

**FALL 2004
INSIDE THIS ISSUE**

Note from BPS Chair	1-2
Division Awards	3
Note from BPS Program Chair	4
Call for BPS Submissions	5
BPS Announcements	6-10
General Announcements	11-14
Regional News	15-16
Treasurer's Report	17
Officers & Committee Members	18

BPS WEB PAGE:

<http://www.aom.pace.edu/bps>

Robert Wiggins (U. Memphis)
BPS Webmaster

Have you joined the BPS-NET?

Send email message
SUBSCRIBE BPS-NET to
listproc@aom.pace.edu

Netmasters: Pablo Martin de
Holan (Instituto de Empresa) &
Bob Stephens (West Virginia)

Did you notice the skyline that was once on every newsletter is gone? See details of our search for a new logo on page 10.

The Business Policy and Strategy Newsletter is published twice yearly in spring and fall. The Newsletter is a publication of the Business Policy and Strategy Division. The Editor is Jim Combs. Russell Crook provides production assistance.

For questions or comments, contact:
Jim Combs
College of Business
The Florida State University
Tallahassee, FL 32306-1110
jcombs@cob.fsu.edu

Submission deadlines are March 15 and September 15 for the spring and fall issues respectively.

A MESSAGE TO THE BPS MEMBERSHIP

By *Margie Peteraf*, BPS Division Chair, Dartmouth



Once again, our Division has only good news to report and much to be proud of! We continue to become ever larger, and yet more diverse, more inclusive, and more vigorous. Our total number of members stands now at 4,334. That figure is 11% higher than last year's and exceeds the numbers from 5 years ago by more than 60%. We now represent nearly 29% of the Academy's total membership!

Not surprisingly, we remain the largest division of the Academy in terms of submissions to the program. This year, we had a total of 529 submissions - nearly 100 more than any other division. What's even more impressive is the increased participation from abroad - a longtime goal of this Division. We received submissions from 1,024 authors representing 42 countries. A full 50% of the submissions were from abroad, up 58% from just three years ago! We were equally pleased by the response we got from volunteer reviewers. This year, 1,292 reviewers participated from 46 countries. International participation was up 41% from three years ago.

Much of this has to do with the outstanding submission and review process we now have in place. Thanks to the efforts of our 2004 Program Chair, Jim Westphal, (and to those of Javier Gimeno, before him), we now have an entirely web-based system. This has made the submission and review process easier and more accessible. No doubt it has had something to do with the huge increase in international participation for our division. The process improvements have also made the job of organizing the Program less labor intensive, saved the Division money, and allowed us to avoid many of the problems associated with email attachments that other divisions have experienced. Improvements to the system have been fully documented so that they can be easily transferred to future Program Chairs and other divisions. Indeed, the Academy is presently working on adopting a more centralized process based on BPS's pioneering innovations.

We also take pride in the continuing success of our pre-conference program. By all accounts, this year's program, under the leadership of our Assistant Program Chair, Anita McGahan, was a big hit! Over 1,200 participants attended 27 workshops and consortia, offering a wide range of topics designed to meet the needs of our diverse membership. Anita's three broad goals for this year's PDWs were: broad representation of ideas, broad involvement among BPS membership, and collaboration with other divisions. Doubtless, these goals were met!

The division leadership is working on a number of new initiatives for the coming year. For example, we will be introducing an

(continued on page 2)

electronic archive for the BPS Division thanks to the efforts of our Secretary, Jim Combs. The Division has a rich history that is documented in newsletters, meeting minutes, and other communications. Are you curious about who the best paper winners have been or who was the Division Chair in 1982? The electronic archive will have the answers!

We have plans to feature the finalists of the BPS Dissertation Award in a new kind of session, where they can present their work before an audience. This will allow them to claim some of the glory that is rightly theirs and give them greater visibility at a crucial time in their careers. The winner of the Award will be announced at the BPS business meeting, as is traditional, based on the prior evaluation of our Research Committee judges. We hope that this will create more excitement over this Award and encourage more doctoral students (or newly minted professors) to apply. If you have students who will be finishing up this year, please encourage them to submit their dissertations to us! (See the announcement in this newsletter!)

We are working on internal organizational improvements to draw more on the energy and talents of our Executive Committee and provide greater support for our Officers. By lightening the burden on our Officers (particularly the Program Chair) and giving Executive Committee members a taste of the duties involved, we hope to create a larger pool of members who are willing and able to take on the duties involved in becoming a BPS Officer.

We are running a competition to create a Logo for the BPS Division. (Please see the Announcement in this issue). The winner will be awarded with a plaque and the new logo will be unveiled at our next Business Meeting in Hawaii. If you are creative and like design, we need your talents!

Our PDW sessions should be even more exciting next year, under the inspired influence of our new Assistant Program Chair, Russ Coff. If you haven't yet attended a pre-conference session, this is the year to do so. We will be experimenting with new formats, challenging old conventions, and stirring up controversy in both interesting and productive ways. I encourage you to join in on the fun!

Lastly, we are continuing to entertain new ideas for how to improve our services. We are exploring the idea of hosting virtual conferences on our website and considering ways to encourage greater sharing of teaching materials. We would like to foster a greater sense of community and connection among our members. We are looking for new ways to draw on the diverse talents of our membership and get more people involved. To this end, if you would like to volunteer your services or if you have ideas about how we can improve our services to you, please contact me at: Margaret.Peteraf@Dartmouth.edu

I wish you a wonderful fall and winter and hope to see you all in Hawaii for the first ever, *Casual Dress Academy of Management Conference*. Aloha!

Margie Peteraf



Hawaiian Word

Aloha
Aloha no
Ahui hou
'Olu'olu
Mahalo
'A'ole pilikia
Mauna
Moana
Kaukau

English Meaning

Greetings, Hello, Goodbye
Response to greeting
Goodbye
Please
Thank you
You're welcome
Mountain
Ocean
Food, Meal

Waikiki

BPS DIVISION AWARDS

Glueck Best Paper Award Presented To Zhao

Minyuan Zhao was awarded the 2004 Bill Glueck Best Paper Award for the BPS Division's best conference paper. The award-winning paper was entitled *Doing R&D in Countries with Weak IPR Protection*. The award is given annually in honor of the late William F. Glueck, and is funded through a memorial established by his former students. Glueck earned a management 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.

