Understanding rapid internationalization of new low-technology ventures from emerging economies

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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 capapes 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 enterpreneurial 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-Marked Capabilites On The Competion 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

Innovative Capability in MNC Subsidiaries: Evidence from a Panel Study In Transition Economies
Huifen Cai
The University of Hull, HULL, UK

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 Makhmadshoev
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
Ziyi Wei
Henley Business School, University of Reading, Reading, UK

The internationalisation of firms in frontier markets
Namukale Chintu
University of Cambridge, Cambridge, UK

British Multinationals in South East Asia: Strategy, Subsidiary and Performance
Quyen T K Nguyen
University of Reading, Reading, UK

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

Synergetic 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*

1*University of Liverpool, Liverpool, UK,* 2*Continued 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.

*Maeve O'Connell*

*Manchester Business School, University of Manchester, Manchester, UK*

Suppliers' technological capability upgrading and regional expansion of value chain activities: The role of chain governance, market-driving orientation and value chain innovation in extant and parallel chains

*Tanyaporn Soontornthum*

*Manchester Business School, Manchester, 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 Paper Session: Spatiality and Mobilities
13.00-14.15 ULMS Seminar 3  Chair: Dr. James Faulconbridge

- 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

- 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 Vukicevic¹
  ¹The University of Northampton, Northampton, UK, ²Brunel University, London, 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

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 Tuselmann¹, 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 Beavestock², Pervez Ghauri⁴
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-Dardé¹, Luis Eduardo Sigala Paparella³
¹Copenhagen Business School, Frederiksberg, Denmark, ²Universitat de València, València, 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

The Interplay of Networking Activities and Internal Knowledge Actions for Subsidiary Influence within MNCs
Zhaleh Najafi Tavani¹, Axel Giroud², Ulf Andersson³
¹University of Leeds, Leeds, UK, ²University of Manchester, Manchester, UK, ³Copenhagen Business School, Copenhagen, Denmark

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
King's College London, London, UK

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 Masango¹, Svetla Marinova¹,²
¹Sheffield Hallam University, Sheffield, UK, ²Aalborg Universitet, Denmark, Denmark

Rapid Internationalization Strategy for Emerging Market SMEs: The Effect of the Interplay between Speed, Competitive Intensity and Foreign Partnerships on Firm Survival
Ziliang Deng¹, Ruey-Jer ‘Bryan’ Jean², Rudolf R. Sinkovics³
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 Curwen¹, Ulrich Heimeshoff², Jason Whalley¹
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 Harris¹, Colin Wheeler¹
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 Tanganelli¹, Jean-Louis Schaan⁰
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 Strange⁶, Jing-ming Kuo¹
¹Durham Business School, Durham University, Durham, UK, ²Sussex University, Sussex, UK

The Governance Determinants of Family Founder-Entrepreneur CEO Led IPO firms in North Africa
Bruce Hearn
University Of Sussex, Brighton, UK

The Effect of Board Composition on Poverty Outreach of Microfinance Institutions: Evidence from East Africa
sougand golesorkhi¹, neema mori², 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 Boubaki¹, 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 Hastam, 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 Ankomah²*  
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*  
Meliksah University, Kayseri, Turkey

Strategic Assets, Financial Contracting and Equity Share Contributions in International Joint Ventures  
*Michael Bowe¹, Sougand Golesorkhi², Mo Yamin¹*  
¹Manchester Business School, University of Manchester, Manchester, UK, ²Manchester Metropolitan University, Manchester, UK

Coffee  
15:00-15:30  ULMS Atrium

Parallel Paper Sessions 15:30-17:15

2A/1 Critical Perspectives on IB/IM Track Panel Session 1  
14.30-15:50  ULMS Seminar 3  
Chair: Dr. Odul Bozkurt  

Spatiality and Mobilities: Prof. Andrew Jones, Birkbeck, University of London

Culture and Identity: Sierk Ybema, VU University Amsterdam

Methodology: Prof Rebecca Piekkari, Aalto University School of Economics

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, Axelle Giroud

TBC, Mick Moran

2C Small Firm Internationalisation: Processes and Strategies
15:30-17:15 ULMS Seminar 5
Exploring the relationship between entrepreneurial experience and strategic orientation of Born Global Start-ups
Manuela Presutti, Vincenza Odorici
Department of Management, Bologna, Italy

Drivers in Market Selection in Internationalization Process: Comparative Studies of Chinese Born Global and Non-Born Global Firms
Xiaotian Zhang1,2, Tatyana Tsukanova3,4
1University of Tartu, Tartu, Estonia, 2University of Oulu, Oulu, Finland, 3St.Petersburg University, St.Petersburg, Russia, 4HEC Paris, Paris, France

