

INSIDE THIS ISSUE

<u>Greetings from the BPS Division</u>	1
<u>Chair</u>	
2015 BPS Division Award Winners	3
Call for Reviewers	5
<u>New Communications Director</u>	6
<u>Position</u>	
<u>BPS Consortia and Workshop News</u>	8
<u>and Previews</u>	
<u>Message from 2016 BPS Division</u>	12
<u>Program Chair</u>	
<u>BPS PDWs - Call for Proposals</u>	14
<u>BPS Leadership - Calls for</u>	16
<u>Nominations</u>	
<u>BPS Awards - Calls for Awards</u>	17
<u>Nominations</u>	
<u>Announcements</u>	21
<u>News from the BPS Global</u>	27
<u>Representatives</u>	
<u>BPS Division Leadership</u>	37

BPS WEB PAGE:
www.bpsdiv.org

Have you joined the BPS-NET?
Go to www.aomonline.org and choose
"People and Communities", then
"listservs" and BPS-NET

Listserv Moderators:
Jaime Gomez (Universidad de La Rioja)
Scott Johnson (Oklahoma State University)

The BPS Newsletter is published twice yearly in spring and fall. The Newsletter is a publication of the BPS Division. The Editor is Michael Holmes. Rich Devine (Florida State University) provides production assistance for this Newsletter and Ashok Bhandary (Florida State University) provides support for the BPS website.

For questions or comments, contact:
Michael Holmes
Florida State University

GREETINGS FROM THE BPS DIVISION
CHAIR

Brian S. Silverman
University of Toronto
BPS Division Chair



A warm welcome to a new year of BPS membership! I am happy to provide you with an update on your Division in this Fall 2016 edition of the BPS newsletter. Of particular note, BPS completed its 5-Year Review this year. The final report is available on the BPS website: [5-Year Review Report](#).

The Division maintains its standing as the Academy of Management's second-largest division, with nearly 5,000 members. Our membership remains diverse in all aspects. There is broad representation across countries, as our annual meeting program included submissions from 40 different countries with 60% of the participants coming from outside the United States. The diversity in nationality, gender and research interests is also reflected in the award-winning papers and dissertations, and in the division's leadership team. Thanks to you all – your continued engagement helps make BPS vibrant and strong.

The conference venue in Anaheim (and especially the balmy weather this time of the year) made the AoM quite enjoyable, and the proximity of attractions ensured that everyone also got a nice work-out or just some phenomenal relaxing time. Heartfelt congratulations to Gautam Ahuja (U. of Michigan) for receiving the BPS Irwin Outstanding Educator Award in recognition of his

outstanding teaching abilities and his contribution to strategy pedagogy. Among the rising scholars, kudos to Ulya Tsolmon (Washington U. in St. Louis; Ph.D. from Duke U.) for winning the Wiley Blackwell Outstanding Dissertation Award. Please do read about all our award winners this year, featured later in this newsletter.

Thanks to your submissions and the tireless efforts of Mary Benner (U. of Minnesota) as Program Chair, the BPS sessions at the AOM meetings represented interesting and diverse research ideas. There were 766 submissions to the main program, down slightly from 2015's record year. Over 1,000 members diligently reviewed the papers and symposia to determine the 374 papers and 55 symposia accepted for the program.

Our PDW program continues to grow in popularity, as witnessed by the interesting sessions on offer and the strong turnout of attendees during the AoM, continuing a trend from recent years. We were able to accept 24 out of 32 submitted proposals, and co-sponsored 43 PDWs that were led by other divisions. Our

sincere appreciation to Xavier Martin (Tilburg U.) for serving as Assistant Program Chair, and for leading the effort at developing tracks within the PDW workshops that appealed to both the research and teaching interests of the membership. In addition to our various consortia, several workshops (such as the Junior Faculty Paper Development Workshop) were aimed towards the express purpose of talent development. Given their strong endorsement from participating members, we encourage you to not only participate in these, but also develop additional innovative sessions. In general, you should expect increasing popularity of the PDW program, and increasing competitiveness over the coming years.

Among other activities, we continued to feature tracks in our main conference program that grouped papers within research themes and scheduled them for convenience and a “conference within a conference” experience for various research communities within BPS. Our social events welcomed new members and celebrated continued involvement of long standing members, and the Executive Committee is committed to exploring new opportunities to help build community and engagement within our Division.

Thus, this year’s meetings set the stage for our membership to stay strong and vibrant next year. However, to do so, we need you to stay involved, and even better, increase your participation! There are many ways in which you can do so. If you have not already done so in the past, please [sign up early to serve as a reviewer](#). We need you in this important task, since the BPS annual program is created for you, by you, in this manner. Service as a reviewer (in terms of frequent and quality feedback) is an important criterion for inclusion in nomination for committee positions. Please also volunteer or nominate members to serve in the various committees and officer positions.

In this sense, let me take this opportunity and extend a special thanks to Chris Zott (IESE Business School), our outgoing BPS Chair, Michael Holmes (Florida State U.), our Communications Director, and Paul Drnevich (U. of Alabama), our Treasurer, for their service to the BPS Division. And a warm welcome to Samina Karim (Northeastern U.) as this year’s Assistant Program Chair!

This year the BPS Division is introducing three new awards: Emerging Scholar Award, Distinguished Scholar Award, and Distinguished Service Award. The calls appear later in this newsletter. Please nominate potential candidates for these and for the Irwin Award.

Next year, our annual meetings will take place in Atlanta, Georgia, from August 4th to 8th, 2017. They will feature the theme “[At the Interface](#).” Please reserve the dates, and think about the various ways in which you can contribute not only to the All Academy Theme, but also to the mainstay areas of research interests within the BPS Division. Thank you all for your support of BPS, once again. I look forward to serving as your Division Chair in this upcoming year. Warm regards!



2016 BPS DIVISION AWARD WINNERS

Glueck Best Paper Award

The 2016 winners of the Glueck Best Paper Award are **Raffaele Morandi Stagni** and **Juan Santalo (Instituto de Empresa Business School)** for their paper *Competition and the Redistribution of Resources in the Multi-Business Firm*

The BPS gives this award annually in honor of the late William F. Glueck. The award is funded through a memorial established by his former students. Glueck earned a Ph.D. from Michigan State University in 1966. In 1979, he became the 35th president of the Academy of Management. During his career, he authored 20 books, as well as 175 articles, monographs, and cases. Respected by his peers and students alike, he was renowned for his intense drive to achieve and his close mentoring relationships with doctoral students.

Distinguished Paper Award

BPS continued its tradition of recognizing Annual Meeting submissions that reviewers rated in the top 1%. The 2016 Distinguished Paper recipients are:

Natarajan Balasubramanian, Jin Woo Chang, Mariko Sakakibara, Jagadeesh Sivadasan and Evan Starr, *Locked In? Noncompete Enforceability and the Mobility and Earnings of High-Tech Workers*

Donal Crilly, *Time, Space and Intertemporal Choice: Why Approaching the Future Makes for Short-Term Thinking*

Warren Boeker, Michael Howard, Sandip Basu, and Arvin Sahaym, *The Influence of Founder Collaborations on Venture Knowledge Quality*

Kshitij Awasthi, Sai Yayavaram, Rejie George, and Trilochan Sastry, *Effect of Political Connections on Profit Persistence: Evidence from India*

Jyun-Ying Fu, *Pay to Incentivize or Pay to Capture: Evidence from Independent Director Behaviour in China*

Sumantra Ghoshal

Research-to-Practice Award

The 2016 winners of the Sumantra Ghoshal Award are **Tianxu Chen (Oakland U.)** and **Jianhong Chen (U. of New Hampshire)** for their paper *Corporate Venture Capital and Inter-Firm Rivalry: A Competitive Dynamics Perspective*

The Sumantra Ghoshal Research and Practice award goes to a paper that advances research while deriving important implications for practice. The award honors the contributions to both research and practice made by Sumantra Ghoshal.

Robert J. Litschert Award

The 2016 Robert J. Litschert Best Paper by s Doctoral Student Award was given to **Andy Wu (University of Pennsylvania)** for his paper *Organizational Decision-Making and Information: Angel Investments by Venture Capital Partners*

The BPS Division gives the award annually in honor of the late Robert Litschert. To be eligible, papers must be authored by students only. Papers with one or more non-student co-authors are not considered. Doctoral students should note their paper's eligibility for the 2016 award during the submission process.

Distinguished Student Paper Award Winners

This year, BPS continued its tradition of recognizing distinguished papers by doctoral students. The 2016 BPS Distinguished Student Paper Award Winners are:

Megan Lawrence (Harvard U.), *Who Learns from Whom? Divisionalization and Local Learning*

Peter Snoeren (Bocconi U.), *A Stakeholder Based View of Firm Growth: Stakeholder Orientation and Value Creation from Growth*

Wiley Blackwell Outstanding Dissertation Award

The 2016 winner of the Wiley Blackwell Outstanding Dissertation Award was **Ulya Tsolmon (Washington University in St. Louis) (Ph.D., Duke U.)** for *Gaining Competitive Advantage from Human Capital: Role of Markets and Firm Structure*. Her advisor was Will Mitchell.



Wiley Blackwell Publishing sponsors this award. The winner and finalists presented their research at a special session that highlighted these dissertations. The other finalists for the 2016 award were:

Bo Cowgill, Columbia U. (Ph.D., U. of California, Berkeley); Advisor: John Morgan
Essays on the Economics of Organizations, Productivity, and Labor

Ramakrishna Devarakonda, Chinese U. of Hong Kong (Ph.D., Purdue U.) Advisor: Jeffrey Reuer
Founders' Credentials and Performance of High-tech Startups

Vanessa Burbano, Columbia U. (Ph.D., UCLA); Advisors: Marvin Lieberman and Jason Snyder
Three Essays on Corporate Social Responsibility

Marketa Rickley, U. of Iowa (Ph.D., Boston U.); Advisor: Samina Karim
Strategic Allocation of Human Capital: Executive Appointments in Multinational Bank Subsidiaries

John Mawdsley, HEC Paris (Ph.D., U. of Illinois at Urbana-Champaign) Advisor: Deepak Somaya
Relational Strategy, Business Scope, and Firm Performance: Evidence from Supplier-Client Relationships in Knowledge-Based Services



Ulya Tsolmon at the 2016 BPS Business Meeting
(learning that she won the award)

2016 BPS Division Outstanding Reviewers

Achim Schmitt	Giulio Ferrigno	Martin Weiss
Albert Cannella	Hansin Bilgili	Michael C. Nippa
Andrew Boysen	Ian Hamilton Maitland	Mingtao Xu
Arabella Mocciaro Li Destri	J.W. Stoelhorst	Niloofer Abolfathi
Benjamin L. Hallen	Jason D Debone	Norbert Steigenberger
Casidhe Horan Troyer	Jens Schmidt	Paolo Aversa
Corey Fox	Jiachen Yang	Patricia M. Norman
Dan Richards	Joakim Netz	Peter Snoeren
Daniel Gamache	John Charles Eklund	Poonam Khanna
Daniel H. Simon	John G Michel	Stephen Hwang
Daniel Z. Mack	Julio Araujo Carneiro-da Cunha	Sunhwan Gwon
David Maslach	Kuo Frank Yu	Sven Pietrzyk
Donald J. Schepker	Kyle J. Mayer	Sven-Olof Collin
Elia Giovacchini	Linda Rademaker	Urs Daellenbach
Erica Heather Coslor	Lorenz Graf-Vlachy	William Gillis
Exequiel Hernandez	Lu Jin	Yuliya Ponomarev
Georg Wernicke	Mario Schijven	

Call for Reviewers

Xavier Martin

Tilburg University
BPS Program Chair

Every year, the success of the BPS program at the Academy of Management meeting depends on the papers and symposia that you, members or prospective members of the division, contribute. But that is not all!