Lahiri Receives The Outstanding Dissertation Research Award

At the 2004 Annual Meeting, Margie Peteraf (Dartmouth) presented the 2004 Award for Outstanding Dissertation Research to Nandini Lahiri from The University of Michigan (now at Indian School of Business). Her dissertation is entitled *Knowledge Spillovers: The Role of Geography, Technology, and Intra-firm Linkages in the Global Semiconductor Manufacturing Industry*. She will chair the 2005 BPS Dissertation Workshop in Honolulu. The five other finalists were Weiru Chen (INSEAD), Isin Guler (Boston University), Corey Phelps (U. Washington), and Raja Roy (Tulane). The finalists have the honor of organizing the Annual BPS PDW workshop called Managing Your Dissertation.

Cattani Wins The Robert Litschert Award

The 2004 Robert Litschert Best Paper by a Doctoral Student Award was given to Gino Cattani for his paper entitled *Firm Heterogeneity and Technological Performance: A Study on the Evolution of Fiber Optics 1970-1995*.

The award is given annually in honor of the late Robert Litschert. To be eligible, papers must be authored by students only. They cannot be co-authored by a non-student. Doctoral students should note their paper's eligibility for the 2005 award during the submission process.

Dyer & Hatch Win The Sumantra Ghoshal Research And Practice Award

At the 2004 Annual Meeting, Anita McGahan (Boston University) presented the Sumantra Ghoshal Research and Practice Award to Jeffrey H. Dyer and Nile W. Hatch for their paper titled *Network-Specific Capabilities, Network Barriers to Knowledge Transfers, and Competitive Advantage*. This award honors the contributions made to research and practice by Sumantra Ghoshal, and goes to the paper that is most likely to have a significant impact on the management practice. It is intended to encourage and recognize work that offers direct implications for managers.



Next Year's Award Recipients will be announced at the 2005 Academy of Management BPS Business Meeting.

NOTE FROM BPS PROGRAM CHAIR

By *Anita McGahan*, Boston University



The BPS Division has never been healthier due to the considerable efforts of our members, our Executive Committee, and especially our recent Program Chairs, including Jim Westphal, Margie Peteraf, Javier Gimeno, Ranjay Gulati and Bert Cannella. Submissions have increased from 351 in 2001 to 543 in 2004 (a 55% increase in just three years). The Division has been committed to representing members with diverse interests, backgrounds and affiliations, with 975 authors from 41 countries represented in the 2004 submissions. As a result, we are increasingly varied in our research orientation.

The BPS Division developed a Web-based submission process that is now the Academy's model. Javier pioneered this effort just a few years ago. Both Margie and Jim made significant enhancements – and now no email transmissions are required. Authors upload their submissions directly onto the BPS site, and reviewers download the submissions and upload their reviews electronically. Our goal is to make the process as efficient as possible so that our authors are treated equitably regardless of location, and so that our reviewers can focus their attention on the content of the submissions. Thanks to Serge Kappler, Peggy Lee, and David Senigo of Boston University for their support in readying the system, and to Julia Yaziji of INSEAD and Soo Lee of Texas for ongoing support. Special thanks to Jim Westphal, our Division-Chair-Elect, for his unflagging patience during the process of transition. The Dean's Office at the School of Management at Boston University has provided significant assistance this year. Thanks in advance to our Research and Executive Committee members, Nick Argyres, Bert Cannella, Russ Coff, Jan Rivkin Mary Tripsas, Belen Villalonga, all of whom have volunteered to help process submissions for the 2005 program. Thanks also to Matt Suppa of the Academy who is leading an effort to develop an Academy-wide Web submission process for the 2006 meetings. The current plan is ambitious because it seeks to implement all of the BPS system's functionality without compromising flexibility. This year's PDW Chair and Program-Chair-Elect, Russ Coff, is already focusing on the implications for our Division.

For the 2005 program, I plan to take up the challenge that Javier issued during his final remarks as our outgoing Division Chair at the New Orleans meeting: he urged us to refocus on the content of our intellectual agenda rather than primarily on the process of succeeding personally as academics. With an efficient system in place for managing the wintertime reviews of submissions, we can devote our attention to finding the most appropriate of reviewers for each of the submissions that we receive. I will follow Jim's lead in seeking international submitters and reviewers as well as authors working on new topics and newly reinvigorated topics in our field.

An important way for members to contribute to the BPS program is by volunteering their services as Reviewers for the Program. The quality of the reviews has been increasing over time, making this a truly valuable service for submitters as well as the Division as a whole. Please continue to provide the kind of high-quality, timely reviews for which our Division has become known!

Reviewer recruitment will begin on October 1. To sign up as a Program Reviewer for the BPS Division, please visit our web-site at: <http://www.bpsdivision-at-aomconference.org> and choose "**BPS Reviewer Signup**" under the menu. Be sure to use the following username and password to volunteer!

Username: BPS2005 **Password:** honolulu

For those of you who have previously supported the Division with your submissions and reviews, please keep sending us your best recent papers and most interesting symposium proposals.

I am very much looking forward to serving as Program Chair for Honolulu 2005. Please keep in mind the "no suits" rule and the program theme for the conference, "A New Vision of Management in the 21st Century." The general call from the Academy offers a metaphor between the diverse ages of the islands and the intellectual territory of our field. Let me extend this metaphor further with a special invitation to doctoral students and young faculty as well as established faculty for the submission of papers and symposia to the Division. With broad participation from the many members of our Division, we can look forward to another great meeting in Honolulu.



