

INTERNATIONAL BUSINESS TRACK: AIB-MIDWEST
CONFERENCE

**Best Paper Award on the MBA International Conference
Theme:**

“Perceived Information Technology Capability of Born Global
Firms and Traditional Exporters in China and the United States”

Man Zhang, Bowling Green State University

Jingwen Lai, SouthWestern University of Finance and Economics-
Chengdu, China

**Best Paper Award in the AIB-Midwest International Business
Track:**

“Strategic Change and the Privatization Process of State-Owned
Enterprises in Thailand: Platform Building and Action Sequences”

Robert Moussetis, North Central College

Orawee Sriboonlue, Alliant International University

Ali Abu-Rahma, Alliant International University

Wednesday, April 2
International Business
1:30 p.m. - 2:45 p.m.
AIB-MIDWEST ...DRAKE ROOM, MAIN LEVEL

Theme: *Global Business Strategies*
Chair: John E. Spillan, Pennsylvania State University-DuBois

“China: Outward Foreign Direct Investment”
Peter Geib, Minnesota State University-Moorhead
Lucie Pfaff, College of Mount Saint Vincent

Discussant: David Boggs, Eastern Illinois University

“Comparative Performance of Foreign and Local Firms in Chinese Manufacturing”
Yingqi Wei, Bradford University (UK)
Chengang Wang, Bradford University (UK)
Xiaming Liu, University of London (UK)
Xiaohui Liu, Loughborough University (UK)

Discussant: William “Rick” Crandall, University of North Carolina-Pembroke

“The Dynamics and Need for Effective Contingency Management Planning in Manufacturing Environments Utilizing the Toyota Production System”
Scott Dickenson, Indiana State University

Discussant: Juan Meraz, Missouri State University

Wednesday, April 2
International Business
3:00 p.m. – 4:15 p.m.
AIB-MIDWEST ...DRAKE ROOM, MAIN LEVEL

Theme: *Structural Reforms and Competitiveness*
Chair: Animesh Ghoshal, DePaul University

“Strategic Change and the Privatization Process of State-Owned Enterprises in Thailand: Platform Building and Action Sequences”
Robert Moussetis, North Central College
Orawee Sriboonlue, Alliant International University
Ali Abu-Rahma, Alliant International University

Discussant: William “Rick” Crandall, University of North Carolina-Pembroke

“Reforms in the Nigerian Banking Sector: The Effects of Efficiency”
Elisabeta Pana, Illinois Wesleyan University
Bukola Tolu Olaosebikan, Illinois Wesleyan University

Discussant: John E. Spillan, Pennsylvania State University-DuBois

“Ownership Structure and Corporate Financial Policy Evidence from the Chinese Listed Companies”
CAO Yong, Nanyang Technological University
Ramin Cooper Maysami, University of North Carolina-Pembroke

Discussant: Nichole Castater, Clark Atlanta University

Thursday, April 3
International Business
8:00 a.m. - 9:00 a.m.

AIB-MIDWEST ...DRAKE ROOM, MAIN LEVEL

Session Title: *Teaching International Business in the Contemporary Era*

Chair: Peter Geib, Minnesota State University-Moorhead

“New Content and Pedagogical Approaches to the Teaching of International Business”

S. Tamer Cavusgil, Michigan State University

Gary Knight, Florida State University

Thursday, April 3

International Business

8:00 a.m. - 9:00 a.m.

AIB-MIDWEST ...MARQUETTE ROOM, MAIN LEVEL

Theme: Panel Presentation on Study Abroad

Chair: Sibin Wu, University of Texas-Pan American

“Get Them to Go: Learning Through International Student Exchange... Why are American Students Hesitant to Participate?”