The success also depends critically on your active **involvement as reviewers** for the scholarly program. In this role, you can shape the program and ensure that the most worthy and original work is featured in attractive, logical sessions. The program would be impossible to assemble without the input of hundreds of reviewers, whose developmental reviews not only help select the papers for inclusion in the program, but also provide useful feedback to *all* authors who submit their work to the division. Reviewing offers members the opportunity to develop as scholars, to see and shape nascent ideas and trends in our field, and to demonstrate to the division leadership their willingness to volunteer. Each year, the division generously recognizes 50 reviewers for their outstanding contribution – to be one of those, you must review for BPS.

I count on, and thank you in advance, for your willingness to volunteer and contribute to the program by providing thoughtful and timely reviews. You will be able to sign up as a reviewer via <http://review.aom.org/> from **October 17, 2016**. Please **reserve BPS** in your schedule already as a division for which you will serve as reviewer, and **sign up now** (you will be able to sign up to review for no more than two divisions). The BPS Division will ask you to review about three submissions between **January 18 and February 16, 2017**. Your reviewer assignment will be based on the topic codes that you indicate to represent your areas of expertise. This ensures an efficient and productive experience when reviewing for BPS! More resources for reviewers are available at <http://aom.org/annualmeeting/review/>.

Please sign up to review for BPS!

Invitation to Volunteer and Join the BPS Division Leadership as Communications Director

- Do you want to be an officer in BPS, AOM's second largest division?
- Are you interested in working in a visible and important role in BPS?
- Would you like the opportunity to drive and implement the modernization of BPS's communication with its members?
- Do you have the skills and passion to enrich and manage a website, establish a robust social media presence, and spearhead new ways to communicate with BPS members?

Then get involved by volunteering to be the new Communications Director for BPS! This position is meant to be a long-term and vital part of the management and decision-making structure of BPS. BPS's officers and Executive Committee seek to establish this position as one of three non-elected officer positions in the Division. In other words, the person holding this position has the potential to make a significant and long-term impact on BPS.

A description of the position and how to apply is below. For more information about this important and exciting volunteering opportunity, contact Michael Holmes (mholmes@fsu.edu).

POSITION DESCRIPTION

The BPS Communications Director is expected to lead, organize, and spearhead the Division's communications with its members. The person should serve as the expert for BPS in online communications, including website management, social media, email, etc. BPS is beginning the process of establishing this position as an appointed officer of the Division.

AOM's online conference submission and program scheduling platforms are not within the scope of this position. Those duties remain with AOM. Rather, the BPS Communications Director can update members on notable activities in the Division (e.g., elections), distribute calls for papers, make announcements for the Division (e.g., proposed policy changes), etc.

The duties of the Communications Director include:

- (1) Updating and perhaps redesigning the BPS website. Currently, it runs on Joomla, but could run on WordPress instead. Thus, skills in one of these two areas are needed.
- (2) Developing a BPS Facebook page and perhaps a Twitter feed. Thus, social media experience and expertise are a plus.
- (3) Participating in the BPS Executive Committee's two annual meetings. One is at the Annual AOM Meetings. The other (i.e., the Winter Meeting) usually is held in early March at a location that varies annually. Travel to the Winter Meeting is partially subsidized by BPS.
- (4) Developing and implementing strategy to enrich BPS's communications with its members, perhaps using tools (e.g., Constant Contact) other than those noted in this job announcement.

The time commitment for this position varies depending on your expertise and motivation. Following the initial time commitment necessary to build and/or implement some of the desired communication tools, an expected average of one-to-two hours a week probably is reasonable.

REQUIREMENTS

- Must be a member of the BPS Division.
- Must attend the Annual Meeting of the Academy of Management every year during the term of the position. Must also be willing to attend the Winter Meeting of the Division.
- Must commit to performing the tasks outlined above.
- Must commit to supporting BPS's elected officers and Executive Committee members in their efforts to lead the Division.

We are looking for someone who is motivated to get involved with the Division, able to respond quickly to occasionally time-sensitive tasks, precise in conducting and communicating the required tasks, and will be a nice and helpful addition to the Division's leadership team.

The position is for an initial term of one year, which can be extended to three years (renewable) and perhaps longer if mutually satisfactory.

HOW TO APPLY

1. Interested volunteers should submit a brief (i.e., < 250 words) statement of interest that answers the following questions:

- a) Why are you interested in the Communications Director position?
- b) What are your qualifications for the position?

2. Applications are due by November 30, 2016 and should be emailed to Michael Holmes (mholmes@fsu.edu). Please make sure the phrase "BPS Communications Director" is in the subject line of the email.



BPS CONSORTIA AND WORKSHOPS: 2015 NEWS AND 2016 PREVIEWS

BPS DOCTORAL AND DISSERTATION CONSORTIA

The BPS Division will again sponsor the Doctoral and Dissertation Consortia during the pre-conference period of the 2017 Annual Meeting of the Academy of Management in Atlanta, Georgia.

The BPS Doctoral Consortium is for students in early stages of their PhD programs and provides opportunities for participants to discuss their dissertation proposals in small groups with distinguished faculty and peers. Participants and faculty panelists will also explore issues including developing a research pipeline, understanding the journal review process and learning to teach effectively. Nan Jia is one of the co-chairs for the 2017 Doctoral Consortium.

The BPS Dissertation Consortium is intended for PhD candidates who will be on the job market during the 2017-2018 academic year, for jobs beginning in Fall 2018. Participating students must have successfully defended their dissertation proposals and completed a draft of their job market papers. The main focus of the 2017 Dissertation Consortium will be on providing participating students with an opportunity to discuss their job market papers in small groups with distinguished faculty and peers. Steven Khal is one of the co-chairs for the 2017 Dissertation Consortium.

Please look for details on how to apply for these consortia in the Spring BPS Newsletter. The application deadline will likely be in mid-May. If you have questions, contact Nan Jia at nan.jia@marshall.usc.edu for the Doctoral Consortium or Steven Kahl at steven.j.kahl@tuck.dartmouth.edu for the Dissertation Consortium.



Atlanta, GA

BPS MANAGING YOUR DISSERTATION WORKSHOP

The 2016 edition of the BPS Managing Your Dissertation Workshop, organized by Johan Chu, brought together 79 doctoral students and 11 faculty members. Finalists of the BPS Best Dissertation Award from the previous year organize the workshop, which offers doctoral students concrete advice on how to manage the dissertation process and the transition to faculty. Eunice Rhee shared ideas on getting started, selecting a topic and defending the proposal. Johan Chu discussed the process of forming and managing a committee. Asma Fattoum focused on research design, methods, and data collection. Tiona Zuzul shared advice on seeking a job and preparing a job talk, Dimitrios Georgakakis offered his thoughts on defending the dissertation, and Lionel Paolella offered tips on the life after the Ph.D. Senior faculty members Feng Zhu, Mark Mizruchi, Mary Tripsas, Winfried Ruigrok, and Rodolphe Durand provided their perspectives on managing doctoral advisors, seeking a job and preparing a job talk, the myths and reality of the job market, using dissertations to get careers started, and managing the journal review process. Participants and faculty also took part in breakout sessions focused on a variety of issues.

The next Managing Your Dissertation Workshop will take place during the 2017 Annual Meeting of the Academy of Management in Atlanta, Georgia. Further details will be included in the Spring BPS newsletter. If you have questions, feel free to contact Ulya Tsolmon (utsolmon@wustl.edu).



Six Flags over Georgia
West Atlanta

BPS JUNIOR FACULTY CONSORTIUM

On August 6th 2016, 24 junior faculty members and 11 panelists met in Anaheim to shape research ideas, discuss the tenure and publication processes, and forge friendships during the 2016 BPS Junior Faculty Consortium. Our distinguished guest, Dan Levinthal, opened the day with insights on key challenges and opportunities facing scholars within the field and used his own research experiences to provide valuable advice on publishing research that makes an impact. The participants were then divided into teams of 5 to have in-depth discussions with our senior panelists on a variety of issues, including: *research and publishing* (Jay Barney, Kathy Eisenhardt, Dovev Lavie, Lourdes Sosa, Giovanni Gavetti, Raghu Garud); *teaching* (Anne Marie Knott, Louise Mors, Bill Wan, Jorge Walter, Dovev Lavie, Costas Markides); and *preparing for tenure* (Jay Barney, Kathy Eisenhardt, Louise Mors, Lourdes Sosa, Bill Wan).

Over lunch, panelists and participants engaged in structured discussions on two topics: Dealing with the academic journals and balancing work and personal life at the start of one's career. This was followed by an Editors' panel that provided participants with the opportunity to engage with editors from the *Strategic Management Journal* (Alfonso Gambardella), *Academy of Management Journal* (Dovev Lavie), *Organization Science* and *Strategy Science* (Giovanni Gavetti), and the *Administrative Science Quarterly* (Henrich Greve). The day finished with one-to-one discussions between participants and senior scholars who were experts in each participant's research (the 11 panelists were joined by Raffi Amit, Caroline Flammer and Minyuan Zhan). The discussion centered on "research arcs" that each participant had prepared prior to the Consortium. The goal was to give each participant customized advice on their research. Co-chairs Giovanni Gavetti and Costas Markides wish to thank everyone who helped make this year's consortium a successful and fun event!

In August 2017, the BPS Division will again sponsor a Junior Faculty Consortium at the Academy of Management meeting in Atlanta. The objective is to enhance the scholarship, teaching, and overall career development of faculty in early stages of their careers. Any BPS member who has completed their dissertation by September 2016 and is in the first through the third year of their academic career or has recently moved into the Strategic Management/Business Policy field is welcome to apply. In addition, applicants should have a record of commitment to research and teaching in the Strategy/Business Policy field and should not have participated in prior BPS Junior Faculty Consortia.

Stayed tuned! Details about the 2017 Junior Faculty Consortium and the application process will be reported in the Spring BPS Newsletter. The application deadline will likely be in late-May. If you have questions, please contact Costas Markides (cmarkides@london.edu), Co-Chair of next year's event.