CALL FOR SUBMISSIONS

Academy of Management
Business Policy and Strategy (BPS) Division
Honolulu, HI
August 5-10, 2005

Theme:

A New Vision of Management in the 21st Century

Meeting Dates

Professional Development Workshops: Friday 1pm – Sunday noon, August 5th-7th, 2005

Refereed Scholarly Program: Monday morning – Wednesday afternoon, August 8th-10th, 2005

Detailed Submission Guidelines For Papers And Symposia Can Be Found At:

<http://bpsdivision-at-aomconference.org/>

Deadline For Receiving Submissions

Monday, January 10, 2005 at 5p.m. US Eastern Standard Time (GMT – 5)

BPS Program Chair:

Anita M. McGahan

Boston University School of Management

Phone: (617) 353 4289

Email: bpsDivision@bpsdivision-at-aomconference.org

Domain of the BPS Division:

The roles and problems of general managers and those who manage multi-business firms or multi-functional business units; the performance of firms and other organizational forms that interface with a market environment, such as business units, alliances, and clusters of organizations. Major topics include: strategy formulation and implementation; strategic planning and decision processes; strategic control and reward systems; resource allocation; diversification and portfolio strategies; competitive strategy; cooperative strategies, selection and behavior of general managers; and the composition and processes of top management teams.

Division Awards

The BPS Division gives out a variety of awards each year:

- The Bill Glueck Best Paper Award is for the best paper submitted to the BPS scholarly division. This award is supported by friends and former students of Bill Glueck.
- The Robert Litschert Award is for the best paper authored by doctoral students. To be eligible, the paper must be authored by students ONLY.
- Outstanding Dissertation Research Award.
- The Sumantra Ghoshal Research and Practice Award is for the paper submitted to the scholarly program that is most likely to be of value to managers.
- The Irwin Outstanding Educator Award is supported by Richard D. Irwin Inc. and granted every other year.
- Best Reviewers for the BPS Conference.

BPS ANNOUNCEMENTS

Call For Nominations - BPS Executive Committee & Officers

Executive Committee

Five members will be elected to the BPS Division's Executive Committee during Spring 2005 elections. Nominations are being sought from the BPS membership. To be valid, 10 BPS members in good standing with the Division must sign the nomination.

Assistant Program Chair

The Assistant Program Chair will also be elected during Spring 2005 voting and we are seeking nominees for this position as well. Nominees for Assistant Program Chair must have served previously as members of the Executive Committee. Valid nominations require the signatures of 20 members in good standing with the Division.

Nomination Guidelines

Valid nominations from the membership will be supplemented with names put forth by the current Executive Committee to comprise the list of nominees that will appear on the Spring 2005 ballot.

Nominations and signatures must be received by January 16, 2005. Since the election process is handled by the BPS Past Chair, please send your nominations to:

Javier Gimeno
INSEAD
Boulevard De Constance
77305 Fontainebleau Cedex
France
Phone: (33) 1 6072-4513
Javier.Gimeno@insead.edu

The 2004 BPS Division Outstanding Reviewers

William Bogner	Javier Gimeno	Mats Lingblad	Chamu Sundaramurthy
Charles Byles	Robert Hamilton, III	Rebecca Luce	Maxim Sytch
Albert Cannella Jr.	Jan Hansen	Alison Mackey	Catherine Thomas
Xavier Castaner	Jinyu He	Tammy Madsen	Jie Tian
Olivier Chatain	Amy Hillman	Rita McGrath	Beverly Tyler
Russ Coff	Jill Hough	Douglas Miller	Giovanni Valentini
Benjamin Cole	Michael Jensen	Thomas Moliterno	Raymond Van Wijk
Sven-Olof Collin	Robert Jensen	Christine Mooney	Govert Vroom
David Collis	John Joseph	Margaret Peteraf	George Walendowski
Anna Dempster	Jeffrey Kaufmann	Michael Pfarrer	Al Warner
Nicola Dragonetti	David King	Francisco Polidoro	Noam Wasserman
Sendil Ethiraj	Balaji Koka	Terrie Reeves	Carmen Weigelt
Walter Ferrier	Yasemin Kor	Patrick Regnér	Richard Wolfe
Ariel Fishman	Dovev Lavie	Taco Reus	Jim Wolff
Richard Gentry	Sergio Lazzarini	Amir Sasson	William Worthington
Joseph Gerard	Michael Leiblein	Matthew Semadeni	Anne York

Irwin Outstanding Educator Award

The Business Policy and Strategy (BPS) Division of the Academy of Management requests nominations for the Irwin Outstanding Educator Award, to be given at next year's annual meeting in Honolulu, Hawaii. The BPS Division has recognized outstanding educators with an award given every other year since 1987. In 1991, the Richard D. Irwin publishing company established a \$25,000 endowment for the award, thereafter named the Irwin Outstanding Educator Award.

The award is designed to recognize a person who has demonstrated a long-term commitment to and expertise in teaching strategic management or educating others about strategic management. Nominees should have at least 15 years of service. Some manifestations of outstanding teaching might include:

- Closely linked to the development of other outstanding scholars and in developing the scholarship of others
- Demonstrated outstanding teaching capabilities over a long period of time, along with active involvement in the training of other outstanding teachers.
- Has an important impact on strategy pedagogy through demonstrated expertise or by developing new and different teaching methods that were subsequently adopted by others.

Previous Irwin Outstanding Educator Award Winners

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

Please send a letter of nomination*, including your nominee's contributions to education in strategic management, broadly defined, by Monday, January 17, 2005 to any of the following members of the BPS Teaching Committee: Allan Afuah (University of Michigan), afuah@umich.edu, Nile Hatch (Brigham Young University), nile@byu.edu, Thomas Lawton (Imperial College London), t.lawton@imperial.ac.uk, or Karen Schnatterly (University of Minnesota), kschnatterly@csom.umn.edu.

*self-nominations accepted

Call For Conference Reviewers

Academy of Management Meeting
 Business Policy and Strategy (BPS) Division
 Honolulu, Hawaii

THEME: A New Vision of Management in the 21st Century

Do well by doing good. Shape the intellectual agenda of the field.

Volunteer to serve as a **Reviewer for the BPS Program!!**

The reviewer website will open on October 1. To sign up as a Program Reviewer for the BPS Division, please visit our web-site at: <http://www.bpsdivision-at-aomconference.org> and choose **"BPS Reviewer Signup"** under the menu. Be sure to use the following username and password to volunteer.

Username: BPS2005 Password: Honolulu

THE BPS DIVISION NEEDS YOU! Thanks in advance for your help.

