

2-23-2010

# E Business in Developing Countries (including Middle East): Information Systems Strategic Thinking

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## Recommended Citation

Haynes, Prof. John D. and Arockiasamy, Dr. S, "E Business in Developing Countries (including Middle East): Information Systems Strategic Thinking" (2010). *AMCIS 2010 Proceedings*. 251.  
<http://aisel.aisnet.org/amcis2010/251>

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## Tutorial and Workshop Proposal for AMCIS 2010

<b>Submission Date:</b>	23 February 2010 (for 26 February 2010)
<b>Workshop/tutorial Title:</b>	E Business in Developing Countries (including Middle East): Information Systems Strategic Thinking
<b>Duration:</b>	<input type="checkbox"/> Full Day <input checked="" type="checkbox"/> Half Day
<b>Classification:</b>	<input type="checkbox"/> Tutorial <input checked="" type="checkbox"/> Workshop

### Abstract

E Business in Developing Countries and the Middle East (and in Oman in particular) is of great interest because of opportunities for growth, to elsewhere around the world. For example, E Business expansion in the Middle East is of growing importance because of the scaling down of income from Middle Eastern sourced oil over the next decades. In Developing Countries other than the Middle East E Business is of critical importance for development, for example, China (and examples will be given of China). We are interested in building Case Studies of E Business Strategic Thinking and also exploring ideas for Strategic Thinking generally and more specifically in relation to Developing Countries (including Middle Eastern) E Business. The workshop will consist of two parts (1) What constitutes Strategic Thinking? How can Strategic Thinking be applied to E Business? (2) What are the key issues for E Business development in relation to Developing Countries and extended innovation in the Middle East? This topic, in general terms related to the Middle East, recently won, for the presenters of this workshop, a major research grant in Oman (the equivalent of just over US\$200,000).

### Workshop Leader Information (Please attach a copy of your resume in your email submission)

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### Additional Workshop Presenters (copy for each one)

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**Speakers' background, description of workshop, and envisioned activities during the workshop (please provide information for each speaker)**

Dr John D Haynes is currently Professor of Information Systems in the IS Section of CEMIS at the University of Nizwa in Oman. Dr Haynes has over thirty years experience as an academic (among others at, Bond University, University of Central Florida, Charles Darwin University, University of NSW Australia) with over 50 publications in journals, books, book chapters and refereed conference papers. Of interest for this Workshop, Dr Haynes was formerly Principal Co-Chair of Philosophical Foundations of Information Systems at AMCIS during the years 2002, 2003, 2004 (Co-Chair during other years), see his attached CV.

Dr S Arockiasamy is currently Head of the IS Section of CEMIS at the University of Nizwa in Oman. Dr Arockiasamy has over 20 years of experience in Academic and Research activities. He has an experience of acting as session chair many times in recognized conferences. Currently, for example with respect to research activities, he is guiding doctoral level Research scholars. See his attached CV.

Description of Workshop: The workshop will consist of two parts (1) What constitutes Strategic Thinking? How can Strategic Thinking be applied to E Business? (2) What are the key issues for E Business development in Developing Countries and extended innovation in the Middle East? In Part 1, an explanation, with examples, will be given of strategic thinking and case studies will be introduced for audience participation. In Part 2 E Business development in Developing Countries (e.g. China) and with reference to Oman (as an example of the Middle East) will be covered with particular reference to innovation. In Part 2 there will be a number of case studies presented for audience participation. At the end of the workshop the audience will have contributed to the concept of strategic thinking by being exposed to case studies which explicate such forms of thinking, especially in relation to E Business. After Part 2 the audience will be familiar with E Business development in Developing Countries (e.g. China and including the Middle East, in particular in Oman) and be able to contribute by providing ideas with respect to E Business innovation.

**Special Requirements**

Note: Regular equipment includes a computer, projector and screen.

(x ) Computers

(x ) Internet Access

(x ) Others, Please specify: \_\_\_\_\_ OHP with laptop computer access \_\_\_\_\_

**Audience**

Insert a description of likely participants:

Likely participants will have an interest in E Business and its relations to Strategic Thinking. Likely participants may also have an interest in Developing Countries (including China) and the Middle East or Middle Eastern E Business (although this is not necessary).

Maximum number of participants: expected approximately 50

Specify the requirements for the audience such as computer, special software, and Internet access etc., in the following: *no special requirements for the audience.*