ²University of Birmingham, Birmingham, UK, ³Essex University, Essex, UK

Who Benefits from Clusters? Multinational Enterprises versus Uninational Enterprises
Naresh Pandit², Gary Cook¹, Jonathan Beaverstock², Pervez Ghauri³
¹University of Liverpool, Liverpool, UK, ²Norwich Business School, University of East Anglia, Norwich, UK, ³University of Nottingham, Nottingham, UK, ⁴King’s College London, London, UK

1E Developing and Exploiting Subsidiary Capabilities
13:15-15:00 Rendall LT2

Subsidiary value adding from adverse environments
Ulf Andersson¹, Fidel León-Darder², Luis Eduardo Sigala Paparella³
¹Copenhagen Business School, Frederiksberg, Denmark, ²Universitat de València, Valencia, Spain, ³UCLA, Quito, Venezuela

Synergistic networks between Multinational Enterprise (MNE) Subsidiaries and Subnational Institutions: Exploring the utility of Social Network Analysis (SNA)
Sinead Monaghan, Jonathan Lavelle, Patrick Gunnigle
University of Limerick, Limerick, Ireland

Shifting balance in capability development
Taina Eriksson, Mari Ketolainen
University of Turku, School of Economics, Turku, Finland

Navigating in the modern MNC: The emergence of a Pilot Subsidiary Role
Marty Reilly¹, Pamela Scott¹, Vincent Mangematin²
¹Dublin Institute of Technology, Dublin, Ireland, ²Grenoble Ecole de Management, Grenoble, France

Reconceptualising Cross-border Knowledge Acquisition: An Empirical Investigation into Antecedents
Mia Hsiao-Wen Ho, Pervez Ghauri
1F Rapidly Internationalising Firms
13:15 - 15:00 Rendall LT3

Modelling the speed of internationalization: examining the different modes of internationalization according to their timing and speed
Masahiro Kotosaka
Said Business School, University of Oxford, Oxford, UK

Understanding rapid internationalization of new low technology ventures from emerging economies
Romeo V. Turcan
Aalborg University, Aalborg, Denmark

Accelerated internationalization of small firms: Adjusting and activating networks for opportunities
Anita Juho, Tuija Mainela
Oulu Business School, Oulu, Finland

Early Rapidly Internationalising Small Firms: A case for continuous International Entrepreneurial Opportunity Development.
Shingairai Masango, Svetla Marinova
1Sheffield Hallam University, Sheffield, UK, 2Aalborg University, Denmark

Rapid Internationalization Strategy for Emerging Market SMEs: The Effect of the Interplay between Speed, Competitive Intensity and Foreign Partnerships on Firm Survival
Ziliang Deng, Ruey-Jer Bryan Jean, Rudolf R. Sinkovics
1School of Business, Renmin University of China, Beijing, China, 2National Chengchi University, Taipei, Taiwan, 3Manchester Business School, Manchester, UK

1G Entry Mode Choice
13:15-15:00 Rendall LT5

Determinants of foreign direct investments (FDI) ownership mode choice in China: evidence from Nordic manufacturing investment
Yi Wang, Jorma Larimo
University of Vaasa, Vaasa, Finland

Market entry and the size of operators in European mobile telecommunication markets
Peter Curwen, Ulrich Heimeshoff, Jason Whalley
1University of Strathclyde, Glasgow, UK, 2University of Düsseldorf, Düsseldorf, Germany

Why firms employ different internationalisation strategies? - Evidence from China
Meng Song, Jun Du, Nigel Driffield
Aston University, Birmingham, UK

Performance or friends? Orientations in internationalization relationship choices
Simon Harris, Colin Wheeler
1University of Edinburgh, Edinburgh, UK, 2University of Portsmouth, Portsmouth, UK

The Foreign Direct Investment of Japanese MNEs in Europe: analysis of entry modes and performance
David Tanganelli, Jean-Louis Schaan
1International University of Catalonia, Barcelona, Spain, 2Richard Ivey School of Business, University of Western Ontario, London, Canada

1H Corporate governance
13:15-15:00 Rendall LT8
Does better corporate governance create shareholder value during the internationalisation of emerging market firms?