BPS MID-CAREER CONSORTIUM: MANAGING YOUR EVOLVING CAREER

The Business Policy and Strategy Division will once again sponsor a Mid-Career Consortium for the 2017 Annual Meeting of the Academy of Management. The Mid-Career Consortium is for BPS faculty members who completed their dissertation before August, 2012 and have at least five years of academic experience. The objective of the workshop is to facilitate networking and discussion around the unique professional challenges, problems and opportunities facing BPS faculty moving into their “Associate Professor Years.”

At the 2016 BPS Mid-Career Consortium in Vancouver, twenty-one participants interacted with a panel of senior faculty members including Ruth Aguilera (Northeastern University), Ansgar Richter (U. of Liverpool), Zeki Simsek (U. of Connecticut), and Anthea Zhang (Rice University). Some of the topics discussed by panelists and participants included managing competing demands, changing your outlook/emphasis post tenure, launching a new or reorienting your research focus, and taking on leadership roles. The discussions were followed by an informal cocktail reception and further conversations. The 2017 BPS Mid-Career Consortium will follow a similar format.

The 2017 Consortium will be chaired by Gerry McNamara (Michigan State). Look for additional details in the Spring BPS Newsletter and on the BPS Division web page at (<http://divisions.aonline.org/bps/>). For more information regarding next year’s consortium, or to express interest in participating, contact Gerry (mcnamara@broad.msu.edu).



Stone Mountain
North Atlanta

MESSAGE FROM THE BPS DIVISION PROGRAM CHAIR

Xavier Martin

Tilburg University
BPS Program Chair

bpsdiv@tilburguniversity.edu



I hope you are already thinking ahead and looking forward to the 2017 Academy of Management meeting which will be held in Atlanta, GA from August 4 to 8. The overall AOM conference theme is [*At the Interface*](#). This is especially relevant for the BPS Division as a large part of the strategy research and teaching agenda addresses the interfaces and relationships, both internal and external, of business and other organizations. BPS scholars should find the conference theme rich with important research questions centered on the many ways that interfaces affect – and are affected by – strategy choices and outcomes. Consider how topics such as corporate strategy and governance; international and emerging-market strategy; alliances, networks, M&A and other inter- or intra-organizational relationships; business models; competitive and cooperative interactions; open and collaborative innovation; entrepreneurial activities and resource-seeking; non-market strategy and sustainability; competitive and industry dynamics; and various other strategy issues all relate with the existence and shaping of such interfaces. For more information about the AOM theme and the conference in general, please visit <http://aom.org/annualmeeting/theme/>.

Given the size and diversity of BPS membership, we have adopted the practice of combining related sessions into tracks. This structure helps to foster interaction among scholars working within particular research domains. It also helps to make a large conference feel a bit smaller, and reduces time conflicts and distance travelled among sessions on related research topics. I will be continuing in this tradition, with the help of volunteers who will be serving as BPS Track Chairs for the 2017 conference. In addition, I hope to organize a large number of symposium and selected shared paper sessions to encourage work in emerging areas of research and to stimulate valuable conversations across disciplines and divisions. This will give our members great opportunities to learn about new developments in different research domains and to build new connections across research streams.

Submissions: I would like to thank our continuing members and scholars who have submitted in prior years to BPS for all your support of the Division. I am counting on you to continue submitting your best research papers and most creative symposia! I also warmly welcome Ph.D. students or other scholars who have not submitted research to the Academy or to the BPS Division before – please do submit your work; you will find that AOM and specifically BPS encompass a wide range of interesting topics and tracks, and that we are eager to engage with new ideas and scholars. Alongside papers, symposia are a great opportunity to collaborate with others and engage in meaningful scholarly dialogue. I encourage everyone to develop symposia that are novel, combine different theoretical lenses or research methodologies, rigorously examine new phenomena from different angles, or throw a new light on old phenomena.

Submission Deadline: The submission deadline for next year's conference is **Tuesday, January 10, 2017 at 5pm ET (New York time)**. The submission system opens on Tuesday, November 15, 2016. Please consult the Academy of Management website for useful submission information, and note that the BPS

Division maintains the same submission requirements as the Academy of Management: <http://aom.org/annualmeeting/callforsubmissions/>.

Call for Reviewers: Please sign up to review for BPS! The success of the BPS program depends upon your active involvement, especially your participation in reviewing submissions for the scholarly program. The program would be impossible to assemble without the essential input of hundreds of reviewers, and reviewing offers members the opportunity to contribute and develop as reviewers. I count on, and thank you in advance, for your willingness to volunteer and contribute to the program by providing thoughtful and timely reviews. You will be able to sign up as a reviewer via <http://review.aom.org/> from **October 17, 2016**. Please **reserve BPS** in your schedule already as a division for which you will serve as reviewer, and **sign up now** (you will be able to sign up to review for no more than two divisions). The BPS Division will ask you to review about three submissions between **January 18 and February 16, 2017**. Your reviewer assignment will be based on the topic codes that you indicate to represent your areas of expertise. This ensures an efficient and productive experience when reviewing for BPS! More resources for reviewers are available at <http://aom.org/annualmeeting/review/>. With your help, I'm looking forward to a great BPS program in 2017. See you in Atlanta next August.



Atlanta, GA
Midtown Atlanta in the Distance

CALL FOR PROPOSALS

2016 BPS PROFESSIONAL DEVELOPMENT WORKSHOPS

Samina Karim

Northeastern University
Assistant Program Chair

The Business Policy and Strategy (BPS) Division invites submissions of creative proposals for PDW sessions for the 2017 AOM Conference in Atlanta, GA. Our continuing goal is to offer PDWs that are as innovative, diverse, and interactive as possible. The BPS Division continues to value rigorous and insightful research on all topics within its domain. PDW topics could include emerging theoretical and phenomenological developments, connections between strategic management and other fields and disciplines, cutting edge methods, and paper development sessions, just to name a few. In addition, the BPS Division recognizes the variety and sometimes-increasing importance of other academic tasks its members undertake, and thus welcomes submissions for PDWs that address teaching (topics and methods), applied research and links to practice, and other tasks such as service, outreach and fundraising/grant seeking, provided the PDWs clearly address strategic management questions and the needs of BPS members.

The preconference portion of the conference offers opportunities to experiment with new session formats and ideas that might not fit easily within the confines of the regular conference program. For instance, session formats might include roundtable discussions, methods workshops, town hall meetings, debates, exercises and ‘games’ involving participants, technology demonstrations, breakout group sessions, research incubators, meetings with relevant non-academic speakers, and even off-site events. PDWs may involve participants in preparation and follow-up extending beyond the in-conference PDW program timeframe, where justified. Sessions that look like standard paper presentations are more appropriate for traditional symposia.

PDWs are specifically intended for professional development. Accordingly, organizers should explain in their proposals how they will foster interaction and personal development among participants, and what audience they will aim to attract. Befitting this interactive component, PDWs are normally at least two hours long, though sessions may be as short as 1.5 hours if specifically justified by the organizers or as required to accommodate enough quality submissions in the program.

PDW proposals that are of interest to other divisions besides the BPS division are encouraged, although this is not a requirement for acceptance. Please indicate in the submission document what divisions and interest groups may be suitable to be invited by the PDW Chair as potential co-sponsors. We also welcome proposals that address the overall AOM 2017 conference theme, “At the Interface” (please see the conference website for additional details). Among other things, this theme encourages BPS members to reflect on the many ways that interfaces separate and connect people and organizations – and to consider the consequences of those separations and interconnections.

PDW proposals may be submitted online at <http://submission.aom.org> beginning in November 15, 2016. **Early submissions and expressions of interest are encouraged** to enable the possibility of feedback and to maximize your chance of acceptance. **The deadline for submissions is January 10, 2017, at 5PM ET (NY Time).** The PDW program runs from 8 am Friday through 8 pm Saturday (August 4-5, 2017). All

named PDW participants must commit to participation in advance. All proposals require a statement indicating that all named participants have consented to participate in the PDW. The AOM’s “Rule of Three” for the PDW program is that “no one may submit or be associated with more than 3 PDW submissions; or appear in more than 3 PDW sessions during the preconference from Friday to Saturday, regardless of whether the sessions are held on-site or off-site.” Space and time for PDWs is limited, and we cannot guarantee acceptance of all proposals, yet our goal is to have as large and broad a representation of the BPS membership as possible.

Please feel free to contact Samina Karim, BPS PDW chair, at AOMsamina@gmail.com for general inquiries and informal discussions about ideas for PDW sessions.



Chattahoochee River National Recreation Area
North Atlanta

CALL FOR NOMINATIONS

2016 BPS EXECUTIVE COMMITTEE AND ASSISTANT PROGRAM CHAIR BALLOTS

Alfonso Gambardella
Bocconi University
Past Division Chair

Please help us identify the future leadership of BPS! The BPS Executive Committee, and the 5 year officer term commencing with the position of Assistant Program Chair are important for ensuring the continued vibrancy of the BPS Division. Please consider nominating members to be elected for these opportunities to serve the division.

Executive Committee: The Division membership will elect six members to the BPS Division's Executive Committee during the Spring 2017 elections. To appear on the ballot, individuals must receive nominations from at least 10 other BPS members in good standing.

Assistant Program Chair: The Division membership will elect the Assistant Program Chair during the Spring 2017 elections. Nominees for Assistant Program Chair must have served previously on the BPS Executive Committee. The ballot for Assistant Program Chair will list individuals if they have served on the BPS Executive Committee and have received nominations from at least 20 other BPS members in good standing.

Nomination Guidelines: Nominees may stand for election provided they: (1) are members in good standing of the BPS division, (2) are nominated by other BPS members as indicated above, (3) meet the requirements of the position (see above), and (4) agree to run for office. The Spring 2017 ballot will include all valid nominations. If there are not enough valid nominations to complete the ballot, the current Executive Committee will make additional nominations.

You can nominate candidates on the Academy of Management nomination website, which will be available online in mid-January 2017 and will remain open for approximately one month. The AOM election staff will send a mass email notification to all active members of the Academy, notifying that the nomination website is open and providing a link and login information.

If you have any questions or comments, please contact me at alfonso.gambardella@unibocconi.it

CALLS FOR AWARD NOMINATIONS

2017 IRWIN OUTSTANDING EDUCATOR AWARD NOMINATIONS

Mary Benner

University of Minnesota
Division Chair Elect

The BPS Division of the Academy of Management requests nominations for the Irwin Outstanding Educator Award, to be given at next year's annual meetings in Atlanta, Georgia. The BPS Division has recognized Outstanding Educators with an award since 1987. In 1991, the publishing company Richard D. Irwin established a \$25,000 endowment for the award, thereafter named the Irwin Outstanding Educator Award. Since 2008, the BPS division has presented this award on an annual basis.

