



# AIB US Southeast

## Doctoral Consortium

Call for Applications

**Consortium Date: Thursday Nov 10, 2016**

**Application Deadline: July 15, 2016**

**(Please note the early deadline due to the cruise venue. All consortium participants will be notified by July 20 and must register for the conference and the cruise by August 15, 2016. If you need a letter for Visa purposes, please apply early)**

### Consortium Chairs:



**[Costas Katsikeas](#)**

Arnold Ziff Endowed Research Chair in  
Marketing & International Management  
Leeds University Business School  
[csk@lubs.leeds.ac.uk](mailto:csk@lubs.leeds.ac.uk)



**[Peter Magnusson](#)**

Associate Professor of International Marketing  
Culverhouse College of Commerce  
The University of Alabama  
[pmagnusson@cba.ua.edu](mailto:pmagnusson@cba.ua.edu)

AIB-SE is proud to invite ambitious IB (and any related field with an international angle) doctoral students to attend the AIBS-SE Doctoral Student Consortium. The consortium will provide a unique opportunity for doctoral students from all over the world to further develop their research ideas, to learn about the challenges of conducting international business research and building a successful academic career in this field, and to broaden their professional networks.

The format of the Consortium will facilitate a constructive and supportive discussion among the doctoral students and the participating faculty on topics of broad interest such as new trends in conducting high-impact international business research, managing the dissertation stage and the job search process, and successful entry into the academic career. In addition, students will receive concrete feedback on their individual current research projects as well as ideas and guidance for their future research agenda.

Consistent with the developmental mission of AIB-SE, the consortium is open for first-year Ph.D. students as well as more advanced Ph.D. students who are in the dissertation phase. The **faculty panel** of the 2016 Doctoral Consortium will include a number of accomplished and upcoming international business scholars who have an extensive publication record, have served as editors or are members of the editorial boards of leading academic journals, and have substantial experience supervising doctoral students.

The consortium will be held on **Thursday, November 10, 2016** as part of the AIB-SE 2016 conference, on board the Royal Caribbean cruise ship 'Brilliance of the Seas' in the port of Tampa.

To facilitate close personal engagement, space for this workshop is limited and participation is by application only. We expect about 20 student participants. We also invite deans, department chairs, former workshop alumni and other faculty to encourage their doctoral students to apply.

### **Application Requirements**

**All submissions will be handled through the [AIB-SE online submission](#) system. Your application will be handled as if it is a paper being submitted for the conference.** In the AIB-SE online submission system, select the Manuscript Submission Form and then select the track: *Doctoral Student Consortium*.

### **Application Content Requirements:**

1. A short introductory cover letter introducing you and your interest in the doctoral consortium (not more than 1 page)
2. An extended abstract summary of a research paper (up to 5 pages). Early Ph.D. students can write briefly about their intended research ideas
3. Your curriculum vitae

Please combine the above requirements into a single pdf file. The deadline to apply is **July 15, 2016**. Applicants will be notified of the acceptance decisions by July 20, 2016. All applicants must register for the conference and the cruise by August 15, 2016. If you need a visa letter, *please apply early*. To receive a Visa letter, you need to apply to the consortium through the submission system and then request a visa letter by emailing AIB-SE at [aibse-us@aib.msu.edu](mailto:aibse-us@aib.msu.edu). **Although each participant will be required to register for the 2016 AIB-SE Annual Meeting, there will no additional fees for participating in this consortium.**

## About the Chairs

**Professor Constantine S. Katsikeas** is the Head of the Marketing Division and Associate Dean (Faculty), holds the Arnold Ziff Research Chair in Marketing and International Management, and is the Founding Director of the Global and Strategic Marketing Research Centre at Leeds University Business School (LUBS), Leeds University.

His interests are marketing and sales management, global marketing and management, strategic alliances and competitive strategy. He has published widely and his articles have appeared in *Journal of Marketing*, *Strategic Management Journal*, *Organization Science*, *Journal of International Business Studies*, *Decision Sciences*, *Journal of International Marketing*, and *Journal of World Business*, among others. He is also the Editor in Chief of the *Journal of International Marketing*, and an associate editor of *Journal of International Business Studies* and *Journal of the Academy of Marketing Science*.

**Peter Magnusson** is an associate professor of international marketing at the University of Alabama. His research specializes in the areas of international marketing strategy and international consumer behavior, with a particular interest in the influence of culture and institutional factors on cross-cultural differences in consumer behavior and international marketing strategy. His research has been published in, among others, the *Journal of International Business Studies*, *Journal of the Academy of Marketing Science*, *Journal of International Marketing*, *Organizational Behavior and Human Decision Processes*, *International Business Review*, and *International Marketing Review*. He also serves as an editorial board member of *Journal of International Marketing* and on the editorial board and as special issue editor of *International Marketing Review*. He has also served on the board of AIB-SE since 2013 and served on the conference organizing committees for AIB-SE's recent conferences in Savannah, GA, Miami, FL, and Atlanta, GA.