Lutao Ning¹, Roger Strange², Jing-ming Kuo¹

¹Durham Business School, Durham University, Durham, UK, ²Sussex University, Sussex, UK

Global Production Networks in the Aerospace Industry: The Role of Risk and Revenue Sharing Partnerships

David Smith¹, David Williams²

¹Nottingham Trent University, Nottingham, UK, ²University of Liverpool, Liverpool, UK

The Effect of Board Composition on Poverty Outreach of Microfinance Institutions: Evidence from East Africa

sougand golesorkhi¹, neema mor², trond randoy³

¹The Business School, Manchester Metropolitan University, Manchester, UK, ²School of Management, University of Agder, Kristiansand, Norway, ³School of Management, University of Agder, Kristiansand, Norway

Ownership diversification and family control in internationalizing SMEs: The influence of network competence

Lasse Torkkeli, Kaisu Puimalainen, Sami Saarenketo, Olli Kuivalainen

Lappeenranta University of Technology, School of Business, Lappeenranta, Finland

Large Shareholders and Target Returns: International Evidence

Narjess Boubakri¹, Jean-Claude Cosset², Dev Mishra³

¹American University of Sharjah, Sharjah, United Arab Emirates, ²HEC-Montreal, Montreal, QC, Canada, ³University of Saskatchewan, Saskatoon, SK, Canada

1I Finance and IB

13:15-15:00 Rendall LT6

The UK and US Business Model: Capitalization ahead of earnings

Colin Haslam, Tord Andersson, Edward Lee, Nick Tsitsianis

University of Hertfordshire, Hatfield, UK

The Impact of Enterprise Finance Guarantee (EFG) Scheme on SMEs Financing in the UK during the Global Financial Crisis

Lucia Morales¹,², Bismarck Ankomah³

¹Dublin Institute of Technology, Dublin, Ireland, ²University of Liverpool, Liverpool, UK

A COMPARISON OF THE INDIRECT DIVERSIFICATION BENEFITS OF US EQUITY PRODUCTS

Martha Luff

Trinity College Dublin, Dublin, Ireland

The Relationship between Multinationality and Risk

Nejat Capar

Melikşah University, Kayseri, Turkey

Strategic Assets, Financial Contracting and Equity Share Contributions in International Joint Ventures

Michael Bowe¹, Sougand Golesorkh², Mo Yamin³

¹Manchester Business School, University of Manchester, Manchester, UK, ²Manchester Metropolitan University, Manchester, UK, ³Manchester Business School, University of Manchester, Manchester, UK

Coffee

15:00-15:30 ULMS Atrium
Parallel Paper Sessions 15:30-17:15

2A Critical Perspectives on IB/IM Track Panel Session 2
15.30-17.15  ULMS Seminar 3  Chair: Dr. Odul Bozkurt
Spatiality and Mobilities: Prof. Andrew Jones, Birkbeck, University of London
Culture and Identity: Prof Sierk Ybema, VU University Amsterdam
Commentary: Prof Glenn Morgan, Cardiff Business School

2B Special Panel: Enriching the institutional perspective in International Business Research
15:30-17:15  ULMS Seminar 4  Chair: Prof. Mo Yamin & Prof. Rudolf Sinkovics
How can IB be enriched by incorporating a wider and more heterodox perspective on comparative business systems, Mo Yamin & Rudolf Sinkovics
Internationalization and firms’ responses: The influences of institutions and organizational capabilities, Matt Allen & Richard Whitley
A comparative institutional perspective on linkage formation by multinational companies, Axele Giroud
TBC, Mick Moran

2C Small Firm Internationalisation: Processes and Strategies
15:30-17:15  ULMS Seminar 5
Exploring the influence of institutional embeddedness of partner firms on inter-partner dynamics in international strategic alliances
Jason Ferdinand¹, Swetketu Patnaik²
¹The University of Liverpool, Merseyside, UK, ²University of Kaiserslautern, Kaiserslautern, Germany
The Transfer of Taiwanese Management Practices to British Subsidiaries: A Diachronic Analysis of Stickiness
Yi-Ying Chang
National Taiwan University of Science and Technology, Taipei, Taiwan
Exploring the relationship between entrepreneurial experience and strategic orientation of Born Global Start-ups
Manuela Presutti, Vincenza Odorici
department of management, bologna, Israel
Drivers in Market Selection in Internationalization Process: Comparative Studies of Chinese Born Global and Non-Born Global Firms
Xiaotian Zhang², Tatiana Tsukanova³
¹University of Tartu, Tartu, Estonia, ²University of Oulu, Oulu, Finland, ³St.Petersburg University, St.Petersburg, Russia, ⁴HEC Paris, Paris, France
The role Stakeholders in developing Marketing Capabilities in Internationalising SMEs.
Natasha Evers¹, Svante Andersson²
¹NUI Galway, Galway, Ireland, ²Halmstad University, Halmstad, Sweden
2D Economic Geography and IB Track Paper Session 2: Clusters
15:30-17:15 Rendall LT1