SMEs organisational capabilities and export performance
Serena Mascherpa1, Antonella Zucchella1, Roger Strange1,2
1University of Pavia, Pavia, Italy, 2University of Sussex, Brighton, UK

The role Stakeholders in developing Marketing Capabilities in Internationalising SMEs.
Natasha Evers1, Svante Andersson2
1NUI Galway, Galway, Ireland, 2Halmstad University, Halmstad, Sweden

Interpreting Dunning's Eclectic Paradigm in the Context of Asian SMEs from Emerging Markets
Rose Quan
Newcastle Business School, Newcastle Upon Tyne, UK

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

Cluster Critical Success Factors: A Review and Synthesis of the International Empirical Literature
Dimitrios Tsagdis1, Mohammad Tavassoli2
1University of Hull, Kingston upon Hull, UK, 2Blekinge Institute of Technology, Karlskrona, Sweden
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
Ownership, R&D and innovation performance: Evidence from transitional China
Da Teng¹, Jingtao Yi²
¹Coventry University, Coventry, UK, ²Renmin University, Beijing, China
Nikolaos Papageorgiadis¹, 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 Network Collaborations 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

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

Corporate social entrepreneurship at the Bottom of the Pyramid: Antecedents and outcomes in India
Misagh Tasavori
Essex Business School, Southend on Sea, Essex, 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

Human resource management practices and knowledge sharing in post-merger and acquisition integration: A conceptual framework for future research
Alphonse Aklamanu
University of Vaasa, Vaasa, Finland

How Does Economic Nationalism Influence Cross-border Acquisition in China?
Jianhong Zhang¹, Xinming 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

2A/2 Critical Perspectives on IB/IM Track Panel Session 2
16:10 - 17.30
ULMS Seminar 3

History: Prof Bill Cooke, Lancaster University Management School
Institutions: Dr Ayse Saka-Helmhout, The Surrey Business School
Commentary: Prof Glenn Morgan, Cardiff Business School

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 Hermidas1, Fragkiskos Filippaios2
1Kent Business School, University of Kent, Canterbury, Kent, UK

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 Golesorkhi1, Roy Mersland2, Trond Randoy1,3
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

Ownership concentration, institutions and expected stock returns
Bruce Hearn1, Kate Phylaktis2, Jenifer Piesse3
1University Of Sussex, Brighton, UK
2Cass Business School, London, UK
3University Of Bournemouth, Bournemouth, 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 Piekkari
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 Liu³, Jiangyong Lu⁴
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 McDonald¹, 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

Perceived Work climate and Work Performance in Public Security Organizations in the UAE
Abubakr Suliman
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

The Influence of Human Resource Management (HRM) Practices on Knowledge Sharing in ERP Implementation
Alphonse Aklamanu¹, Benita Gullkvist²
¹University of Vaasa, Vaasa, Finland, ²Hanken School of Economics, Vaasa, 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 Wang¹
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
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

The Myth about Emerging Market R&D Strategies of MNEs: Location Specific Drivers and Global Innovation Networks, the case of Novozymes.
Stine Jessen Haakonsson¹, Vandana Ujjwal²
¹Department of Business and Politics, Copenhagen Business School, Copenhagen, Denmark, ²SPRU (Science and Technology Policy Research), University of Sussex, East Sussex, UK

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-Diab¹, Fragkiskos Filippaio³
¹Kent Business School, University of Kent, Canterbury, Kent, UK, ²Kingston Business School, Kingston University London, Kingston, London, UK
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 Neil2, 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 Tüsleman1
1Manchester Metropolitan University, Manchester, UK, 2Uppsala University, Uppsala, Sweden

Micromultinational or not? International entrepreneurship, networking and learning
Pavlos Dimitratos1, José Ernesto Amorós2, Soledad Etchebarne2, Christian Felzensztein3
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

Priti Vahter^1^2, Jaan Masso^2
^1^University of Birmingham, Birmingham, UK, ^2^University of Tartu, Tartu, Estonia

Spatial Linkages and Offshoring Location Choice

Alyson Ma^2^, Ari Van Assche^1^
^1^HEC Montreal, Montreal, QC, Canada, ^2^University of San Diego, San Diego, CA, USA