(BPS Announcements continued on page 8)

2005 Academy of Management BPS Call For PDW Proposals

BPS encourages submissions of creative proposals for PDW sessions for next year's conference (scheduled between Friday 1pm and Sunday noon, 8/5/05-8/7/05). Our goal is to make the PDW sessions more interactive than in the past. PDWs are not intended to be just another form of symposia. Rather, they should produce more in-depth analysis, discussion, and interaction. We especially seek sessions that are integrative, interdisciplinary, and broad in topic - try to tackle issues that move beyond individuals' research agendas.

It is an opportunity to experiment with new models and ideas for sessions that might not fit within the confines of the regular program. One example of a recent experiment is the game of Strategy Jeopardy that Wally Ferrier and Tammy Madsen developed for their session, Conversations on Business and Competitive Strategy Research (see www.bus.emory.edu/RCoff/bps/StrategyJeopardy.xls). In that game, audience members chose pairs of scholars who had to answer questions in a point/counterpoint fashion. The audience then discussed the question and the scholars' responses. This format was used for about 1/3 of the PDW. While all PDWs need not involve games, they should all involve the audience.

Proposal forms can be found at: www.bus.emory.edu/RCoff/bps/pdw_proposalform05.doc. Please complete the form and submit it to: bps@bus.emory.edu by November 10th 2004. Note that there is limited space on the PDW program and we cannot guaranty that all proposals will be accepted. Some BPS division PDW programs (consortia, etc.) are planned well in advance of the submission deadline for the regular Academy Meeting and take priority in scheduling. All PDW participants must commit to participation in advance by signing a consent form.

2005 BPS Doctoral Student Consortium

The 2004 Business Policy and Strategy Division Doctoral Consortium in New Orleans was gauged a wonderful success by Chairperson Marjorie Lyles and Co-chairperson Tim Folta. Every year, the doctoral consortium is one of the most important events sponsored by the Division. Last year, forty-seven doctoral student and twelve faculty participants gathered for three days to help shape research ideas, scholarship potential, teaching skills, and camaraderie. Students were exposed to rich discussions of research and a panel of excellent faculty speaking on such issues as "Frontier Research Areas in Strategy" (Martin Conyon, Rich Makadok, Sue McEvily, and Torben Pedersen), "Clues to Finding an Academic Job" (Prashant Kale and Jeff Reuer), "Learning to Teach" (Robert Burgelman), "Getting Published" (Michael Lubatkin and Tim Folta), and "Moving Beyond the Dissertation" (Maurizio Zollo, Changqi Wu, and Marjorie Lyles). Many thanks to all who were involved in this valuable experience.

The BPS Division will again sponsor a doctoral consortium during the pre-conference period of the 2005 Annual Meeting of the Academy of Management in Honolulu. All students that will have defended their dissertation proposal by the time of the conference are encouraged to apply by June 2005. Please look for details on how to apply in the Spring BPS Newsletter. If you have any questions, contact Tim Folta at foltat@mgmt.purdue.edu.

2005 BPS New Faculty Consortium

The Business Policy and Strategy Division will sponsor a new faculty consortium during the pre-conference period of the 2005 Academy of Management Annual Meeting in Honolulu, Hawaii, USA. The objective of the New Faculty Consortium is to enhance the scholarship, teaching, and overall career development of faculty in the early stages of their career or who have recently moved into the Strategic Management/Business Policy field. The New Faculty Consortium provides an excellent forum for exchanging ideas and tips concerning teaching and research as well as for expanding one's academic network. The New Faculty Consortium will be held on Saturday, August 6th from 8:30AM to 5:00PM and on Sunday, August 7th from 8:30AM to noon.

The coordinators of the 2005 consortium are Mason Carpenter (U. Wisconsin) and Amy Hillman (Arizona State). The faculty facilitators include: Ming-Jer Chen (U. Virginia), Diana Day (Rutgers-Camden), Javier Gimeno (INSEAD), Adelaide King (U. Virginia), Andy King (Dartmouth), Sue McEvily (U. Pittsburgh), Gerry McNamara (U. California-Riverside), Mike Russo (U. Oregon), Mark Shanley (Purdue), Margarethe Wiersema (U. California-Irvine) and Mike Wright (U. Nottingham).

To qualify for participation in the 2005 New Faculty Consortium, an individual must have completed his/her formal dissertation defense by September 2004. In addition, a participant should have a record of commitment to teaching and research in the Strategy/Business Policy field. Those interested in participating should apply no later than May 15th, 2005 by submitting the following items: 1) a current CV, 2) a statement of teaching and research interests (one page maximum in total), and 3) a letter from the applicant's Dean or Department Chair nominating the applicant to represent their school at the New Faculty Consortium. Applications should be sent to:

Amy Hillman
W.P. Carey School of Business
Arizona State University
Department of Management
PO Box 874006
Tempe, AZ 85287-4006
amy.hillman@asu.edu

Electronic applications via email are preferred, but hard copy applications are also acceptable. Any questions concerning the Consortium may be addressed to Amy Hillman at amy.hillman@asu.edu. Participants will be notified of their selection by June 5, 2005.



The Hawaiian Sunset

Call For 2005 BPS Outstanding Dissertation Award

The BPS Division will sponsor the *Award for Outstanding Dissertation Research in Business Policy and Strategy* again in 2005. Any doctoral dissertation addressing the area of business policy and strategic management completed between February 1, 2004 and January 31, 2005 not previously submitted for consideration may be entered. Completion date is defined as when the degree is completed and awarded. A dissertation can be submitted to BPS and other divisions simultaneously if it fits within each division's domain statement. The BPS domain statement can be found at: <http://aom.pace.edu/bps>. Interested persons should submit electronically (by e-mail) their entry to the competition with two attached Word documents: (a) a one-page abstract of the dissertation and (b) a ten-page, double-spaced summary of the dissertation. Please send the e-mail to:

James Westphal
McCombs School of Business
University of Texas at Austin
Phone: 512-471-5286
james.westphal@mcombs.utexas.edu

Submissions must be received by February 15, 2005. Submissions by fax will not be accepted. Entrants who make it through the first round of evaluations will be requested to send 5 copies of their completed dissertation around the middle of March 2005. Finalists will be invited to present their dissertation research at a special session in Honolulu.