Developing Sustainable Clusters: A Tale of Two Corridors
Kamarulzaman Ab. Aziz
Multimedia University, Cyberjaya, Selangor, Malaysia

Location choice of competence-creating subsidiaries: Evidence from the MNE linkage across 50 countries
Yong Yang¹, Caleb Kwong²
¹University of Essex, Essex, UK, ²University of Essex, Essex, UK

New Venture Internationalisation and the Cluster Life Cycle: Interdisciplinary Insights on Ireland’s Indigenous Software Industry
Mike Crone
Sheffield Business School, Sheffield, UK

MNE knowledge generation, reverse transfer and integration—the differential impact of geographical concentration and technological concentration
Yen-Chen Ho
University of Reading, Reading, UK

Institutional Intervention and the Evolution of Clusters: The Case of MediaCityUK.
Jennifer Johns
University of Liverpool, Liverpool, UK

2E International Aspects of Innovation
15:30-17:15 Rendall LT2

Towards A New New Geography Of Innovation - The Rise Of Chinese Innovation Giants And Its Implications For The Global Economic Order
Shaowei He¹, Grahame Fallon², Peter Lawrence¹, Richard Sanders¹, Jelena Vukicevic²
¹The University of Northampton, Northampton, UK, ²Brunel University, London, UK

Nikolaos Papageorgiadi², Adam Cross²
¹Bradford University School of Management, Bradford, UK, ²University of Leeds, Leeds, UK

Towards an Exploratory Model of Technology and Knowledge Transfer from Foreign Firms in Developing Countries: A Study of the Construction Industry in Ghana.
Ellis Osabutey
Middlesex University, London, UK

Technology commercialization and internationalisation and the performance of Korean SMEs in the Green IT sector
Frank McDonald¹, Taekyung Park²
¹Bradford University School of Management, Bradford, UK, ²Yeungnam University, Gyeongsan, Republic of Korea

Dynamic Capability: A Consequence of Technological NetworkCollaborations in the Internationalization Process
Yong Kyu Lew¹, Rudolf R. Sinkovics¹, Olli Kuivalainen²
¹The University of Manchester, Manchester, UK, ²Lappeenranta University of Technology, Lappeenranta, Finland

2F International Alliances
15:30-17:15 Rendall LT3

Exploring how MNEs select their partners in international political alliances
Andrew Barron  
Strathclyde Business School, Glasgow, UK

WHEN EAST MEETS WEST: A THEORY OF CULTURAL INCENTIVES FOR DIFFERENCES IN PERFORMANCE ORIENTATION
Ursula Ott  
Loughborough University, Loughborough, UK

The Co-evolution of International Strategic Alliances
Mia Hsiao-Wen Ho, Pervez Ghauri  
King's College London, London, UK

EXPLORING AND EXPLOITING OPPORTUNITIES IN INTER-FIRM COOPERATION: AN INTERNATIONAL COMPARATIVE STUDY
Susan Freeman, Maureen Benson-Rea, Christina Stringer, Christian Felzensztein  
University of Adelaide, South Australia, Australia

Unravelling the Processes of Alliance Capability Development in an Indian (Bio) Pharmaceutical Firm (WP)
Swetketu Patnaik  
University of Kaiserslautern, Germany, Germany

Why do local JV partner firms in transition economies not learn from their JVs? – A multi-dimensional view on absorption capacity.
Irina Jormanainen  
Aalto School of Economics, Helsinki, Finland