Ramin Maysami, University of North Carolina-Pembroke

William “Rick” Crandall, University of North Carolina-Pembroke

Chris Ziemnowicz, University of North Carolina-Pembroke

Victor Bahhouth, University of North Carolina-Pembroke

Charles Harrington, University of North Carolina-Pembroke

Thursday, April 3
International Business
9:15 a.m. - 10:30 a.m.
AIB-MIDWEST ...DRAKE ROOM, MAIN LEVEL

Theme: Panel Presentation on International Trade, International Finance and Global Marketing
Chair: Robert Moussetis, North Central College

“Current issues and Problems in Promoting U.S. Foreign Trade”

Debra Rogers, Senior International Trade Specialist, U.S.
Department of Commerce, Chicago, IL

Debra Rogers is a Senior International Trade Specialist at the U.S. Department of Commerce Commercial Service office in Chicago. The mission of her agency is to help U.S. companies expand their exports of goods and services. Before coming to Chicago, Ms. Rogers served as International Trade Specialist in the Office of Africa at Department of Commerce headquarters in Washington, D.C. And prior to joining the Department of Commerce in 1991, Ms. Rogers worked as a Credit Union Advisor in Cameroon, as an International Operations Specialist for a grain trading company in Minneapolis and for a freight forwarding company in St. Paul.

Michael Howard, Midwest Regional Director, Business
Development, Export-Import Bank

Michael Howard is the Midwest Regional Director for the Business Development Division of the Export-Import Bank of the United States (Ex-Im Bank), a full faith and credit U.S. government agency. Ex-Im Bank’s mission is to promote exports of U. S. goods and services through a variety of programs including an Export Credit Insurance program, a Loan and Guarantee program and a Working Capital program. Mr. Howard holds a B.S. in Industrial Management from Georgia Institute Technology. He has served on many advisory councils and committees on international financing for small businesses and is one of the authors of the Florida Export Finance Corporation.

John A. Nevell, Regional Manager, International Trade Programs,
U.S. Small Business Administration and U.S. Export Assistance
Center, Chicago, IL

John A. Nevell is the Regional Manager, International Trade Programs for U.S. Small Business Administration and the U.S. Export Assistance Center, Chicago, Illinois. Prior experience includes twenty years in international banking handling trade finance in Europe, Asia and South America, foreign exchange and asset/liability risk management, and general management of the Chicago branch of a South American bank. He also spent ten years with the Federal Deposit Insurance Corporation liquidating foreign and domestic loans and other acquired assets. Mr. Nevell holds a B.S. in Finance from DePaul University, Chicago.

Thursday, April 3

International Business

10:45 a.m. – 12:00 noon

AIB-MIDWEST ...DRAKE ROOM, MAIN LEVEL

AIB-MIDWEST BUSINESS BRUNCH SESSION

Theme: *Current World Trade Issues and Challenges*

Chair: Robert Moussetis, North Central University

Keynote speaker: Neil F. Hartigan, Chairman and Chief Executive Officer, Illinois World Trade Center

Thursday, April 3
International Business
1:30 p.m. - 2:45 p.m.
AIB-MIDWEST ...DRAKE ROOM, MAIN LEVEL

Theme: *Regional Economic Integration and International Political Economy*

Chair: Christopher Ziemnowicz, University of North Carolina-Pembroke

“Currency Substitution Along Mexico’s Southern Frontier: A Case Study of the Portability of the Belizean Dollar in Chetumal, Mexico”

Veronica Cal, Galen University

Jessica J. Cal, Galen University

Michael J. Pisani, Central Michigan University

Discussant: Abel Adekola, University of Wisconsin-Stout

“Regional Trade Blocs and Developing Countries: Experience of the Sub-Saharan African Groupings and Implications for 21st

“Century Global Competition

Louis O. Osuji, Chicago State University

Julius O. Onah, Manmark & Associates

Discussant: Nichole Castater, Clark Atlanta University

“Push and Pull: An Overview of the Causes and Consequences of Cross Border Physician Migration”

Martin Stack, Rockhurst University

Myles Gartland, Rockhurst University

Uday Tate, Marshall University

Discussant: Sameer Vaidya, Texas Wesleyan University

Thursday, April 3
International Business
3:00 p.m. - 4:15 p.m.
AIB-MIDWEST ...DRAKE ROOM, MAIN LEVEL