Call For LOGO DESIGN Submissions

Feeling creative? Are you the artistic type? Are you good at design?

BPS needs a Logo! Many of the other divisions already have their own logos, but BPS does not. We will hold a design competition this spring to select a logo for BPS from all submitted entries. The winner of the competition will be announced at the next BPS business meeting where they will receive an award and the new logo will be unveiled.

To view the logos of other divisions, go to <http://infonet.aomonline.org>. Click on Divisions, then click on BPS and scroll down to see what kinds of logos other divisions use.

Entries must be received by February 1, 2005. Please send your entry to the address below:

Margie Peteraf
Tuck School of Business at Dartmouth
100 Tuck Hall
Hanover, NH 03755
Margaret.Peteraf@Dartmouth.edu
Phone: (603) 646-1944
Fax: (603) 646-1698

GENERAL ANNOUNCEMENTS

Research Methodology in Strategy and Management **FIRST VOLUME IN NEW SERIES!**

Edited by: **David J. Ketchen Jr.**, Florida State University & **Donald D. Bergh**, Purdue University



CONTENTS: The State of Strategic Management Research and a Vision of the Future (*M.A. Hitt, B.K. Boyd, D. Li*). Reflecting 'Knowledge' in Strategy Research: Conceptual Issues and Methodological Challenges (*N. Venkatraman, H. Tanriverdi*). The Social Network Approach in Strategy Research: Theoretical Challenges and Methodological Issues (*A. Zaheer, A. Usai*). Modeling Limited Dependent Variables: Methods and Guidelines for Researchers in Strategic Management (*H.P. Bowen, M.F. Wiersema*). Longitudinal Analysis in Strategic Management (*H.R. Greve, E. Goldeng*). Current and Potential Importance of Qualitative Methods in Strategy Research (*P.S. Barr*). Mapping Strategic Thinking with Metric Conjoint Analysis (*R.L. Priem, H.A. Ndofor, K.E. Voges*). Conducting Survey Research in Strategic Management (*S.F. Slater, K. Atuahene-Gima*). When Does the Age of Data Matter?: Notes on the Selection of Data for Strategy Research (*J.A. Robins*). Strategic Management Research and the Cumulative Knowledge Perspective (*K.D. Carlson, D.E. Hatfield*). Structural Equation Modeling Methods in Strategy Research: Applications and Issues (*L.J. Williams, M.B. Gavin, N.S. Hartman*). An Assessment of Research Designs in Strategic Management Research: The Frequency of Threats to Internal Validity (*D.D. Bergh, R. Hanke, P. Balkundi, M. Brown, X. Chen*).

August 2004 ; ISBN: 0762310510 ; Hardback ; 364pp ; \$95 ~~\$66.50~~*

30% off*
for members of
the Academy of Management!!

How to order:

Send an email to a.lindeholm@elsevier.com
quoting the code "AOM2004"
before October 31, 2004

www.elsevier.com

*offer expires Oct 31, 2004

Also available online via



41st Annual International Collegiate Business Strategy Competition

April 14-16, 2005

Offer your students a REAL challenge by competing in the 41st Annual International Collegiate Business Strategy Competition (based upon The Business Policy Game: An International Strategy Simulation). Whether you advise a team as a special class or on a noncredit basis, participating in the competition will provide your students with a unique learning experience that they will remember the rest of their lives.

Please join us for the 41st annual event to be held in San Diego, California at the Bahia Hotel. The remote phase of the competition begins in February with teams uploading decisions and receiving output via the Internet once a week. The intensive phase takes place in San Diego on April 14-16 with all teams gathering to submit ten more decisions, meet with their board of directors (a select group of business executives) make a formal presentation to their board and attend a gala awards banquet. For more information go to www.eskimo.com/~fritzsche and click on Competition. Or contact Robin Murphy at rmurphy@sandiego.edu or David J. Fritzsche at djf7@psu.edu.

(General Announcements continued on page 12)

Academy of Management Review Special Topic Forum Repairing Relationships Within and Between Organizations

Due Date: September 7, 2005

Guest Editors: Kurt T. Dirks, Washington University in St. Louis; Roy J. Lewicki, The Ohio State University; and Akbar Zaheer, University of Minnesota

How can relationships be repaired after being damaged? The problem is not new, but it has been made increasingly salient with reports of companies damaging relationships with employees by offering and hiding executive perks (e.g., American Airlines), with firms damaging the trust of shareholders and customers by using questionable accounting practices (e.g., WorldCom, Freddie Mac), and with once-venerated institutions involved in situations that cause constituents to question their trust in the organization and their relationship with it (e.g., religious institutions, media companies, governments, military academies). More common, albeit less spectacular, incidents also arise in relationships between coworkers, leaders and subordinates, or departments for reasons such as conflicting goals, organizational changes and different values or cultures.

Organizational researchers can help address this challenge by providing frameworks and research-based knowledge that systematically identify factors, actions, processes, and contexts that could help repair damaged reputations and relationships. Accordingly, the goals of this Special Topics Forum are to (a) stimulate scholarly interest in issues around repairing damaged relationships and promote new lines of research from the relevant literatures, (b) build a conceptual foundation for studying relationship repair within and between organizations that will facilitate analysis and empirical inquiry of the problem, and (c) develop frameworks and research-based knowledge that will ultimately help inform practice.

To achieve these objectives the forum is seeking manuscripts that draw on theoretical perspectives from organizational behavior and theory, strategic management, psychology, sociology, economics, anthropology, and political science, among others. Theories may be focused on a single level (individual, group, organizational, network, institutional) or on multiple levels (e.g., studying how repairing relationships between organizations involve simultaneously dealing with individual-, organizational- and institutional-level factors). The broad domain of the forum is intended to help to build a body of theory that identifies common principles of repair, yet recognizes the unique aspects, that arise across a range of relationships and organizations.