2G Corruption, CSR and the MNE
15:30-17:15 Rendall LT5

Informal institutions and limits to international convergence in corporate governance: the reaction to hedge fund activism in Japan
John Buchanan¹, Dominic Chai¹, Simon Deakin²  
¹Seoul National University, Seoul, Republic of Korea, ²University of Cambridge, Cambridge, UK

Market Seeking Motivations and Host Country Corruption in Bank Foreign Entries: Implications for Market Commitment
Andreas Petrou  
Cyprus University of Technology, Limassol, Cyprus

Locational Decisions of MNEs in Emerging markets: Why worry about Corruption and Crime in Russia?
Natalya Smith¹, Ekaterina Thomas²  
¹University of Liverpool, Liverpool, UK, ²Staffordshire University, Stoke-on-Trent, UK

Corporate Social Responsibility, Smoking Bans and Market Seeking FDI in the Tobacco Industry.
Nigel Driffield, Jo Crotty, Chris Jones  
Aston University, Birmingham, UK

DO THE BENEFITS OF FOREIGN DIRECT INVESTMENT GET REDUCED BY CORRUPTION? A PRELIMINARY INVESTIGATION
Ramdas Chandra, Patricia Nicelli  
Nova Southeastern University, Davie, FL, USA

2H International Mergers & Acquisitions
15:30-17:15 Rendall LT8

How Does Economic Nationalism Influence Cross-border Acquisition in China?
Jianhong Zhang¹, Xinning He²  
¹Nyenrode Business University, Breukelen, The Netherlands, ²Newcastle University Business School, Newcastle upon Tyne, UK
Foreign Acquisitions by Emerging Country Multinationals: AssetExploitation or Asset Augmentation
Peter Buckley, Nicolas Forsans, Surender Munjal
University of Leeds, Leeds, UK

Creating a global spirits firm: how Diageo's international strategy co-evolved with merger policy
Julie Bower, Howard Cox
University of Worcester, Worcester, UK

ASSET-SEEKING ACQUISITIONS: PERFORMANCE CONSEQUENCES FOR SERVICE SECTOR EMNCS
Sathyajit Gubbi
University of Groningen, Groningen, The Netherlands

A Causal Analysis of the Relationship between International Diversification and Performance
Nejat Capar
Meliksah University, Kayseri, Turkey

2I Culture, Institutions and IB
15:30-17:15 Rendall LT6

Institutions, Democracy, Political and Civil Liberties and FDI: A meta-analysis of the literature
Amir Hermidas, Fragkiskos Filippaios

Culture’s Consequences in Entrepreneurial Orientation: The Case of Afghan Migrants
Ali Muhammad, Saeed Akbar, Murray Dalziel
University of Liverpool, Liverpool, UK

AN EXPLORATORY STUDY ON SELF-INITIATED EXPATRIATES IN SAUDI ARABIA
Jameel Qazi
King Fahd University of Petroleum and Minerals, Dhahran, Saudi Arabia

Matching international partnerships in the microfinance industry
sougand Golesorkhi, Roy Mersland, Trond Randoy
1The Business School, Manchester Metropolitan University, Manchester, UK, 2School of Management, University of Agder, Kristiansand, Norway, 3School of Management, University of Agder, Kristiansand, Norway

Evaluating the Effects of Cultural Distance on Corporate Performance: A Meta-Analysis of the Existing Literature
Anthi Avloniti, Fragkiskos Filippaios
Kent Business School, University of Kent, Canterbury, Kent, UK

Gala Dinner
From 18:45 Liverpool Anglican Cathedral

18:45 Drinks reception with piano recital by Cathedral organist
19:30 Dinner followed by awards and votes of thanks

Concert performance by SnakeStrings until c. 22.45

SnakeStrings will play the first half of their concert during dinner and a second set after dinner, when a bar will be available. You will be provided with a voucher to spend at the bar as trade for cash is not allowed on the floor of the Cathedral.
Saturday 31 March 2012

Coffee
08:30-09:00       ULMS Atrium/Cafeteria
Parallel Paper Sessions 09:00-10.25

3A Critical Perspectives on IB/IM Track Paper Session: Actors, Identities and Politics

09:00-10.25  ULMS Seminar 3  Chair: Dr. Odul Bozkurt

Beyond National Culture: An Identity Perspective on Cross-Border Management and Business Networking
Fiona Moore
Royal Holloway, University of London, Egham, Surrey, UK

