



**8TH VAASA CONFERENCE ON INTERNATIONAL BUSINESS
AT THE UNIVERSITY OF VAASA
VAASA, FINLAND
AUGUST 21 – 23, 2005**

CALL FOR PAPERS

The 8th Vaasa Conference on International Business will be arranged on August 21–23, 2005 by the University of Vaasa in Finland. The three main themes of the Conference on International Business are SME Internationalization and born globals, IJVs and strategic alliances and Entry and marketing strategies in Central and Eastern European countries. Themes of special interest include (also studies related to other topics may be proposed):

- export behavior and strategies / traditional exporters vs. born globals
- networks in SME internationalization
- export performance / failures and divestments in exports
- partner selection and/or trust in IJVs
- longitudinal IJV analysis / stability and performance
- experience and learning in internationalization
- export and investment strategies in Central and Eastern Europe
- internationalization of Central and Eastern European companies
- headquarters – subsidiary – relationships

Organization. Main chair and organizer is Jorma Larimo from the University of Vaasa. The other conference faculty members are Pervez N. Ghauri (UMIST, The UK), Ulf Andersson (Uppsala University), Jean-Francois Hennart (Tilburg University), Per Servais (University of Southern Denmark), Klaus Meyer (Copenhagen Business School) and Stefan Schmid (ESCP - EAP European School of Management, Berlin),

Schedule. The Conference begins with a reception on August, 21st at 18.30 and ends at 16.00 on August, 23rd. The Conference is preceded by a one-day doctoral tutorial for Ph.D. students, beginning at 9.00 and ending at 17.00 on Sunday August, 21st. All conference participants are also welcome to take part in the tutorial-day.

Paper instructions and deadlines. Papers concerning both finished studies and works-in-progress are welcome. The deadline for sending three copies of an at least three-page abstract (or finished paper) is May 27th, 2005. Information about acceptance will be sent at latest by June 23rd. The deadline for final versions of accepted papers is July 29th. The length of the papers should not exceed 25 pages including references, tables, appendices etc. All pictures should be in jpg -format. The final papers have to be sent both on paper (two copies) and as e-mail attachments (preferably as a Microsoft Word document or pdf-format). The e-mail copy is needed to facilitate the publishing of conference proceedings.

Conference fees. Early registration fee is EUR 250, late registration fee is EUR 285. Registration fees are lower for PhD candidates (EUR 200/240) and/or members of the graduate school FIGSIB (EUR 165/200). The conference fee includes copies of the conference papers, lunches, coffees and dinners and transportation between hotels and the university and to the airport on Tuesday afternoon. Conference fee should be paid in advance. Add 10% for bank costs if the payment is made by cheque. All transfer costs should be covered by the participant.

Payments by bank account at latest August 5th, 2005:

Nordea Bank Finland Plc, 00020 Helsinki, Finland;
SWIFT: NDEAFIHH IBAN: FI49 1660 3000 1113 96
Account no: 166030-111396. Note: "8th IB Conference"

Please indicate participants full name and remember to mention the 8th IB Conference in the payment.

Further information. For further information, please visit the conference website: <http://www.uwasa.fi/ibconference>

WELCOME TO VAASA AT THE END OF AUGUST 2005!