Submissions

To be considered for publication in this Special Topic Forum, manuscripts must be received by September 7, 2005. There are two ways to send the manuscript to *AMR*. The ***strongly preferred*** way is by e-mail attachment. To do so, simply attach a copy of the Microsoft Word file to an email and send it to briefamr@tulane.edu. *Alternatively*, you may submit your manuscript on a 3.5 floppy disk or CD by mail or express delivery. Please include with the disk a cover letter indicating your postal address, e-mail address, and telephone number. Details concerning *AMR*'s procedures and evaluation criteria are printed in all issues of the journal in a section titled *Information to Contributors*. Instructions for manuscript preparation are provided in the *Style Guide for Authors*, printed in each January issue of the journal. Authors must consult both documents and follow them when submitting manuscripts.

Special issue on Strategizing: The Challenges of a Practice Perspective

The Editors of *Human Relations* intend to publish a special issue of the Journal on the subject of Strategizing: the Challenges of a Practice Perspective.

Co-editors: Paula Jarzabkowski (Aston Business School); Julia Balogun (CASS Business School); David Seidl (University of Munich)

Strategy research has been increasingly criticized on the basis that it is not relevant to practice and that its contributions are paradigmatically constrained by the positivistic assumptions and research traditions of microeconomics, which avoid the messy realities of doing strategy. Practice-based research within other disciplines, such as accounting and technology, has provided evidence that what people do and how they do it is frequently counter to rational principles and has clear implications for both the conduct and the outcomes of work. Increasingly this approach is reflected in a move to study strategizing from a practice perspective, on the basis that large-scale quantitative studies of firm assets, technologies and performance variables provide disembodied and asocial accounts that offer little theoretical or practical insight into the dilemmas of practitioners engaged in doing strategy. A practice perspective addresses a number of key questions that will illuminate the theory and practice of strategizing, such as who strategists are, what strategists do, how they do it, what influences the work of strategizing, and what are the consequences of strategizing activity?

This special issue calls for papers that can address these issues through a focus upon the everyday practices and activities involved in doing strategy. In particular, it seeks to build upon and extend earlier work in this field, examples of which may be found in the *Journal of Management Studies*, 2003, 40.1 and on the website www.strategy-as-practice.org. Whilst papers should focus upon the micro level phenomena of strategizing, we also seek papers that make robust links to the macro level phenomena and competitive forces that both shape and are shaped by the activities of strategizing. Theoretical, empirical and methodological papers are invited that can clearly demarcate the appropriate units of analysis, outcomes and theoretical contributions applicable to and arising from strategizing research.

This is a competitive call for papers; all submissions will be considered. The deadline for submissions is January 31st 2005. Authors will be notified by mid-March whether or not their papers have been accepted for review. Those accepted will be sent for blind peer review in the Journal's standard way. The special issue is intended for publication towards the end of 2005.

Submissions of papers to be considered for this special issue should be submitted online to the *Human Relations* submissions website: <http://humanrelations.manuscriptcentral.com>. Manuscripts should include the title of this special issue, 'Strategizing: The Challenges of a Practice Perspective' at the top of the title page. A completed copy of the Journal's manuscript submission form, available on the submissions website, should also be submitted as a 'file not for review'.

Call for Submissions To: IT-Enabled Strategic Management: Increasing Returns for the Organization

A book edited by Dr. Bruce Walters and Dr. Zaiyong Tang, Louisiana Tech University

Unprecedented gains in information technology capabilities, rapid globalization of a range of industries, and an ever-increasing need for timely, relevant strategic information in complex, hyper-competitive environments have set the stage for new challenges concerning strategic management and information technology research. This confluence of events represents a unique opportunity for cross-fertilization of information systems and strategic management research as well as the advancement of each field.

The purpose of this book is to bring together an array of high quality expository discussions from experts in the fields of information technology and strategic management to identify, define, and explore topics relevant to both fields, and in particular, to solicit contributions from the intersection of these fields. Contact Bruce Walters at bwalters@cob.latech.edu for at list of recommended topics.

Contributors are invited to submit *on or before* **October 15, 2004**, a 4-5 page proposal clearly explaining the mission and concerns of the proposed chapter. Authors of accepted proposals will be notified by **October 31, 2004** and sent chapter guidelines. Full chapters should be submitted by **February 1, 2005**. All submitted chapters will be blind reviewed. The book is scheduled to be published by Idea Group, Inc. *Inquiries and Submissions can be sent electronically (Word document) or by mail to:* Bruce Walters, Department of Management and Information Systems, Louisiana Tech University, P.O. Box 10318, Ruston, LA 71272; Tel: (318) 257-3499, FAX: (318) 257-4253, e-mail: bwalters@cab.latech.edu

Sinergie – Cueim

Sinergie-Cueim is one of the most influential management journals in Italy. It aims to promote the progress of theoretical approaches and managerial practices. SINERGIE invites academics to submit their contributions to the: **Heterogeneity, Diversification, and Performance Conference** on **July 7th – 8th 2005** at the University of Calabria (Campus in Arcavacata – Cosenza) Italy. Guest Speakers include: Prof. Luigi Zingales, *Graduate School of Business - University of Chicago* and Prof. Anne Marie Knott, *Wharton School of Business – University of Pennsylvania*.

The mini-conference purpose is to extend knowledge on the entangled network of relations that characterizes HETEROGENEITY, DIVERSIFICATION AND PERFORMANCE. Highlighting the nexuses among the three topics and addressing the many related issues is a major goal for our field.

Deadlines: Scholars are invited to submit their **abstract** by **November 15th 2004**. Communications about the submissions shall be sent by December 15th 2004. **Full papers** deadline is **March 31st 2005**. Papers selection shall take place through a double-blind review. Authors admitted to the conference commit to modifying their manuscript in order to accomplish referees' suggestions and comments The mini-conference also organizes a *poster session* for work in progress. Admission of work in progress is guaranteed by the submission of the abstract within the due date.

Submission: Abstracts, papers and posters shall be electronically submitted to: cueim.calabria@unical.it. See www.egiunical.it/sinergie.htm for information about abstract and paper formatting requirements. Please send queries about accommodation, travel and conference tracks to: cueim.calabria@unical.it. Conference participation fee is 250€ Fee includes registration, conference proceedings, conference luncheon and dinner. Fee does not include travel or hotel accommodation.