A Political Perspective on Translating Strategy in a Multinational Corporation: Localize or Local Lies?
Minna Mars, Rebecca Piekkar
Aalto University, School of Economics, Helsinki, Finland

LOCALIZATION OF HRM PRACTICES AND THE EXPATRIATE MANAGER: AN UNEASY RELATIONSHIP?
Wei Lu
Aalto University, School of Economics, Helsinki, Finland

3B Special Panel Human Mobility, Institutions and International Knowledge Diffusion

09:00-10.25  ULMS Seminar 4  Chair: Prof. Xiaohui Liu and Prof. Yingqui Wei

Panelists:
Xiaohui Liu
Yingqui Wei
Yundan Gong
Lan Gao

Moving to Foreign Direct Investment or not? A Multi-dimensional Analysis of the Outward Internationalization Process of Chinese Private Firms
Nan Zheng¹, Yingqi Wei², Xiaohui Liu¹, Jiangyong Lu¹
¹The University of York, York, UK, ²The University of York, York, UK, ³Loughborough University, Leicestershire, UK, ⁴Peking University, Beijing, China

Institutional differences, foreign ownership and FDI spillovers
Ziko Konwar¹, Frank McDonald², Chengang Wang¹, Yingqi Wei²
¹University of Bradford, Bradford, UK, ²University of York, York, UK

3C Human Resources and International Business

09:00-10.25  ULMS Seminar 5

The Decision of Entry Mode in Cooperative Strategies: Cultural Distance or Relative Size of the Host Country?
Francisco Figueira de Lemos¹, Miguel Matos Torres²,³
¹Uppsala University, Uppsala, Sweden, ²University of Aveiro, Aveiro, Portugal, ³GOVCOOP, Aveiro, Portugal

Perceived Work climate and Work Performance in Public Security Organizations in the UAE
Abubakr Suliman, Bader Al Harethi
buid, dubai, United Arab Emirates

The evolution of lateral hiring and skill formation in the global airline industry, 1940-2010
Joseph Amankwah-Amoah
Bristol University, Bristol, UK

SECRET FOR THE LONGEVITY IN JAPANESE SHINISE COMPANIES - Organizational Culture Approach
Innan Sasaki
Turku School of Economics at University of Turku, Turku, Finland

3D Economic Geography and IB Track Paper Session 3: Geography and Innovation
09:00-10:25 Rendall LT1

Building Effective R&D Portfolios: Location Choices and Performance Consequences
Mario Kafouros1, Niron Hashai2, Chengqi Wang3
1University of Leeds, Leeds, UK, 2Jerusalem School of Business Administration, Jerusalem, Israel, 3Nottingham University Business School, Nottingham, UK

Subsidiary strategic types and functional activities: the importance of knowledge in the multinational’s differentiated network
Odile JANNE, Paz Estrella Tolentino, Pi-Chi Chen
Birkbeck, University of London, London, UK

The moderating role of internationalization in the R&D-performance relationship
Fasli Wahid, Rod McNaughton
University of Waterloo, Waterloo, Ontario, Canada

3E Spatial Distribution of IB
09:00-10:25 Rendall LT2

International market selection and Performance: A Transaction Cost Analysis Perspective
Xinming He
Newcastle University Business School, Newcastle upon Tyne, UK

Paradoxes of Changing Landscape of Globalisation
Oskar Kayasan
European Research Centre, University of London, London, UK

The Spatial Distribution of Japanese Investment in the UK, 1991-2010
Peter Buckley, Sierk Horn, Adam Cross
University of Leeds, Leeds, West Yorkshire, UK

Understanding Multinational’s Location Choice Decisions: A Resource Based View Perspective
Fatima Annan-Diab2, Fragkiskos Filippaios1

3F Government-Business Relations in IB
09:00-10:25 Rendall LT3

Country Linkages and Firm Internationalization: Indian MNEs within Economic-Political Alliances of Nations
Peter Buckley1, Peter Enderwick2, Nicolas Forsans1, Surender Munjal1,3
1University of Leeds, Leeds, UK, 2Auckland Technical University, Auckland, New
Zealand, 3University of Delhi, Delhi, India