This award is designed to recognize an established strategy scholar who has demonstrated a long-term commitment to and expertise in educating strategy students. Nominees should have at least 15 years of service since graduating from their own doctoral programs. In odd-numbered years, BPS evaluates nominees with respect to their contributions to Ph.D. and doctoral education. In even-numbered years, BPS evaluates nominees with respect to their contributions to MBA/executive education in strategic management.

Since our next meeting will be in 2017, we are now soliciting nominations for **scholars who have made significant contributions to mentoring PhD students** in strategic management.

Manifestations of outstanding educator contributions might include:

1. Mentorship of PhD Students. The person has been closely linked to the development of other outstanding scholars and in developing the scholarship of others. (For example, the person is actively involved in dissertation committees or participates regularly in Professional Development Workshops or other specialized workshops like CCC or DRUID, etc.).

2. Mentorship of Junior Colleagues. The person has mentored or advised scholars beyond the dissertation advisor role by offering constructive comments, suggestions, and criticism.

Previous award winners are:

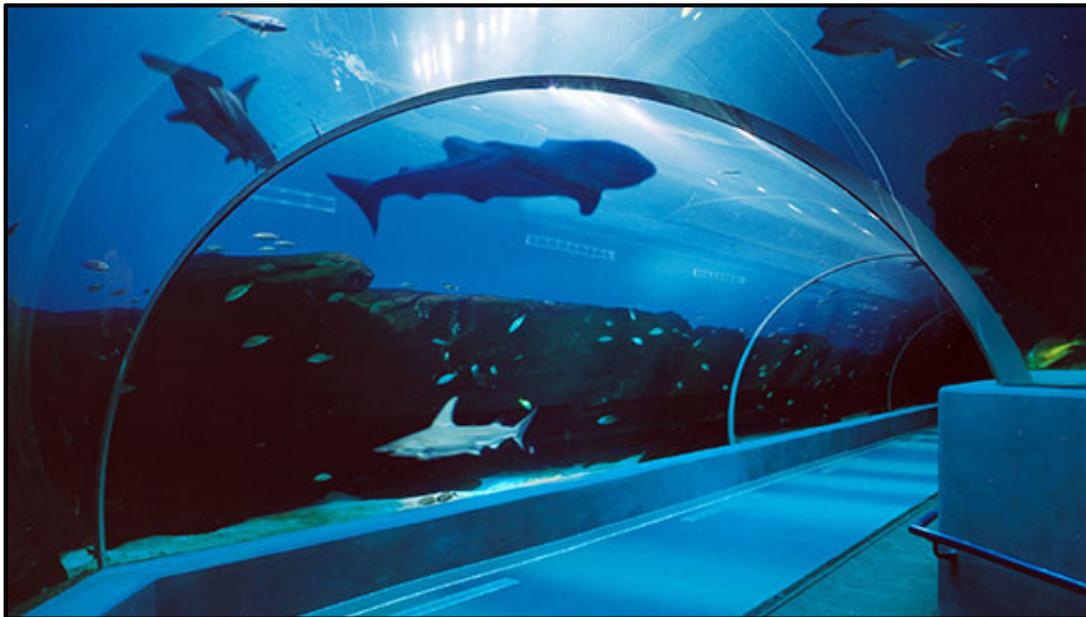
- 1987: C. Roland Christensen (Harvard University)
- 1989: James Brian Quinn (Dartmouth College)
- 1991: Charles Summer (University of Washington)
- 1993: Michael Porter (Harvard University)
- 1995: William H. Newman (Columbia University)
- 1997: David Jemison (University of Texas)
- 1999: Arnold Cooper (Purdue University)
- 2001: Michael A. Hitt (Arizona State University)
- 2003: Donald C. Hambrick (Penn State University)
- 2005: Jay Barney (Ohio State University)

- 2007: Kathy Eisenhardt (Stanford University)
- 2008: Pankaj Ghemawat (IESE Business School)
- 2009: Will Mitchell (Duke University)
- 2010: Anita McGahan (University of Toronto)
- 2011: Joseph Mahoney (University of Illinois)
- 2012: Henry Mintzberg (McGill University)
- 2013: Bernard Yeung (National University of Singapore)
- 2014: Myles Shaver (University of Minnesota)
- 2015: Dan Levinthal (University of Pennsylvania)
- 2016: Gautam Ahuja (University of Michigan)

Please send your nomination(s) to any of the following BPS Awards Committee members. Please include a brief explanation as to why you are nominating the individual. Many thanks!

Mary Benner, Chair (mbenner@umn.edu)
Gautam Ahuja (gahuja@umich.edu)
Melissa Graebner (Melissa.Graebner@mcombs.utexas.edu)
Sarah Kaplan (Sarah.Kaplan@rotman.utoronto.ca)
Dan Levinthal (dlev@wharton.upenn.edu)
Costas Markides (cmarkides@london.edu)
Giovanni Valentini (gvalentini@iese.edu)

Nominations will be accepted through January 13, 2017.



The Georgia Aquarium
Downtown Atlanta

BPS IS ACCEPTING NOMINATIONS FOR TWO NEW AWARDS

Mary Benner
University of Minnesota
Division Chair Elect

The following two awards are new. **To nominate someone for either**, send an email to Mary Benner, BPS Division Chair Elect (mbenner@umn.edu). Include a brief note explaining your reasons for nomination and either attach the nominee's CV or include a URL link. Self-nominations are welcome. **Nominations for both are accepted until January 13, 2007.** The winners of both are selected by a BPS committee.

2017 BPS EMERGING SCHOLAR AWARD

The BPS Emerging Scholar Award is given every other year, in odd-numbered years. The recipient will be a promising scholar who has established a research record of exceptional quality. The recipient will have a solid publication record and his/her scholarly contributions will already demonstrate an impact on the field of strategic management. Candidates will be judged by the relevance, academic contribution, theoretical and methodological rigor, and practical implications of their work.

Who is eligible: Scholars who received their PhD or doctorate degree within 6 years prior to the award year (so for eligibility in 2017, the candidate's final dissertation defense date must have occurred after January 2011) and who is a BPS member.

2017 BPS DISTINGUISHED SERVICE AWARD

The BPS Distinguished Service Award is given every other year, in odd-numbered years. The recipient will be a BPS member with at least 15 years of service to the field, who has made significant contributions to activities within the BPS Division, the Academy of Management, and/or to the broader field of strategic management. Award criteria may include editorial contributions at journals or of edited volumes of strategy research, significant contributions to the Academy of Management, conference organizing, administrative roles, or textbook authorship. Those who have served as BPS officers are ineligible until at least five years after their term ends.



The College Football Hall of Fame
Downtown Atlanta

CALL FOR SUBMISSIONS

2017 BPS DIVISION OUTSTANDING DISSERTATION AWARD

Mary Benner

University of Minnesota
Division Chair Elect

BPS will sponsor the *Wiley Blackwell Outstanding Dissertation Award in Business Policy and Strategy* again in 2017. Any doctoral dissertation may be entered that satisfies the following criteria: (1) The dissertation addresses topics in the area of business policy and strategic management. (2) The dissertation was completed between **February 1, 2016 and January 31, 2017**, where the completion date is when the degree is completed and awarded. (3) The dissertation was not previously submitted for consideration for this award. A dissertation may be submitted to BPS and other divisions simultaneously if it fits within each division's domain statement. The BPS domain statement and those of other divisions can be found at www.aom.org.

Interested persons should submit electronically (via email) the following Word documents as attachments to an email to **Mary Benner** (mbenner@umn.edu), with the subject heading: BPS Division Outstanding Dissertation Award:

1. A one-page abstract of the dissertation
2. A ten-page, double-spaced summary of the dissertation

Members of the BPS Division research committee will evaluate these dissertation summaries and invite a subset of entrants to submit their complete dissertations in **March 2017** for further evaluation. **Submissions must be received by Monday February 6, 2017**. Submissions will not be accepted by fax or regular mail. In order to facilitate compliance with the BPS conflict of interest policy and the blind review process, please remove any author-identifying information from your dissertation summary. Please also indicate in the body of your email your current university affiliation, the name of the university granting your degree, a list of your dissertation committee members, and the affiliations of any external dissertation committee members.



The World of Coca-Cola
Downtown Atlanta

ANNOUNCEMENTS

CONFERENCE

International Business and Emerging Markets
Santo Domingo, Dominican Republic
August 1-3, 2017
Deadline: March 30, 2017

Organizers:

Satyendra Singh, University of Winnipeg
Darina Saxunova, University of Bratislava
Mornay Roberts-Lombard, University of
Johannesburg

Academy of Business and Emerging Markets (ABEM) invites papers, abstracts, case studies and proposals for special sessions and doctoral students on the theme *Contemporary Growth Strategies for Developing Countries and Emerging Markets* in the areas of:

Business

- Marketing
- Operations
- Online Education
- Human Resources
- Finance/Accounting
- Marketing Analytics
- Cross-cultural Issues
- Social Media Marketing
- Organizational Behavior
- Strategy/Entrepreneurship

Government

- Government Policy
- Fundraising
- E-Government
- International Trade
- International Relations
- Genetically Modified Food
- Foreign Direct Investment
- Environment Management
- Public Sector Management
- Law, Patents & Inventions

Community

- Agriculture
- Eco-tourism

- Micro-Finance
- Sustainability
- Rural Marketing
- Nonprofit/Co-op
- Healthcare/medical
- Bottom of the Pyramid
- Informal Sector Economy
- Nutrition and Community

Sponsors and Supporters

University of Winnipeg, Canada
Comenius University in Bratislava, Slovakia
University of Johannesburg, South Africa

Important Dates

Submission deadline: March 30, 2017
Result notification: April 30, 2017
Revised paper submission: June 30, 2017
Early bird registration: May 31, 2017
Regular registration: June 30, 2017

Submissions

Submission should be sent to submissions@abem.ca
Submission guidelines: www.abem.ca/conference

CALLS FOR PAPERS

The Journal of Revenue and Pricing Management
Special Issue: **Implementing Pricing Strategies**
Deadline: **November 30, 2016**

Guest Editor: Andreas Hinterhuber
Hinterhuber & Partners

Background

At the risk of oversimplification, the following assertion probably stands: On the continuum stretching from pricing strategy development to pricing strategy implementation, the literature has dedicated a very substantial attention to the former while dedicating much less attention to the latter. This focus on pricing strategy development at the expense of pricing strategy implementation is unwarranted.

Papers in this special issue will thus examine all “3Cs” of pricing strategy (Hinterhuber, 2004) – customers, competitors, company – with a specific

focus on implementation. Out of scope are papers dealing with strategic analysis, goals, and pricing strategy formulation/development.

Recommended topic areas

1. Customer perspective: Pertinent research questions explore customer perceptions of or customer reactions to pricing strategy implementation. Of interest here: Which factors account for different adoption rates of a new pricing strategy in a heterogeneous customer set? How can companies increase implementation success with customers when adopting a new pricing strategy or when increasing prices? How can companies obtain customer support in the context of pricing strategy implementation (radical vs gradual change)? How can companies favorably influence customer perceptions of value and price when implementing (new) pricing strategies?