REGIONAL NEWS

News from Asia

Michael Young, The Chinese University of Hong Kong

The Asia Academy of Management will hold its fourth conference with the theme of "Moving Forward: Leading Asia in a New Era." The conference will be held in Shanghai from December 16-18, 2004 and hosted by Fudan University. The Radisson SAS Lansheng Hotel will serve as the official conference hotel. This conference will focus on how Asian managers should lead their organizations in a new era, characterized by unprecedented changes socially, economically, politically, and technologically. In this era, more than ever, managing a successful business requires taking higher risks, applying more non-traditional thinking, and responding quicker to everyday crisis. How do managers demonstrate effective leadership in such a demanding time? The Asia Academy of Management is affiliated with the Academy of Management and is the premier academic body specifically geared toward Asian management issues. More information can be obtained from the AAoM website at: www.cuhk.edu.hk/baf/asia-aom

News from Canada

Tima Bansal, U. Western Ontario

The Administrative Sciences Association of Canada (ASAC) will hold its annual meeting in Toronto on May 28-31, 2005. Toronto is Canada's largest city. It's cosmopolitan character promises visitors rich cultural experience and a vibrant arts scene. For more information on the conference, visit the website at: <http://www.ryerson.ca/asac2005/>. The deadline for submissions are usually at the end of January

General News from Europe

Sven-Olof Yrjö Collin, Kristianstad

The European Academy of Management (EURAM), a professional society for scholars in the field of management, will have their yearly conference May 4-7 at the TUM Business School in Munich, Germany. The theme is Responsible Management in an Uncertain World. More information can be found at: www.euram-online.org

News from Germany

Hulger Ernst, WHU

The Annual Conference on Corporate Strategy (ACCS) will be hosted by WHU - Otto Beisheim Graduate School of Management and SAP on March 11-12 th, 2005 in Vallendar, Germany. ACCS aims at shedding light on Growth, Focus, and Success in today's business environment. Topics such as internationalization, diversification, focus strategies, and strategy processes against the background of a dramatically changing competitive landscape are discussed. ACCS expects to add valuable knowledge to the field of Corporate Strategy. A selection of this knowledge will be suggested for publication in a Special Issue of the Schmalenbach Business Review (sbr). Furthermore, the best paper and dissertation will receive the SAP Strategy Awards at the end of the conference. More information can be obtained from the following website at <http://www.corporate-strategy-conference.com/>.

General Announcement

2005 Annual Academy of Management Meeting. A New Vision of Management In The 21st Century. August 5-10, Honolulu, Hawaii. See: <http://meetings.aomonline.org/2005/>

REGIONAL NEWS

News from Oceania

Delwyn Clark, University of Waikato

“*People First – Serving our Stakeholders*” is the theme for the 18th annual conference of the Australian and New Zealand Academy of Management, ANZAM, to be held in the South Island New Zealand city of Dunedin from December 8-11, 2004. Hosted by the University of Otago Business School, the keynote speakers include Professor Denise Rousseau (Carnegie Mellon) and Professor Paul Goodman (Carnegie Mellon). Further details are available at the conference website: <http://www.business.otago.ac.nz/mgmt/ANZAM2004/index.html> or by email from: pat@dcms.co.nz.

Papers are invited for an international conference on Enterprise and Innovation Research to be held in Hamilton, New Zealand from July 7-8, 2005. Hosted by the University of Waikato Management School, the theme of this conference is “*Creating an Entrepreneurial Nation: The Role of Enterprise and Innovation*”. Keynote speakers will include Kevin Thompstone, CEO of Shannon Development in Ireland, Sergio Arseni, Director of the OECD Centre for Entrepreneurship Research, and Professor Jay Barney (The Ohio State University). Further details are available by via: enterprise2005@waikato.ac.nz or at the website: <http://www.enterprise2005.ac.nz>.

News from the South

Russell Crook, Florida State

The Southern Management Association will hold its annual meeting from November 3^d to November 6th, 2004 at the [Sheraton Gunter Hotel](#) in San Antonio, Texas. See www.southernmanagement.org for more details.

News from the East

David Dawley, West Virginia University

The Eastern Academy of Management (EAM) is pleased announce a call for papers for our 2005 Annual meeting. The 2005 EAM annual meeting will be held March 11-14th, 2005, in Springfield, MA. The manuscript submission deadline is December 8, 2004. Our meeting's theme will be *Managing Ethically in Times of Change*. This conference provides a forum for us as academics and practitioners to discover ways to make issues related to ethics and values more integral to our thinking, our decision-making, and our actions. The review process will be paperless. Submissions should be made to one of the primary tracks via the conference's Internet interface, located at this Web site (<http://www.eaom.org>), beginning October 15th. We welcome you to visit our website for more information.

News from the Midwest

Edward Levitas, U. of Wisconsin-Milwaukee

The Midwest Academy of Management will hold its 48th Annual Meeting from March 31st to April 2, 2005 at the Millennium Knickerbocker Hotel in downtown Chicago, IL. The conference theme is “*Collaborative Improvisation: The Playful Intersection of Jazz and Work*.” Deadline for submissions is Friday, October 29th, 2004. Scholars are encouraged to submit research papers, new research ideas, symposia, university showcase sessions, and case studies, particularly those that relate to the meeting theme. Guest speakers include: Denise Rousseau (Carnegie Mellon, Editor-in-Chief, *Journal of Organizational Behavior* and President of the AoM), Jack Goeken (Founder of MCI), Laura Hartman (DePaul, Assoc. Vice President Academic Affairs, Past President Society for Business Ethics), and Paul Hirsch (Northwestern, Editor-in-Chief of *Journal of Management Inquiry*).