Why do MNEs engage in MNE-government relations? Empirical evidence from the European Union and the Automotive Industry

Sigrun M. Wagner
Royal Holloway, University of London, Egham, Surrey, UK

Exploring the bargaining between flagship MNEs and emerging market (EM) governments over industry policy: the mediating influence of EM MNEs

Mo Yamin, Kalindi Maheshwari
Manchester Business School, Manchester, UK

Chinese Telecommunication MNEs in Africa: Effects of Host Countries Economic Environment on IMNEs' Location choice

Yuxuan Tang, Robert Pearce, Christine Phillips
University of Reading, Reading, UK

3G Learning and Problem Solving in IB

09:00-10.25 Rendall LT5

Solving Critical Problems Collectively: A Conceptual Model of Non-Routine Problem Solving in Multinational Corporations

Esther Tippmann1,2, Andrew Parker1
1Grenoble Ecole de Management, Grenoble, France, 2Dublin Institute of Technology, Dublin, Ireland

Subsidiaries linkage patterns: Learning expectations and spill-over threats

Ulf Andersson1, Phillip Nell1, Alessandra Perri3, Grazia Santangelo4
1Copenhagen Business School, Frederiksberg, Denmark, 2Copenhagen Business School, Frederiksberg, Denmark, 3Carlos III University, Madrid, Spain, 4University of Catania, Catania, Italy

REGIONAL LOCATION-SPECIFIC DRIVERS FOR THE POST-ENTRY SUBSIDIARY DEVELOPMENT: EMPIRICAL EVIDENCE FROM A TRANSITION ECONOMY

Agnieszka Chidlow1, Christine Holmström-Lind2, Ulf Holm2, Heinz Tüselmann1
1Manchester Metropolitan University, Manchester, UK, 2Uppsala University, Uppsala, Sweden

Micromultinational or not? International entrepreneurship, networking and learning

Pavlos Dimitratos1, José Ernesto Amorós2, Soledad Etchebarne3, Christian Felzensztein4
1University of Glasgow, Glasgow, UK, 2Universidad del Desarrollo, Santiago, Chile, 3Universidad de Santiago de Chile, Santiago, Chile, 4Universidad Adolfo Ibáñez, Peñalolén, Chile

3H Exporting and Offshoring

09:00-10.30 Rendall LT8

Does the home-region bias of international business vary by industry? An analysis of trade data by type of product.

louise curran1, soledad zignago2
1toulouse business school, toulouse, France, 2banque de france, paris, France

Exporting and Productivity: The Effects of Multi-market and Multi-product Export Entry

Prit Vahter1,2, Jaan Masso3
1University of Birmingham, Birmingham, UK, 2University of Tartu, Tartu, Estonia

Spatial Linkages and Offshoring Location Choice

Alyson Ma2, Ari Van Assche1
1HEC Montreal, Montreal, QC, Canada, 2University of San Diego, San Diego, CA, USA

Institutional environment in offshoring: Host-country attractiveness and organizational model

Julien Gooris
3I Business History and IB
9-10:25 Rendall LT6
Chair: Prof. P. Buckley
Strategic responses to global challenges - the case of Barclays, 1973-2007
John Wilson, Mitchell Larson
University of Liverpool, Liverpool, UK

Resolving the global efficiency versus local adaptability dilemma: US film multinationals in their largest foreign market in the 1930s and 1940s
Peter Miskell
Henley Business School, University of Reading, Reading, UK

Coffee
10.25-10.45 ULMS Atrium/Cafeteria

Keynote speech Prof. Henry Yeung
10.45-12:00 Rendall LT6
Chair: Gary Cook
Prof. Henry Yeung, National University of Singapore
“Global Production Networks: The Economic Geography of International Business.”