2. Competitor perspective: Core research questions explore the interaction between pricing strategy implementation of a focal company and key competitors. Of interest: Which factors explain why some competitors react to any given pricing strategy? How can companies influence competitors and shape markets in the context of pricing strategy implementation?

3. Company perspective: Core questions explore the antecedents of pricing strategy implementation. Of interest also here is the exploration of the micro-level antecedents of pricing strategy implementation, for example: Individual characteristics and pricing decisions: How do individual psychological traits (e.g. altruism, intelligence) influence pricing strategy implementation? How does implementation of pricing at the individual level gain traction to lead to pricing implementation at the organizational level? Goal framing and pricing: How do hedonic goals (concerned about short-term gains), gain goals (concerned about longer term benefits), and normative goals (concerned with adhering to moral principles) interact at the individual level to influence pricing? Of interest also research questions that examine which changeable factors (e.g. factors related to capabilities, resources or the organizational configuration) and which fixed factors (e.g. factors related to a company's starting position) determine the effectiveness of pricing strategy implementation.

4. Best practice section: In the history of marketing strategy implementation one example clearly stands out in terms of implementation effectiveness: Black

and Decker industrial power tools in 1992-1994 (Dolan, 2001). Black and Decker, inventor of power tools, had lost its number one position to Makita, fallen to a distant also run in this category and has regained its position as market share, profitability and innovation leader with the implementation of a new marketing strategy that can be inadequately described only with the words spectacularly successful. What are best practices in pricing strategy implementation? Are there case studies of companies that regained a leadership position lost essentially via effective pricing strategy implementation? Conversely, are there case studies where a well-crafted pricing strategy failed to produce desired results due to ineffective implementation? What do these case studies contribute to the theory and practice of strategic pricing?

Submission of papers

Papers should be submitted to:

andreas@hinterhuber.com

The paper should be clearly labeled in the title line of the email - *Journal of Revenue & Pricing Management – Implementing Pricing Strategies*.

In the abstract, please also clarify to which section your paper best belongs: customer perspective, competitor perspective, company perspective or, finally, best practice section.

Advice about the suitability of papers and other enquiries can be sent to:

Dr. Andreas Hinterhuber

andreas@hinterhuber.com

Deadlines

Submission of papers deadline: November 30, 2016

Final papers: April 30, 2017

Publication: November, 2017

More information

http://static.springer.com/sgw/documents/1586008/application/pdf/CfP_JRPM+Strategic+B2B+Implementing+pricing++strategies+%282%29.pdf

CALL FOR PROPOSALS

***Methodological Challenges and Advances
in Managerial and Organizational Cognition***

Deadline: November 30, 2016

Guest Editor: Gerard P. Hodgkinson, University of Warwick

This book will appear as the second volume in the recently launched *New Horizons on Managerial and Organizational Cognition* book series. Volume 1, Guest Edited by Anne S. Huff, addressed the topic of strategic uncertainty. This second volume will comprise a collection of contributions that reflect more broadly on the methodological challenges that need to be confronted to advance this dynamic and exciting multidisciplinary field.

Aims and Scope

More than a quarter of century has elapsed since the publication of *Mapping Strategic Thought* (Huff, 1990), an agenda-setting collection of chapters that laid the central methodological foundations of the managerial and organizational cognition (MOC) field. A number of those chapters have become citation classics. However, the world is now a very different place. Many social, political, economic, and technological developments have occurred. In consequence, the nature of work and the workplace have changed and are continuing to change fundamentally. In what ways have these developments changed concomitantly the intellectual foci of MOC and the methods researchers are adopting to address the substantive issues at hand? To what extent are the MOC research methods that were in vogue in the final decade of the 20th century still relevant as a basis for tackling 21st century problems? In what ways are recent advances in the constituent base disciplines that underpin the MOC field challenging and changing its methodological practices? How, for example, are the rise of social neuroscience and big data analytics impacting on the work of MOC scholars? In what ways are advances in discourse analysis and related qualitative techniques transforming the MOC landscape and what methodological challenges do they pose for the field? How are recent developments in visualization techniques contributing to the methodological advancement and vibrancy of MOC? What are the implications of recent developments in

philosophy of mind, ontology and epistemology for advancing MOC?

Chapters selected for inclusion in this second volume of *New Horizons on Managerial and Organizational Cognition* will offer variously state-of-the-art critical reflections on these sorts of issues and evaluate methodological advances that are seeking to address them. The MOC field has developed considerably over recent years and the purpose of this volume is to assemble a collection of articles that take stock of its methodological accomplishments and set the agenda for the next phase of its development.

Submission Procedure and Timescales

Scholars are invited to submit their proposal (3-5 pages) to the Guest Editor *on or before November 30 2016*.

All editorial decisions on proposals will be completed by **January 2017**.

Series Editors: Robert J. Galavan, *National University of Ireland Maynooth* & Kristian J. Sund, *Roskilde University*

Authors of proposals selected for development into full chapters will be invited to a workshop. The workshop will help authors develop their contributions and ensure coherence to the volume. Authors invited to submit manuscripts must prepare a draft (5,000-8,000 words) for presentation at the workshop, which will be held in **April 2017**.

Final versions of chapters will be due by **July 2017**.

Islamic Management of Organizational Justice

Deadline: Proposals due December 30, 2016

Book Editor: Djamel Eddine Laouisset, University of Nottingham

Introduction

Organizational justice is a major area in the field of organizational behavior, it "refers to people's perceptions of justice in organizations" (Greenberg, 1987). In fact, it studies how distribution is implemented in terms of various outcomes and procedures, how it is justified and what interpersonal relations it involves. Organizational justice theory has grown in two distinct paths, first, the structure of

justice and, second, the impact of justice or lack of it on various outcomes. In a first path, organizational justice theory has evolved into three dimensions of justice, first, distributive (Greenberg, 1987), second, procedural (Thibaut & Walker, 1975) and, third, interactional (Greenberg, 1987). The third dimension has two sub-dimensions, first, interpersonal, related to respect and dignity, and, second, informational, related to honesty and adequacy (Greenberg, 1993). In a second path, organizational justice theory has evolved into identifying the various effects of organizational justice on a number of work outcomes such as performance evaluation and organizational commitment for instance (Korsgaard, 1995 & Materson, 2000).

Objective

Organizations are assumed to have the power to influence justice perceptions resulting from the aggregation of individual and group-level interactions of organizational justice' triple dimension (Cropanzano, 2001), and we assume that an Islamic reading of the extant literature may add practical value and offer a valuable scholarly contribution to the area of global organizational behavior in general and organizational justice research in particular. Field researchers may achieve a better understanding of the expectations and decisions made by various actors regarding organizational justice global challenges and how these choices contribute to shape a harmonious cross-cultural organizational life.

Submission Procedure

Interested authors are invited to submit a 2-3 page chapter proposal clearly explaining the mission and concerns of his or her proposed chapter, identifying its authors, motivation, objectives, expected results, and an overview of its structure and development

Publisher

This book is scheduled to be published by Palgrave MacMillan. This publication is anticipated to be released in 2017.

Important Dates

Proposals due December 30, 2016
Full Chapters Due: July 30, 2017

Inquiries

d.laouisset@alhosnu.ae / dlaouisset@gmail.com

BOOK ANNOUNCEMENTS

Management Strategy: Achieving Sustained Competitive Advantage 3rd Edition

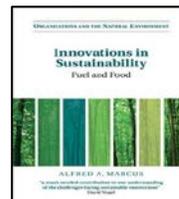
Innovation and Sustainability: Fuel and Food

The Future of Technology Management and the Business Environment: Lessons on Innovation, Disruption, and Strategy Execution

Author: Alfred A. Marcus

Alfred A. Marcus is the Edson Spencer Endowed Chair in Strategy and Technological Leadership at the Carlson School of Management and at the Technological Leadership Institute (TLI) College of Science and Engineering, University of Minnesota. He has published in numerous academic journals and he is the author or editor of fifteen books on strategic management, business ethics and green business. His current research focuses on sustainable innovation and clean tech venture capital.

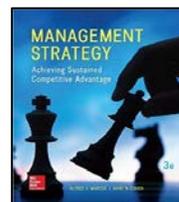
Management Strategy: Achieving Sustained Competitive Advantage 3rd Edition



The first book, published by McGraw Hill, is the revised edition of his textbook with a new co-author, Anne Cohen.

For more details, please visit

<https://www.amazon.com/Management-Strategy-Achieving-Sustained-Competitive/dp/1259345483>



Innovations in Sustainability: Fuel and Food

The second, published by Cambridge University Press, won the ONE book award at AOM this summer. It has 10 paired case comparisons of firms in clean energy and food including VCs

Khosla and KCPB, corporate VCs Google and Intel, startups Tesla and Better Place, Vestas and GE, Monsanto and DuPont, Walmart and Whole Foods, and others.

For more details, please visit

<https://www.amazon.com/dp/B012GS2DCQ/ref=dp-kindle-redirect?encoding=UTF8&btkr=1>



The Future of Technology Management and the Business Environment: Lessons on Innovation, Disruption, and Strategy Execution

The third, published by *Financial Times*, surveys the technological environment of the firm with unique chapters on technological disruptions, commercialization's obstacles, old, young, and global security, rich, poor, and global inequality, and abundance, scarcity, and global sustainability. There also are up to date cases that compare Intel and AMD, Dell and Acer and other companies.

For more details, please visit

<https://www.amazon.com/Future-Technology-Management-Business-Environment/dp/0133996131>

BOOK ANNOUNCEMENT

***The Base of the Pyramid Promise
Building Businesses with Impact and Scale***

Author: Ted London

As economic growth slows in the developed world, the base of the pyramid (BoP) represents perhaps the last great, untapped market. Of the world's 7 billion inhabitants, around 4 billion live in low-income markets in the developing world. These 4 billion people deserve—and, increasingly, are demanding—better lives. At the same time, the business community seeks new opportunities for growth, and the development community is striving to increase its impact. With these forces converging, the potential for mutual value creation is tremendous. This book provides a roadmap for realizing that potential.

“This book is a highly practical account, based on deep insights, of how to address one of the biggest business and humanitarian issues—of our age: serving the needs of the base of the pyramid. One of the most convincing accounts yet of the role BoP enterprises play in poverty alleviation.”

- Paul Polman, CEO, Unilever

“Ted's vision combines clear thinking, refreshing humility, and a roadmap for audacious individuals who are ready to take on some of the world's toughest challenges. This is an important book for seekers, learners and especially doers who reject the status quo and are determined to make real change.”