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

Julien Gooris
Université libre de Bruxelles, Brussels, Belgium

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^1^, Tazeeb Rajwan^2^, Emmanuel Adegbite^3^
^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^1^, Maria L. Aldred^2^
^1^Centre for Comparative and International Business Research, Manchester Business School, Manchester, UK, ^2^Manchester Metropolitan University Business School, Manchester, UK

Informal institutions and limits to international convergence in corporate governance: the reaction to hedge fund activism in Japan
John Buchanan^2^, Dominic Chai^1^, Simon Deakin^2^
^1^Seoul National University, Seoul, Republic of Korea, ^2^University of Cambridge, Cambridge, 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**  
¹University of Glasgow, Glasgow, UK, ²Manchester Metropolitan University, Manchester, UK

Strategic responses to global challenges - the case of Barclays, 1973-2007  
**John Wilson**, **Mitchell Larson**  
University of Liverpool, Liverpool, 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**  
¹Anglia Ruskin University, Cambridge, UK, ²University 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

Exploring the influence of institutional embeddedness of partner firms on inter-partner dynamics in international strategic alliances  
**Jason Ferdinand**, **Swetketu Patnaik**  
¹The University of Liverpool, Merseyside, UK, ²University of Kaiserslautern, Kaiserslautern, Germany

Learning, Knowledge Transfer and Capability Building within International Joint Ventures  
**Jeong-Yang Park**, **Simon Harris**  
University of Edinburgh, Edinburgh, UK
The Decision of Entry Mode in Cooperative Strategies: Cultural Distance or Relative Size of the Host Country?  
**Francisco Figueira de Lemos**, **Miguel Matos Torres**  
1**Uppsala University, Uppsala, Sweden**, 2**University of Aveiro, Aveiro, Portugal**, 3**GOVCOOP, Aveiro, Portugal**

Conflict Resolution Process in International Joint Ventures: A Theatre Metaphor 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) Wang**, **Peter J Buckley**, **Jeremy Clegg**, **Chengqi Wang**  
1**University of Leeds, Leeds, UK**, 2**University of Nottingham, Nottingham, UK**

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

**Mark Cook**, **Grahame Fallon**  
1**University of Wolverhampton, Wolverhampton, UK**, 2**Brunel University, London, UK**

The Potential for Technology and Knowledge Flows between Foreign and Local Firms: A Study of the Construction Industry in Ghana  
**Ellis Osabutey**, **Karen Williams**, **Yaw Debrah**  
1**Middlesex University, London, UK**, 2**Swansea 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 Kawai**, **Peter In der Heiden**  
1**University of Sussex, Brighton, UK**, 2**University 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

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

Local Embedding Activity Bythe Competence-Seeking Mne Subsidiary  
**Shameen Prashantham**  
1**University of Glasgow, Glasgow, UK**, 2**University of Nottingham China, Ningbo, UK**

Dynamic Capabilities in Emerging Markets- Simultaneous Capability Building and Competence Creation in Host locations by MNEs  
**Vandana Ujjwal**
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
Ownership and Location Effects for Foreign Direct Investment in Southeast Asia
Susy Yuliana Tsai, Shih Kuan Chiu
Feng Chia University, Taichung, Taiwan
Multiregional Strategy For Superior Performance
Elena Beleska-Spasova
University of Reading, Reading, UK
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
The Tortoise and the Hare: Catching up at Sub-industry Groups
Jie Xiong, Philippe Monin
EMLYON Business School, Lyon, France
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
Secret for the long term sustainability of Shinise companies
Innan Sasaki
Turku School of Economics at University of Turku, Turku, Finland

Multinationality and Thai Multinational Enterprises
Sirinuch Loykulnanta
University of Reading, Reading, UK

How does corruption affect the attraction of FDI in Latin America?
Jose Godinez
University of Edinburgh, Edinburgh, UK

Doctoral B5 Location effect: internationalization in emerging contexts
15:00-16:30 ULMS Seminar 5
Retailers’ Strategic Responses To Institutional Pressures And The Effect On Legitimacy And Performance: The Case Of Finnish Multinational Retailers In Russia And Baltic States
Alphonse Aklamanu
University of Vaasa, Vaasa, Finland

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
Doctoral B6 Focus on international marketing
15:00-16:30 Rendall LT1

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

Doctoral B7 Goverance choices and financing in the internationalizing firm
15:00-16:30 Rendall LT2

Venture Capital Financing and New Venture Internationalization: Relational Capital View
Fan Wang
University of Oulu, Oulu, Finland

Governance Choices Of Knowledge-Seeking Firms -- Evidence from Chinese MNEs
Zhengyu Li
Tilburg University, Tilburg, The Netherlands

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