Lunch
12:00-13:00 ULMS Atrium/Cafeteria

AIB Members' Meeting (members only)
12:30-13:00 ULMS Seminar 5
Chair: Heinz Tuselmann
Parallel Paper Sessions 13:00-14:45

4A Critical Perspectives on IB/IM Track Paper Session: Institutions
13:00-14:45  ULMS Seminar 3  Chair: Dr. Ayse Saka-Helmhout

Corporate social responsibility in developing economies: do institutional voids matter?
Kenneth Amaeshi, Tazeeb Rajwani, Emmanuel Adegbite
1 University of Edinburgh Business School, Edinburgh, UK, 2 Cranfield School of Management, Bedford, UK, 3 Newcastle Business School, Newcastle, UK

Internationalization, Institutions, and Economic Growth: A Fuzzy-Set Analysis of the New EU Member States
Matthew M. C. Allen, Maria L. Aldred
1 Centre for Comparative and International Business Research, Manchester Business School, Manchester, UK, 2 Manchester Metropolitan University Business School, Manchester, UK

Multinationals and Institutions: An Agency-oriented, Integrated Perspective
Arian Keizer
Manchester Business School, Manchester, UK

4B Panel Session on International Business and Economic Geography
13:00-14:45  ULMS Seminar 4  Chair: Prof. Jon Beaverstock

Panellists:
Prof. Ram Mudambi
Prof. Henry Yeung
Prof. Pervez Ghauri
Prof. Andrew Jones
Prof. Frank McDonald

4C Internationalisation Processes in Service Industries
13:00-14:45  ULMS Seminar 5

Internationalization of IB scholarship and research method: review of IB journals
Anna Morgan-Thomas, Trevor Buck, Agnieszka Chidlow
1 University of Glasgow, Glasgow, UK, 2 Manchester Metropolitan University, Manchester, UK

How Professional Service Firms Internationalise: resource commitments and competencies for internationalisation
Deirdre Canavan, Pamela Sharkey Scott
Dublin Institute of Technology, Dublin, Ireland

A Conceptualisation of the Internationalisation Process of Small-Sized Service Firms: Bundling of Capabilities
Brynn Deprey, Karise Hutchinson, Lester Lloyd-Reason
1 Anglia Ruskin University, Cambridge, UK, 2 University of Ulster, Belfast, UK

Global Diffusion of Mobile Banking: A Futures Perspective
Jenny Mullan, Laura Bradley, Sharon Loane
Ulster Business School, University of Ulster, Londonderry, Co. Londonderry, UK

4D Alliances, Joint Ventures and Cooperative Strategy
13:00-14:45  Rendall LT1
Modelling Conflict Management in International Joint Ventures: A holistic View
Huu Le Nguyen
University of Vaasa, Vaasa, Finland

Learning, Knowledge Transfer and Capability Building within International Joint Ventures
Jeong-Yang Park, Simon Harris
University of Edinburgh, Edinburgh, UK

Conflict Resolution Process in International Joint Ventures: A Theatre Metaphore Approach
Huu Le Nguyen, Jorma Larimo
University of Vaasa, Vaasa city, Finland

4E Spillovers and FDI Impacts
13:00-14:45 Rendall LT2
Curvilinearity of vertical spillovers from foreign direct investment (FDI): Empirical evidence from South Korea
Yoo Jung Ha, Axèle Giroud
University of Manchester, Manchester, UK

Inter-regional Determinants of Innovatory Spillovers from Foreign Direct Investment: Evidence from China
Yi (Elizabeth) Wang¹, Peter J Buckley¹, Jeremy Clegg¹, Chengqi Wang²
¹University of Leeds, Leeds, UK, ²University of Nottingham, Nottingham, UK

Does FDI increase market concentration? An evaluation of the Portuguese manufacturing industries
Rosa Forte¹,², Paula Sarmento¹,²
¹Faculty of Economics - University of Porto, Porto, Portugal, ²CEF.UP, Porto, Portugal

Mark Cook¹, Grahame Fallori²
¹University of Wolverhampton, Wolverhampton, UK, ²Brunel University, London, UK

Ellis Osabutey¹, Karen Williams², Yaw Debrah²
¹Middlesex University, London, UK, ²Swansea University, Swansea, UK

4F The Strategic Role of Subsidiaries
13:00-14:45 Rendall LT3
The Consequence of MNE Decentralization: Empirical Evidence from Japanese Firms in Europe
Norifumi Kawai¹, Peter In der Heiden¹
¹University of Sussex, Brighton, UK, ²University of Duisburg-Essen, Duisburg, Germany

SUBSIDIARIES AND FUNCTIONAL ACTIVITIES IN MULTINATIONAL CORPORATIONS: DIVERSITY, INTERDEPENDENCE AND EVOLUTION
Paz Estrella Tolentino, Odile E.M. Janne, Pi-Chi Chen
Birkbeck, University of London, London, UK