- Jacqueline Novogratz, Founder and CEO, Acumen

BOOK ANNOUNCEMENT

Global Strategy: Competing in the Connected Economy

Author: Vinod K. Jain

The book is about how firms enter, compete, and grow in foreign markets – focusing on both developed and emerging economies as well as their interaction in an increasingly connected world. The highly charged dynamic of incessant technological developments, geopolitical forces, emerging economies, and new multinationals from those economies offers a rich opportunity to revisit mainstream paradigms in globalization, innovation, and global strategy. Rich illustrations, real-world examples, and case data provide students and executives with the insights necessary to connect, compete, and grow in a globalized business environment.

“In this state-of-the-art book, Vinod Jain provides managers and business students with a road-map for navigating today's hyper-connected, hyper-innovative, and hyper-competitive global economy. Drawing on the latest research, he presents practical frameworks managers can use to enter, compete, and grow in foreign markets as well as manage their global operations. Jain's use of many fascinating examples from around the world makes his points come alive. I strongly recommend the book to executives looking to get them up to speed quickly on the essentials of global strategy in the contemporary world.” - Ravi Ramamurti, Distinguished Professor of International Business & Strategy, Northeastern University

“Along with the book's reliance on diverse experiences throughout, it is strong on dynamics and implementation. It should motivate managers to

reflect on the potential applicability of each distinct example to their own organizations. The book's conciseness and division into 10 chapters makes it highly appropriate for executive courses." - John D. Daniels, Samuel N. Friedland Chair Professor Emeritus, Management, University of Miami

"Global Strategy in the Connected Economy does a masterly job in simplifying the complexity of today's globalized environment. Vinod Jain captures the essence of the digital transformation lucidly. This will be a refresher to practitioners as well as students of global business. While learning from rich facts Vinod Jain expertly weaves into the narrative, it prompts one to think as well." - Janamitra Devan, Former Global Director of Operations of McKinsey's Strategy Practice, and former Vice-President at the World Bank and International Financial Corporation

BOOK ANNOUNCEMENT

How to Get Published in the Best Management Journals

Edited by:

Timothy Clark, Durham University

Mike Wright, Imperial College; University of Ghent

David J. Ketchen Jr., Auburn University

An increasing number of universities around the globe are rewarding faculty who place their work in top management journals. Drawing on the insights from top journal editors and leading scholars in the field, this book is a treasure trove of tips for publishing in the best management journals. Topics covered include the mysteries of the review process,

getting your methodology right, publishing across disciplinary boundaries, the rise of open access journals, publishing ethics, making use of peer review, targeting special issues, sustaining a publications career, and making sense of journal rankings. Drawing on the considerable experience of its authors, and offering candid insights that are often held as secrets among senior faculty, this book takes the readers behind the scenes of the journal review process, making it a must-read for those seeking to advance their career.

'For many, the process of publishing in the best management journals is an enigma wrapped in a mystery. Even when they are successful, they are never sure why. And too often rejections hurt, but don't provide insight about how to increase the likelihood of success. This book begins to unwrap this enigma by describing the process and providing practical guidance that scholars at all levels can use to navigate this intellectual mindfield, I wish I had this book earlier in my career.' – Jay B. Barney

'Scholars seek to have their works published in the top journals, both because these elite outlets provide the most visible platforms for research products and because they confer stature on the authors and their institutions. Of course, getting published in the top journals is known to be devilishly difficult. This book, *How to Get Published in the Best Management Journals*, consisting of chapters written by premiere, highly accomplished scholars from around the world, provides invaluable insights – ranging from the philosophical and motivational to the tactical and nitty-gritty. I wish this book had existed when I was starting out, and I will be encouraging my students and colleagues to dig into it.' – Donald C. Hambrick

NEWS FROM BPS GLOBAL REPRESENTATIVES

NEWS FROM AFRICA

Julian M. Namada

United States International University -Africa
BPS Africa Representative

CONFERENCES

*Africa Academy of Management
4th Biennial Conference*

**School of Commerce, University of Addis Ababa,
Addis Ababa, Ethiopia
January 3-6, 2018
Deadline: May 31, 2017**

Organizers:

Constant Beugré, Delaware State University
Judy Muthuri, University of Nottingham

Current reports on Africa indicate that the continent is one of the fastest growing regions of the world, second to East Asia. In fact, of the ten fastest growing economies in the world, six are located in Africa. To sustain the performance of African economies, it is important that African organizations, for -profit and non - profit, compete not only in Africa but also globally. For management research to be relevant and impactful, it must look at what really happens within African organizations, how African organizations achieve high performance and what makes a high -performing African organization.

To some extent, organizations operating in Africa can be divided into three main categories, 1) subsidiaries of multinational corporations, 2) organizations owned by foreign nationals, and 3) organizations owned and operated by Africans themselves. How well these organizations perform is significant not only for industrial growth but also for national development. The theme of the conference, Building High-Performing Organizations in Africa, is therefore intended to generate insights that advance that objective.

According to Andre de Waal of the High Performing organization Center (HPO-Center), a high-performing

organization is an organization that achieves financial and non-financial results that are exceedingly better than those of its peer group over a period of five years or more by focusing in a disciplined way on that which really matters to the organization. There are five success factors of high-performance organizations identified in the literature: (1) quality of management, (2) openness and action orientation, (3) long-term orientation, (4) continuous improvement, and (5) quality of employees. To compete with their counterparts from the West and other parts of the world, African companies and organizations must perform well on these indicators. Hence, this call for papers encourages scholars and practitioners to explore the factors that could facilitate the creation of high performing organizations in Africa. Prospective contributors must submit conceptual or empirical papers, symposia and professional development workshops that explore the following questions.

1. What is the meaning of high performing organizations in the context of Africa? Should ethical and sustainable management practices be included in the definition of high-performing organizations?

2. What institutional factors facilitate or impede the creation of high -performing organizations in Africa?

Although this list is not exhaustive, it presents a guideline for prospective contributors.

Conference Registration Deadline

May 31, 2017

Inquiries

If you have questions, you may contact any of the following Program Committee members:

Professor Constant Beugré (Delaware State University, USA email: cbeugre@desu.edu)

Dr Judy Muthuri (University of Nottingham, UK email: judy.muthuri@nottingham.uct.ac.uk)

AFAM Website

<http://www.africa-aom.org/default.asp>

**Eastern African Multidisciplinary Applied Research
Conference
Nairobi, Kenya
November 15-17, 2016
Deadline: October 15, 2016**

Development researchers and practitioners, eminent scholars, representatives of international organizations and policy actors, from different countries across all sectors including government, academia, industry, civil society and grassroot organizations will gather to discuss a variety of research and policy issues under the broad theme of “Sustainable Development Goals: Role of Research Innovation and Capacity Building.” Research papers are invited on the above topic or on any of the following sub themes:

- End poverty in all its forms everywhere
- End hunger, achieve food security and improved nutrition, and promote sustainable agriculture
- Ensure healthy lives and promote wellbeing for all at all ages
- Ensure inclusive and equitable quality education and promote lifelong learning opportunities for all
- Achieve gender equality and empower all women and girls
- Ensure availability and sustainable management of water and sanitation for all
- Ensure access to affordable, reliable, sustainable and modern energy for all
- Promote sustained, inclusive and sustainable economic growth, full and productive employment, and decent work for all
- Build resilient infrastructure, promote inclusive and sustainable industrialisation, and foster innovation
- Reduce inequality within and among countries
- Make cities and human settlements inclusive, safe, resilient and sustainable
- Ensure sustainable consumption and production patterns
- Take urgent action to combat climate change and its impacts
- Conserve and sustainably use the oceans, seas and marine resources for sustainable development
- Protect, restore and promote sustainable use of terrestrial ecosystems, sustainably manage

forests, combat desertification and halt and reverse land degradation, and halt biodiversity loss

- Promote peaceful and inclusive societies for sustainable development, provide access to justice for all and build effective, accountable and inclusive institutions at all levels
- Strengthen the means of implementation and revitalise the global partnership for sustainable development

Abstract submission Guidelines:

a) Abstracts (in soft not exceeding 1 page, Times New Roman and 1.5 line spacing) should be submitted not later than 30th September, 2016

b) Abstracts should clearly state: The title of the research, the subtheme, research problem, objective and methodology, the key findings, the recommendations, and key words (not exceeding six).

c) Abstract should also include the names of the authors, their affiliations and addresses (postal, e-mail and telephone numbers)

Submission deadline

October 15th, 2016

<http://eamarc@usiu.ac.ke>

**2017 International Conference on Transforming
and Growing Economies through Sustainable
Business Innovation
Kasane, Botswana
July 11-13th, 2017
Deadline: January 31, 2017**

The Faculty of Business at the University of Botswana invites you to its 4th Biennial Conference themed: Sustainable Business Innovation – the key to Transformed and Growing Economies
CONFERENCE WEBSITE:

<http://www.ub.bw/ocs/index.php/index/index>

CONFERENCE AIMS

The 11th to 13th July 2017 conference will afford paper presenters and participants the opportunity to share research findings, methodological approaches creating a stimulating environment for discourse among academia, practitioners, researchers and industry players. It will further facilitate the establishment of meaningful collaboration. Given the anticipated pool of local and global researchers, we are

expecting an intellectually stimulating, inspirational, thought provoking and highly interactive event.

CONFERENCE TRACKS

The conference is organized into ten tracks. We therefore invite conference submissions from scholars, researchers, business practitioners and international agencies. Submissions should cover conceptual, theoretical and empirical investigations that adopt different methodologies and address any relevant management issue of concern.

Track 1: Organization and Management

Track 2: Finance, Accounting and Taxation.

Track 3: Marketing.

Track 4: Tourism, Hospitality and Events Management

Track 5: Information Technology & Innovation.

Track 6: Globalization and Economic Sustainability

Track 7: Knowledge Management and Innovation

Track 8: Entrepreneurship and Innovation

Track 9: Governance, Corporate Social Responsibility and Ethics

Track 10: Business Education and Sustainability

For students, there is a 'Doctoral Symposium' which is very useful for students to discuss and receive feedback about their Doctoral thesis. Senior Research Scholars and Faculties who are thesis examiners will give valuable insights with helpful tips and hints; etc.

SCHEDULE OF SUBMISSIONS

We invite submission of individual or co-authored papers. Abstracts of no more than 500 words should be submitted via email to

FOBconferecne2017@mopipi.ub.bw.

Manuscripts should be in English (preferably UK) and typed (double spaced, except for tables where single spacing is acceptable) with margin of 1.5 inches at the top, bottom, right and left of every page on one side international A4 bond paper. Tabs should be for indents, not spaces. Font used must be Times New Roman Size 12. All abstracts will be reviewed by the conference panel.