TREASURER'S REPORT

BPS Division

Academy of Management

2002 and 2003 Actual Spending, 2004 Approved, and 2005 Projected Budget

August 10, 2004

	<i>2002 Actual Spending</i>	<i>2003 Actual Spending</i>	<i>2004 Approved Budget</i>	<i>2005 Budget Estimate</i>
RECEIPTS				
Carry Over	\$13,974.95	\$14,151.40	\$11,097.73	\$11,097.73
Membership Receipts	\$30,326.00	\$31,901.00	\$35,318.00	\$38,597.00
Social Nets PDW	\$150.75	\$0.00	\$0.00	\$0.00
Endowment Interest	\$0.00	\$0.00	\$0.00	\$0.00
Other Revenues	\$0.00	\$500.00	\$0.00	\$0.00
TOTAL RECEIPTS	\$44,451.70	\$46,552.40	\$46,415.73	\$49,694.73
EXPENSES				
Executive Committee Meetings	\$2,071.64	\$4,188.19	\$4,100.00	\$4,100.00
Y+1 Program Chair Expenses	\$5,149.00	\$4,214.75	\$4,200.00	\$4,200.00
Program Chair Expenses	\$4,318.29	\$8,708.32	\$8,700.00	\$8,700.00
Electronic Newsletter	\$850.00	\$900.00	\$900.00	\$900.00
BPS Net and Web page	\$1,000.00	\$0.00	\$1,000.00	\$1,000.00
BPS Doctoral Consortium	\$4,917.72	\$5,825.02	\$5,000.00	\$5,000.00
BPS New Faculty Consortium	\$2,916.30	\$3,061.81	\$3,000.00	\$3,000.00
BPS Social Hour	\$5,502.35	\$4,763.83	\$4,200.00	\$4,200.00
BPS Pre-Convention (other)	\$1,499.47	\$1,395.00	\$1,400.00	\$1,400.00
BPS Convention (other)	\$229.63	\$88.67	\$150.00	\$150.00
Mid-Career Workshop	\$688.20	\$668.54	\$700.00	\$700.00
Award Plaques	\$737.70	\$980.54	\$1,000.00	\$1,000.00
NDSC Contribution	\$420.00	\$375.00	\$375.00	\$375.00
5-Yr. Review	\$0.00	\$0.00	\$0.00	\$3,000.00
Member Proposed Initiatives	\$0.00	\$0.00	\$0.00	\$0.00
Miscellaneous	\$0.00	\$285.00	\$100.00	\$100.00
TOTAL EXPENSES	\$30,300.30	\$35,454.67	\$34,825.00	\$37,825.00
Surplus/Deficit from Operations	\$25.70	(\$3,553.67)	\$493.00	\$772.00
Ending Surplus	\$14,151.40	\$11,097.73	\$11,590.73	\$11,869.73

BPS Division Officers & Committees: 2004-2005

Executive Committee and Officers

Javier Gimeno, Past Division Chair (INSEAD)
 Margaret Peteraf, Division Chair (Dartmouth)
 James Westphal, Division Chair-Elect (UT-Austin)
 Anita McGahan, Program Chair (Boston U)
 Russell Coff, Assistant Program Chair (Emory)
 Bill Bogner, Treasurer (Georgia State)
 Jim Combs, Newsletter Editor & Secretary (Florida State)
 Bert Cannella, Reviewer Database Manager (Arizona State)
 Nicholas Argyres (Boston U) 03-05
 Timothy Folta (Purdue) 03-05
 Amy Hillman (Arizona State) 03-05
 Tammy Madsen (Santa Clara) 03-05
 Anju Seth (Illinois-Urbana-Champaign) 03-05
 Rajshree Agarwal (Illinois-Urbana-Champaign) 04-06
 Marvin Lieberman (UCLA) 04-06
 Joanne Oxley (U. Toronto) 04-06
 Jan Rivkin (Harvard) 04-06
 Brian Silverman (U. Toronto) 04-06

Member Communications

Jim Combs, Newsletter Editor & Secretary (Florida State)
 Robert Wiggins, Webmaster (Memphis)
 Pablo Martin de Holan, Listserv Mgr (Instituto de Empresa)
 Bob Stephens, Listserv Mgr (West Virginia)

Research Committee

Rajshree Agarwal (Illinois-Urbana-Champaign) 03-05
 Karen Schnatterly (Minnesota) 03-05
 Jackson Nickerson (Washington) 03-05
 Ravi Madhavan (Pittsburgh) 03-05
 Joanne Oxley (U. Toronto) 03-05
 Miles Shaver (Minnesota) 03-05
 Peggy Lee (Emory) 03-05
 Gerry McNamara (Michigan State) 03-05
 Kent Miller (Purdue) 03-05
 Jeff Reuer (UNC-Chapel Hill) 04-06
 Rachell Sampson (NYU) 04-06
 Chris Zott (INSEAD) 04-06
 Alva Taylor (Dartmouth) 04-06
 Belen Villalonga (Harvard) 04-06
 Tarun Khanna (Harvard) 04-06
 Juan Alcacer (NYU) 04-06
 Peter Roberts (Emory) 04-06
 Arvids Ziedonis (Michigan) 04-06
 Arturs Kalnins (Southern California) 04-06

Teaching Committee

Nile Hatch (BYU) 03-05
 Allan Afuah (Michigan) 03-05
 Karen Schnatterly (Minnesota) 04-06
 Thomas Lawton (Imperial College) 04-06

Regional Representatives

East - David Dawley (West Virginia) 03-05
 Midwest - Ed Levitas (U. Wisconsin-Milwaukee) 03-05
 South - Peter Stanwick (Auburn) 03-05
 Southwest - Balaji Koka (Arizona State) 03-05
 West - Kyle Mayer (Southern California) 03-05
 Spain - Carlos Garcia-Pont (IESE) 03-05
 Canada - Tima Bansal (U. Western Ontario) 03-05
 Oceania - Delwyn Clark (U. Waikato) 03-05
 Italy - Vincenzo Perrone (U. Bocconi) 03-05
 Austria/Germany - Mark Ebers (U. Augsburg) 03-05
 Austria/Germany - Holger Ernst (WHU) 03-05
 Sweden - Sven-Olof Collin (Kristianstad) 03-05
 France - Xavier Castaner (Groupe HEC) 03-05
 Hong Kong - Michael Young (Chinese U. Hong Kong) 03-05
 Singapore - Kulwant Singh (National U. Singapore) 03-05
 Korea - Hinccheon Kim (Hanyang) 03-05



Javier Gimeno hands the Chair of the BPS Division to Margie Peteraf.