LOCAL EMBEDDING ACTIVITY BY THE COMPETENCE-SEEKING MNE SUBSIDIARY
Shameen Prashantham¹
¹University of Glasgow, Glasgow, UK, ²University of Nottingham China, Ningbo, UK

Dynamic Capabilities in Emerging Markets- Simultaneous Capability Building and Competence Creation in Host locations by MNEs
VANDANA UJJUAL
4G Internationalization Strategies
13:00-14:45 Rendall LT5

Firm-Level Determinants of Outward Foreign Direct Investment: A Systematic Review of the Empirical Literature

Miguel Torres¹², Celeste Varum¹², Francisco Lemos³
¹University of Aveiro, Aveiro, Portugal, ²GOVCOOP, Aveiro, Portugal, ³Uppsala University, Uppsala, Sweden

A critical review of Hidden Champions and emerging research findings on their international strategies and orientations.

Alessa Witt, Chris Carr
University of Edinburgh, Edinburgh, UK

BEAUTIFUL EXIT - HOW TO WITHDRAW AFTER RAPID INTERNATIONALISATION?
Niina Nummela¹, Sami Saarenketo²
¹Turku School of Economics, University of Turku, Turku, Finland, ²Lappeenranta University of Technology, Lappeenranta, Finland

4H Catch Up and Strategies To and From Emerging Markets
13:00-14:45 Rendall LT8

Organizational expansion to underserved markets: Insights from emerging-market firms

Joseph Amankwah-Amoah
Bristol University, Bristol, UK

The Impact of Networks and Opportunity Development in the Internationalization Process: Firms from Newly Industrialized Countries
Huan Zou¹, Chia-Ling Liu², Pervez N. Ghauri³
¹School of Oriental and African Studies, London, UK, ²National Cheng Kung University, Tainan, Taiwan, ³King's College London, London, UK

Determinants of Foreign Subsidiary Performance: Evidence from Ghana
Samuel Dadzie, Jorma Larimo, Huu Le Nguyen
University of Vaasa, Vaasa, Finland

Richard B. Nyuur¹, Yaw A. Debrah²
¹Northumbria University, Newcastle, UK, ²Swansea University, Swansea, UK

Coffee
14:45-15:00 ULMS Atrium/Cafeteria
Doctoral Colloquium 15:00-16:30

Doctoral B3 Implication of context: the case of internationalizing SMEs
15:00-16:30 ULMS Seminar 3

Development of capabilities for internationalization in knowledge-intensive SMEs (research proposal)
Mari Ketolainen
University of Turku, Turku, Finland

Foreign direct investment by small and medium-sized enterprises: The case of German nanotech SMEs
David Freund
Manchester Metropolitan University, Manchester, UK

Firm’s network capability and access to the location-specific advantages
Dimitry Jacob
Queens University Belfast, Belfast, Northern Ireland, UK

Doctoral B4 Multinationality and location: implications for internationalization and performance
15:00-16:30 ULMS Seminar 4

INVESTIGATION OF FACTORS THAT INFLUENCE THE EFFECTIVENESS OF COMPARATIVE ADVERTISING: A CROSS-CULTURAL STUDY
Kalliopi Konsolaki
Kent Business School, University of Kent, Canterbury, Kent, UK

Value Creation in Mobile Banking Application Services: Exploring Banks-Customer Perspectives
Sulaiman Althuwaini
Hull University, Hull, UK

Tax minimization and the global firm: The extent and consequences of tax minimization strategies on the activities of MNEs
Julia Feddersen
University of Bremen, Bremen, Germany

Secret for the long term sustainability of Shinise companies
Innan Sasaki
Turku School of Economics at University of Turku, Turku, Finland

Doctoral B5 Location effect: internationalization in emerging contexts
15:00-16:30 ULMS Seminar 5

Service Internationalization and the Effects of Institutions: case of Finnish Retailer in Emerging Economies
Anna Karhu
Turku School of Economics at University of Turku, Turku, Finland

The Internationalisation Process of Latin American Multinationals: Converting Country Specific Disadvantages into a Location Bound Institutional FSA
Karim Kirollos
Henley Business School, Reading, UK