The conference will be held in Kasane, a fascinating town sitting on the edge of the great Chobe River and only a stone's throw away from the confluence of Chobe and the Zambezi, where the four countries of Botswana, Namibia, Zambia and Zimbabwe meet. Nature enthusiasts would be thrilled to know that

Kasane shares a boundary with the fascinating Chobe National Park, home to the world's largest African elephant population. African safari experience of a lifetime is possible through a strictly 4x4 game drive or boat cruise into the Chobe National Park and July is simply the perfect time to be inside this wildlife rich African park. You may take a day trip to the majestic Victoria Falls just across the border in either Zambia or Zimbabwe. Alternatively you may choose to remain within the calm atmosphere of this rural town and simply relax. As you get ready for your trip here, be prepared to experience one of the most memorable receptions by the humble and hospitable people of Chobe. The actual venue, Chobe Marina Lodge presents the epitome and essence of Kasane in terms of its serenity and yet full of life disposition. The facilities are modern with pronounced nature and cultural signatures for a remarkable ambience. Besides, Kasane town is where nature and culture meet in perfect synchrony. We, at the University of Botswana's Faculty of Business, await your arrival in anticipation for a fruitful conference with abundant networking opportunities. Any further queries about the conference, should be directed at FOBconferecne2017@mopipi.ub.bw

Submission deadline - January 31st 2017

WORKSHOPS

Higher Education Management Training Programme (UNILEAD)

Deadline: October 26, 2016

The Carl von Ossietzky University of Oldenburg in Germany together with the German Academic Exchange Service (DAAD) are jointly organising the intensive **Higher Education Management Training Programme UNILEAD**, bringing together the topics Project Management, Financing and Investment and Human Resource Management with individual and practice-oriented change projects of each participant.

The professional training combines contact phases in Germany and e-learning phases.

In search for candidates we would be very pleased if you could distribute the attached announcement to suitable candidates in your country and region.

- Applicants are young university leaders aged **between 30 and 40 years.**

- Applicants have been holding a university management position with **managerial and personnel responsibilities for at least two years** in one of the following fields:
 - Managers of central university departments
 - Task force managers for university reform projects
 - Managers of staff development units or programmes
- Active and **excellent English language skills** (speaking and writing) are indispensable
- Applicants hold **at least a Master's degree**
- The provision of **international experience** will be an asset.
- Participants from higher education institutions of the following countries are eligible to apply:
 - **South East Asia:** Cambodia, Indonesia, Laos, Malaysia, Myanmar, Philippines, Thailand, and Vietnam.
 - **Sub-Saharan Africa:** Botswana, Burundi, Cameroon, Ethiopia, Gambia, Ghana, Kenya, Lesotho, Liberia, Malawi, Mauritius, Nigeria, Rwanda, Sierra Leone, South Africa, Sudan, Swaziland, Tanzania, Uganda, Zambia, and Zimbabwe
 - **Latin America:** Argentina, Belize, Bolivia, Colombia, Costa Rica, Cuba, Dominican Republic, Ecuador, El Salvador, Guatemala, Honduras, Mexico, Nicaragua, Panama, Paraguay, and Peru.
 - **Middle East and Northern Africa:** Algeria, Egypt, Iran, Jordan, Lebanon, Morocco, Palestinian territories, Tunisia.

Submission deadline – October 26th, 2016. Please submit materials via the online application form on the UNILEAD-website at http://www.c3l.uni-oldenburg.de/unilead_2017.html

Case Teaching in Sub-Saharan Africa
AABS Case Teaching and Writing Workshop 2016
Harold Pupkewitz Graduate School of Business
Windhoek, Namibia
November 3rd-5th, 2016

Would you like to teach using cases?

- Are you currently teaching using cases but need to improve your writing capacity?

- Are you interested in learning how to write cases?
- Would you like to polish your skills in writing the teaching note?
- Would you like to network with experienced faculty who have published cases?
- Is your business school looking to establish an in-house case centre?

If you answered yes to one of the above questions then the Case Teaching and Writing Workshop is for you!

[REGISTER NOW ON THE AABS WEBSITE](#)

Past Delegate Reviews

“The workshop helped create confidence in one’s ability to write case studies. I have seen the value case studies create in teaching and will make it an enjoyable experience for the students.” – Shaun Pekeur, MANCOSA GSB

“Learning about case studies was new and refreshing. I enjoyed the practical benefits of case studies and find it an innovative way to learn.” - Aveen Rampershad, UNISA

Workshop Fees

The workshop fee includes all workshop materials, workshop lunches and transport from the AABS assigned Hotel and the workshop venue (host school).

All airfares, visas, transfers outside the workshop, breakfast, lunch, dinner outside of workshop, travel and personal items, insurance, as well as other sundry expenses are for the delegate's own account.

Travel and Accommodation

Nearest Airport

Hosea Kutako International Airport, Windhoek

Hotel

The recommended hotel is Namibia University of Science and Technology (NUST) Hotel located at 13 Storch Street, Windhoek. We have secured a preferential rate for AABS CTWW delegates at **NAD 650.00** per night with breakfast for a standard single room inclusive of all taxes.

For all hotel bookings and queries please contact Jakobine Karuhumba.

Email: jkaruhumba@nust.na
Telephone: +264 61 207 2233

Contact

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mamodise@aabschools.com
+27 11 771 4382

CynthiaKauami
Harold Pupkewitz GSB
ckauami@nust.ac.za
+264 61 207 2242

AABS Research Excellence Workshop 2016
Gimpa Business School
Accra, Ghana
October 17-19th, 2016
Deadline: September 30, 2016

Who Should Register:

- Doctoral students
- Academic staff planning to register for Doctoral studies
- Anyone interested in publishing in high ranked academic journals

Past Delegates Reviews

"A very good, helpful workshop. Thank you for trying to help Africa in the area of research. Thank you Prof Sue and Dr Owolabo for the invaluable comments on my attempt at proposal writing." - Rose Gathii, KCA University

"My view on research has changed. I realise that research is very exciting although time consuming. But very rewarding too." - Margaret Kariuki, Strathmore University

"Research is good/possible. I am now more open to mixed method research. I did not think much earlier of quantitative method." - Hilderlith Ogutu, Strathmore University

Workshop Schedule

The workshop runs from 08:00 on Monday 17 until 17:00 on Wednesday 19 October 2016. Participants will be expected to work on their research areas in

syndicate groups, and individual retreat time will be allocated on the last day of the workshop.

The topics covered in the workshop are as follows:

- Philosophy of scientific research
- The research process and doctorateness
- Developing a research proposal
- The literature review
- Research methodology
- Publishing
- User applications and policy briefs

[Download](#) the full programme

Pre-work requirements

An imperative pre-requisite is pre-work submission as the programme design dictates interaction, workshopping and learning by delegates. This is a non-negotiable requirement.

Pre-work due date is 30 September 2016.

Workshop Faculty

1. Prof Samuel Bonsu – GIMPA Business School, Ghana
2. Prof Francis Wambalaba – USIU Chandaria Business School, Kenya
3. Prof Akintola Owolabi – Lagos Business School, Nigeria

Workshop Fee

The workshop fee includes all workshop materials and workshop meals. All airfare, visas, transfers outside the workshop, breakfast, lunch, dinner outside of workshop, travel and personal items insurance, as well as other sundry expenses are for the delegate's own account.

The recommended hotel is **GIMPA Executive Conference Centre** (GECC) located on campus.

We have secured a preferential rate for AABS delegates at USD 70 per night for a standard room or USD 73 per night for an executive room including breakfast. For all hotel bookings and queries please contact Patience Boadu directly.

Patience Boadu

Email: Info.gecc@gimpa.edu.gh or pboadu@gimpa.edu.gh

Each delegate is responsible for making their own hotel reservation. The cost of the hotel room is not included in the registration fee. Any room changes, cancellations, etc. will be the responsibility of the delegate and must be made directly with the hotel.

Transfers

Delegates may arrange transfers with Patience Boadu. Please provide flight details to the hotel when making room reservations.

Insurance

All delegates are advised to take out their own travel insurance of personal effects and valuables.

[REGISTER NOW ON THE AABS WEBSITE](#)

[Download the workshop brochure](#)

Contact

Mamodise

Mailula

info@aabschools.com

+27 11 771 4382

Submission deadline – September 30th, 2016

NEWS FROM CENTRAL & NORTH AMERICA

Octavio Martinez

INCAE Business School

BPS Central & North America Representative

CONFERENCE

Strategic Management Society (SMS)

INCAE Business School

San Jose, Costa Rica

December 14-16, 2017

Deadline: May 1, 2017

Our conference theme is *Collaborative Strategies: New Thinking on Alliances, Mergers and Acquisitions*. It is a pleasure to invite you to join us for the 2017 SMS Special Conference Costa Rica. Inter-firm alliances, mergers and acquisitions represent important means of how firms grow, compete, and accumulate resources and capabilities. The SMS Special Conference in Costa Rica intends to share new insights on this topic from the application of novel advances in theory, methods, and context now available to strategy researchers. We encourage scholars to share their

novel perspectives in this conference in the beautiful Costa Rica. Pura Vida...!

Please visit this website for additional information: <https://strategicmanagement.net/costa-rica>

FUNDING OPPORTUNITIES

There are several funding opportunities available to researchers in Canada, including:

Social Sciences and Human Resources Council

Social Sciences and Human Resources Council (SSHRC) www.sshrc.ca. SSHRC provides research grants of various kinds for university-based research in the social sciences and humanities including business schools. Candidates applying for SSHRC insight grants must submit Notice of Intent to apply.

Natural Sciences and Engineering Research Council

Natural Sciences and Engineering Research Council (NSERC): www.nserc-crsng.gc.ca. NSERC provides research funding for university-based research in the natural sciences and engineering including appropriate disciplines in business schools.

Canadian Institutes of Health Research

Canadian Institutes of Health Research (CIHR): www.cihr.gc.ca. CIHR is the major federal funding agency for health research in Canada.

Notes on Funding Opportunities

Canadian Common CV has been redeveloped, and candidates applying for SSHRC, NSERC and CIHR must submit the common CV through the online system (<https://ccv-cvc.ca/indexresearcher-eng.frm>).

There are some funding agencies that primarily foster research collaboration between academia and industry—e.g. Mitacs (www.mitacs.ca) and GenomeCanada (www.genomecanada.ca).

Researchers are encouraged to go to the websites for information on funding, application deadlines and other information related to these funding agencies.

NEWS FROM OCEANIA**Ralf Wilden**Newcastle Business School
BPS Oceania Representative**CONFERENCES*****Newcastle Business School Sydney Research
Conference*****Innovation and Sociocultural Transformation
Newcastle Business School Sydney, Australia
December 1-2, 2016**

The Newcastle Business School (NBS) would like to invite you to our inaugural NBS Sydney research conference. Confirmed presentations include areas such as decision making in dynamic capabilities, the role of intermediaries in open innovation, the role of top management teams, external vs. internal innovation, etc. The event is aimed at bringing diverse areas such as management, marketing, innovation, international business, accounting, finance and economics together to learn about trends and themes that relate to the wider topic of innovation and sociocultural transformation.