Theme: *Impact on Organizational Performance Resulting from Organizational Leadership and Customer Orientation*
Chair: Raffaele DeVito, Emporia State University

“Cross-Cultural Analysis of Organizational Learning: Comparing Job Satisfaction and Ethical Aspects of American and Japanese Organizations”

Christina Chung, Minot State University
Mehdi Sagheb-Tehrani, Minot State University

Discussant: Yezdi H. Godiwalla, University of Wisconsin-Whitewater

“The Relationships Among Locus of Control, Customer Orientation, and Job Performance”

Tung Chun Huang, National Central University (Taiwan)
Wan-Jing April Chang, National Hsinchu University of Education (Taiwan)

Discussant: Peter Magnusson, Northern Illinois University

“Effects of Leadership and Organizational Culture on Operational Practices and Hotel Revenue”

Mohd Rizal Razalli, Universiti Utara Malaysia
Susita Asree, University of Toledo

Discussant: Michael Pisani, Central Michigan University

Thursday, April 3
International Business
3:00 p.m. - 4:15 p.m.
AIB-MIDWEST ...MARQUETTE ROOM, MAIN LEVEL

Theme: *International Business Research and Impact of FDI*
Chair: Ron Zallocco, University of Toledo

“Productivity of International Business Researchers: A Gender Analysis”

Janet Y. Murray, University of Missouri-St. Louis
Kam C. Chan, Western Kentucky University
Hung-Gay Fung, University of Missouri-St. Louis

Discussant: Ian Gladding, Lewis University

“FDI Outflows from India: Exploring the Underlying Features and Examining the Determinants: Review of Existing Literature”

Nandita Dasgupta, University of Maryland

Discussant: Georgine Fogel, Lawrence Technological University

“Examining the Long Run Effects of Export, Import and FDI Inflows on the FDI Outflows from India: A Causality Analysis”

Nandita Dasgupta, University of Maryland

Discussant: Animesh Ghoshal, DePaul University

Thursday, April 3

**MBAA INTERNATIONAL Annual Meeting and
Awards Presentation...Drake Room, Main Level**

4:20 p.m. - 5:30 p.m.

MBAA International ANNUAL BUSINESS MEETING

Awards for Best Papers Announced

Friday, April 4

International Business

8:00 a.m. – 9:15 a.m.

AIB-MIDWEST ...DRAKE ROOM, MAIN LEVEL

ANNUAL BUSINESS MEETING OF THE ACADEMY OF
INTERNATIONAL BUSINESS-MIDWEST REGION AND
AWARD PRESENTATIONS

Presiding: Juan Meraz, AIB-Midwest Chapter President,
Missouri State University

AIB-Midwest Officers:

(3-year term, with year of election (beginning) and year of
completion coinciding with year of Annual Meeting)

President: Juan Meraz, Missouri State University (2005-2008)

Treasurer: Ramin Cooper Maysami, University of North Carolina-
Pembroke (2007-2010)

Secretary: Nichole Castater, Clark Atlanta University (2006-2009)

Program Co-Chairs: Anthony C. Koh, University of Toledo
(2005-2008) and Vern Terpstra, University of Michigan (2005-
2008)

External Business Development Co-Chairs: Robert Moussetis,
North Central College (2005-2008) and Chen Ferguson, Miami
University-Ohio (2005-2008)

(Everyone is invited to the meeting. Refreshments served.)

Friday, April 4

International Business

9:30 a.m. – 10:45 a.m.

AIB-MIDWEST ...DRAKE ROOM, MAIN LEVEL

Theme: *Internationalization and International Marketing*

Chair: S. Tamer Cavusgil, Michigan State University

“Perceived Information Technology Capability of Born Global Firms and Traditional Exporters in China and the United States”

Man Zhang, Bowling Green State University

Jingwen Lai, SouthWestern University of Finance and Economics, China

Discussant: Daa'im Shabazz, Florida A&M University

“Evaluation of Global Competitive Marketing Strategies in Distilled Spirits Industry: Absolut Vodka”

Etienne Musonera, Eastern New Mexico University

David Hemley, Eastern New Mexico University

Discussant: Ron Zallocco, University of Toledo

“Targeting Market Orientation Strategy Among SMEs: An Exploratory Study of U.S. and Taiwanese Firms”

Mike C. H. Chao, City University of New York

John E. Spillan, Pennsylvania State University-DuBois

Discussant: Basil Janavaras, Minnesota State University

Friday, April 4

International Business

11:00 a.m. – 12:15 p.m.