Our keynote speaker is Professor Joel West (Keck Graduate Institute) on Open Innovation. Since 2011, Joel West has been professor of innovation & entrepreneurship at the Keck Graduate Institute School of Applied Life Sciences, one of the seven Claremont Colleges. His research on open innovation includes co-editing *Open Innovation: Researching a New Paradigm* (Oxford, 2006), and *New Frontiers in Open Innovation* (Oxford, 2014), and he currently serves as an associate editor of *Research Policy*. He created and edits the *Open Innovation Blog* (blog.openinnovation.net). His research focuses on how firms manage network forms of collaboration, including communities, consortia, ecosystems and platforms, with an interest in phenomena such as 3D printing, open source software and open source biology. He currently is the principal investigator for a three-year project funded by the National Science Foundation to research R&D consortia in the pharmaceutical industry. With more than 20 years' experience in the software industry, he is co-founder of two high-tech companies. Individuals from academia, business and government are invited to submit refereed research papers, nonrefereed research

abstracts, and proposals for workshops, panels, and symposia.

Please visit <http://www.newcastle.edu.au/about-uon/governance-and-leadership/faculties-and-schools/faculty-of-business-and-law/conferences/innovation-and-sociocultural-transformation> for more details and presentations.

For more information, please contact Dr. Ralf Wilden at ralf.wilden@newcastle.edu.au

***30th Annual Australian New Zealand Academy of
Management (ANZAM) Conference
Under New management: Innovating for
Sustainable and Just Futures
Brisbane, Australia
December 6-9, 2016***

The School of Management in the QUT Business School is very pleased to invite you to the 30th annual Australian New Zealand Academy of Management (ANZAM) Conference. The theme of the Conference is "Under new management: Innovating for sustainable and just futures". This theme leads us to consider and address the need for management theory and practice to forge new directions and create innovative approaches, processes and practices in order to build sustainable and just futures for people, communities, businesses and governments. The ANZAM Conference provides a platform for scholars and practitioners to explore these ideas.

Brisbane is a new world city which showcases the best of the traditional and the new. You will find the people friendly, the program exciting, and the environment a safe and supportive one to share and discuss ideas with colleagues from all over the world. The QUT Gardens Point campus is well located nestled in a bend of the Brisbane River, adjacent to the CBD and city botanical gardens, and just across the river from the delights of Southbank. Brisbane is also well placed for day trips or weekends away to the Gold and Sunshine Coasts.

To register or learn more about the 30th Annual Conference of ANZAM please go to:
www.anzamconferences.org

*The Annual Australian Centre for
Entrepreneurship Research Exchange (ACERE)
Conference
Melbourne, Australia
February 7-10, 2017*

The Australian Centre for Entrepreneurship Research Exchange (ACERE) Conference is the premier Australian-based annual conference dedicated to the growth, support and promotion of entrepreneurship research and practice. It is designed to be a highly developmental and professionally rewarding experience for all delegates. Featuring high-calibre researchers from throughout the world, it's a stand-out fixture on the academic and professional development calendar.

ACERE is organized by the [Australian Centre for Entrepreneurship Research \(ACE\)](#) at Queensland University of Technology. The conference usually rotates to different locations, involving a local co-host.

The 2017 Conference venue will be a little different to previous years. The main conference program will be held at NAB's 'The Village' - a new innovative space for business customers and community partners to connect, learn and work. The location is in the Docklands in the centre of Melbourne's CBD, and just a 5 minute walk from Melbourne's major transport hub, Southern Cross Station.

We are proud to be co-hosting the 2017 conference with [RMIT University](#). We also welcome The Australian Centre for Philanthropy and Nonprofit Studies at the QUT Business School, and The UQ Business School as award sponsors.

As always the ACERE Conference is an annual meeting of entrepreneurship researchers from Australia and around the world – a community of researchers who believe that sharing their current research and their expertise helps build entrepreneurship as a field of research and a force to build a better world.

For more information please go to:

<http://acereconference.com/>

WORKSHOPS

*2nd Global Governance and Management Research
Workshop
University of Sydney Business School
Sydney, Australia
December 5, 2016
Deadline: October 15, 2016*

Keynote Speaker: Craig Crossland, Mendoza College of Business, University of Notre Dame, U.S.A.

"Optimism, overconfidence, and hubris in strategic leadership research: One construct or many?"

Upper echelons research has provided ample evidence for the impact of executive characteristics on their choices and behavior, which ultimately influence firm strategy and performance. Yet, most of the research on top management teams and boards of directors has relied on proxies to study underlying psychological characteristics and executive behavior. Only recently have researchers started to explore the impact of executive personality on various outcomes at different levels of analysis. With this workshop, we would like to stimulate discussions about cutting edge upper echelons research and advance our understanding of the multiple determinants of executive choices.

The aim of this workshop is to bring together Australian and international researchers in the area of strategic leadership and corporate governance, offer a platform to develop projects and ideas, and strengthen networks with leading international scholars.

We invite interested researchers to present their current work-in-progress and receive feedback from fellow colleagues in a collaborative environment.

Please submit 2-3 page summary of your work to Sabina Nielsen (sabina.nielsen@sydney.edu.au) by October 15th, 2016.

The workshop will take place on Monday, December 5th at University of Sydney Business School, followed by dinner at Café Sydney. The workshop is free of charge and light lunch will be provided. If you are interested in attending the workshop without presenting, please contact Sabina Nielsen at sabina.nielsen@sydney.edu.au.

***AIB-ANZ Chapter Research Symposium & Paper
Development Workshop
Sydney, Australia
November 11-12 2016
Deadline: October 11, 2016***

The meeting includes a Research Symposium on 11 November, where authors are able to present and receive feedback on their early-stage research ideas from peers, prior to working up papers for submission to journals or conferences. To benefit from this opportunity, a one-page abstract (up to 750 words) is all that is required for submission.

A half-day Paper Development Workshop (PDW) will take place on 12 November. Facilitated by distinguished IB academics, this workshop will help you to refine and develop your paper in preparation for submission to a high-quality journal. PDW participation requires the submission of a full paper draft.

- Deadline for papers for Paper Development Workshop – 11 October 2016

For more information, visit
<http://www.anzam.org/wp-content/uploads/2016/08/AIB-ANZ-UTS.pdf>.

NEWS FROM SOUTHEAST ASIA

Jie Wu

University of Macau
BPS Southeast Asia Representative

CONFERENCES

***SMS 2016 Special Conference in Hong Kong
Contextualizing Strategic Management in Asia:
Institutions, Innovation and Internationalization,
December 10-12, 2016.***

SMS 2016 Special Conference in Hong Kong has developed the 3-Is (Institutions, Innovation, and Internationalization) as the theme for this special conference and call for contextualizing strategic management research and practice in Asia. Scholars will explore the limits of trying to apply existing theoretical perspectives in Asia, develop Asia-specific management theory and propose new theories tailored for Asian contexts. The emerging mixed ownership

structures enable scholars to explore the potential of cooperation between public and private actors with differing social and economic interests. How can the public sector learn from the private sector through such cooperation, and vice versa? And what are the strategic choices and their performance implications for mixed-ownership enterprises?

As Asian governments have been striving to upgrade the industrial structure of their economies they have often called for organizations to cultivate innovation capability. Different paths to this goal have emerged. Some Asian firms have proved capable of

developing an ability to innovate faster and more efficiently than their western counterparts. What are the impacts of national context on a firm's chances of developing a distinctive innovation capability? How do government policies facilitate or hinder a firm's efforts in this area? The Conference Program Chairs and Track Directors will welcome submissions in the following theme tracks:

Track A: Institutions: Institutional Transformation and Implications for Strategy and Corporate Governance

Track B: Institutions: Non-market-based Strategies and Institutional Voids

Track C: Innovation: Innovation and Entrepreneurship in Emerging Markets

Track D: Innovation: New Business Models and Strategies in the Digital Economy

Track E: Internationalization: Global Strategies for Emerging Market and Developed Economy Firms

Track F: Internationalization: Regional Economic Imbalances, Corporate Social Responsibility (CSR) & Sustainability

For more details, see

<http://strategicmanagement.net/hong-kong/overview/overview>

**10th Asia Academy of Management Conference &
10th Taiwan Academy of Management Conference
Kitakyushu Convention Center
Kitakyushu City, Fukuoka, Japan,
June 19-20, 2017**

The Asia Academy of Management (AAOM) and the Taiwan Academy of Management (TAOM) invite papers for the joint conference on the theme of the role of context in theory building and exploring new ideas.

Can one size fit all? Many theories developed in the Western context, while important and informative, may not fit to all other areas such as Asia. Early on, when Japanese economy was booming, scholars searched for new theories that can explain the phenomenon. With the recent dramatic economic development in Asia, it is time for new theories to emerge that fit the Asian context. At the same time, Asian context can give new insights to the existing theories.

It is no surprise that the role of “context” in understanding business phenomena has become prominent in international business, strategy and management disciplines. The rise of emerging markets in the global economy and the new breed of multinationals emanating from these markets have pushed scholars to take a critical look at some of the mainstream theories such as the transaction cost economies, the resource dependence theory. New theories and frameworks such as the LLL (linkage, leverage and learning) and the Springboard perspective have emerged and provided powerful explanations of this new wave of internationalization. In fact, understanding the increasing global competitiveness of emerging market multinationals may only be possible with a thorough analysis of their internationalization strategies, institutional background and innovation potential.

Similarly, in the field of strategy new perspectives have emerged as a result of attempting to apply theories developed with a western lens in contexts with very different contextual characteristics. For example, the ubiquitous presence of business groups as the prominent organizational form which continue to thrive in most emerging markets have questioned the efficacy of pursuing a focused strategy. The notion that organizations, through a diversified strategy, fill the role of intermediaries in contexts that lack them have become popular with renewed work on institutional context.

Contexts in the “East” are very different from those in the West in terms of culture, institutions, philosophy and intellectual tradition with serious implications on our (in) ability to comprehensively understand management practice globally without explicitly incorporating the contextual uniqueness in our theoretical and empirical analyses. Attempts to examine the interface between theory and context have enabled cross-context theory borrowing to become more context sensitive. The emerging economy context while challenging assumptions of existing theories, also provide an ideal laboratory to investigate interaction between the firm and context.

This joint conference call for papers is to push our thinking with increased vigour and enthusiasm in exploring the ideas of ‘contextualizing theory’ to varied aspects of firm strategic behavior that have not yet caught the attention of scholars.

The conference program will consist of keynote speeches, symposiums, competitive paper sessions and interactive poster sessions. All symposiums, competitive paper submissions and interactive poster session submissions will be competitively reviewed.

For details of submission, please see Asia Academy of Management Web-page: <http://aaom.asia/> and Taiwan Academy of Management Web-page: www.taom.org.tw

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2017 Annual Meeting of the Academy of Management
Atlanta, GA
August 4-8, 2017
www.aomonline.org



Centennial Olympic Park
Downtown Atlanta