AIB-MIDWEST ...DRAKE ROOM, MAIN LEVEL

Theme: *Industrial Clusters and Global Competitiveness*

Chair: Vern Terpstra, University of Michigan

“Porter’s Value System and Relational Capital: An Adaptation for International Value-Supply Chain Success”

Raffaele DeVito, Emporia State University

William O. Barnes, Emporia State University

Myrna M. Cornett-DeVito, Emporia State University

Discussant: Ian Gladding, Lewis University

“Should International Economists Take Michael Porter’s Comparative Advantage of Nations More Seriously?”

Hamid Hosseini, King’s College

Discussant: Robert Moussetis, North Central College

“Development of Industrial Clusters in Korea and Japan: Revival from the Asian Crisis”

Jung-Hoon Lim, University of Texas-Pan American

Discussant: Man Zhang, Bowling Green State University

Friday, April 4

International Business

11:00 a.m. – 12:15 p.m.

AIB-MIDWEST ...MARQUETTE ROOM, MAIN LEVEL

Theme: *Globalization and Economic Development*

Chair: Nichole Castater, Clark Atlanta University

“Establishing A Stock Exchange in Rwanda: An Empirical Study

Etienne Musonera, Eastern New Mexico University”

Vincent Safari, Kigali, Rwanda

Discussant: Les R. Dlabay, Lake Forest College

“An Empirical Study of University Student Attitudes Toward
Globalization: The Heckscher-Ohlin Theory”

Basil Janavaras, Minnesota State University

John Kuzma, Minnesota State University

Harold Thiewes, Minnesota State University

Evangelos Kourkafas, Minnesota State University

Discussant: Grace Johnson, Marietta College

“Use of Logistics Strategies by Small Manufacturing Firms in
Developing Countries: The Case of Lebanon”

Christopher Ziemnowicz, University of North Carolina-Pembroke

Victor Bahhouth, University of North Carolina-Pembroke

Yussef Zgheib, Notre Dame University-Beirut, Lebanon

Discussant: Susita Asree, University of Toledo

Friday, April 4

International Business

1:30 p.m. – 2:45 p.m.

AIB-MIDWEST ...DRAKE ROOM, MAIN LEVEL

Theme: Panel Presentation Funding and Partnerships in
International Business

Chair: Rama Yelkur, University of Wisconsin-Eau Claire

*Succeeding in Globalizing a Curriculum: Funding and
Programming the Partnerships in International Education*

Program at the UW-Eau Claire College of Business

Rama Yelkur, University of Wisconsin-Eau Claire

Rajarshi Aroskar, University of Wisconsin-Eau Claire

Kristina Bourne, University of Wisconsin-Eau Claire

Bruce Lo, University of Wisconsin-Eau Claire

Abraham Nahm, University of Wisconsin-Eau Claire

Rhetta Standifer, University of Wisconsin-Eau Claire

Friday, April 4

International Business

1:30 p.m. – 2:45 p.m.

AIB-MIDWEST ...MARQUETTE ROOM, MAIN LEVEL

Theme: *A Primer on Cultural Values, Etiquette and Behavior, and Cross-Cultural Managerial Implications*

Chair: Susita Asree, University of Toledo

“Tapping into Tapas: A Primer on Spanish Business Etiquette”

Donna M. Chambers, Franklin & Marshall College

Joseph J. Galante, Millersville University

“Doing Business in Egypt”

Juan Meraz, Missouri State University

“Entering Vietnam: An Institutional Voids Approach”

Huy Q. Tran, University of Texas-Pan American

Sibin Wu, University of Texas-Pan American

Shujuan Zhang, Northwestern Polytechnic University (China)