

Strategic Alliances

Formation, Implementation, and Evolution

Peter Lorange Johan Roos

Strategic Alliances Formation Implementation And Evolution

Peter Lorange, Johan Roos



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Strategic Alliances Peter Lorange, Johan Roos, 1993-12-08 Strategic alliances are becoming increasingly important as a long term response to the move towards globalization of businesses and to their need to learn and adapt quickly gain access to new markets and diffuse new technologies In this comprehensive informative and practical text the authors develop An analysis of over 30 alliances in the US Japan and Europe A blueprint for successfully forming and implementing an alliance Practical case histories of nine successful and unsuccessful alliances which highlight benefits and drawbacks Highly successful in hardback this book is now available in paperback for undergraduate and MBA students of corporate strategy and international business

Strategic Alliances Peter Lorange, Johan Roos, 1992-01-01 This book describes a number of different types of strategic alliances such as joint ventures and project based co operation The focus of the book is to emphasize that strategic alliances should be a function of the particular strategic intent that a company has It should be documented how the strategic alliance can be the most appropriate vehicle for making a company's strategic intent become the best possible reality

Strategic Alliances Peter Lorange, 1992

Handbook of Strategic Alliances Oded Shenkar, Jeffrey J. Reuer, 2006 Covers research on strategic alliances and serves to lay out a research agenda on collaborative strategy and alliance management This book covers the theoretical foundations that guide work on inter firm collaboration ranging from sociological perspectives to real options theory to diverse traditions within organizational economics

Foreign Direct Investment and Strategic Alliances in Europe Hong Liu, 2018-10-24 Advance your business interests in the ever changing European market Foreign direct investment FDI and strategic alliances are among the most popular modes of international market entry and expansion in major markets by multinationals This informative book uses case examples a wide ranging survey and the expertise of authorities in the field to shed light on the when why and how of investing and forming alliances in the volatile environment of the European market Providing both theoretical background and fascinating case studies Foreign Direct Investment and Strategic Alliances in Europe begins with an examination of the relationship between contextual and strategic factors and foreign market entry strategies Then it illustrates its meaning with a real world application of that information in this case examining the way Israeli manufacturers developed their entry strategies in the European Union This insightful book also analyzes the market entry development and expansion of the Coca Cola company in Russia discusses strategic problems barriers to expansion and first versus late mover advantages in Russia's transition economy looks at the relationship between United States software firms and European companies provides guidelines for choosing what form a strategic alliance should take presents a survey of 114 international strategic alliances between firms in the United Kingdom and their European American and Japanese partners Strategic alliances and foreign direct investment are expected to continue to flourish in Europe By integrating FDI issues with those of strategic alliances this well referenced book will provide you with insights into both areas as well as up close perspectives on specific segments of the European

market *Cooperative Strategies: European perspectives* Paul W. Beamish, J. Peter Killing, 1997 Three geographically targeted volumes comprised in the Cooperative Strategies series the most ambitious effort to date to explore the extent nature operations and environment of cross border cooperative linkages in North American European and Asian Pacific regions The scholars who contributed to the Cooperative Strategies series include top experts in international strategy and management Consolidating cutting edge scholarship and forecasting of future trends they focus on a wide variety of new cooperative business arrangements and offer the most up to date assessment of them They present the most current research on topics such as advances in theories of cooperative strategies the formation of cooperative alliances the dynamics of partner relationships and the strategy and performance of cooperative alliances Blending conceptual insights with empirical analyses the contributors highlight commonalities and differences across national cultural and trade zones The chapters in this volume are anchored in a wide set of theoretical approaches conceptual frameworks and models illustrating how rich the area of cooperative strategies is for scholarly inquiry The Cooperative Strategies Series represents an invaluable resource for serious academic study and for business practitioners who wish to improve not only their understanding but also the performances of their joint ventures and alliances *Rethinking Strategy* Henk W Volberda, Tom Elfring, 2001-05-02 This is a new overview of the strategy field with internationally renowned contributors summarizing the latest directions and developments in strategic management theory in the context of their theoretical roots in economics organization theory and systems theory The contributors outline the most promising new directions on the basis of a systemic treatment of paradigms or schools of thought in strategy redrawing firm boundaries developing dynamic capabilities and discovering viable strategy configurations The volume will be an invaluable companion to advanced courses in strategy and management used as a reader alongside case material and field studies As well as providing a summary and evaluation of the different **The Human Resource Challenge of International Joint Ventures** Dianne J. Cyr, 1995-11-14 Human Resource Management HRM plays an important and strategic role in the success of international joint ventures Based on information collected from progressive successful international joint ventures involving companies such as Chrysler Ciba Geigy Corning Mitsubishi and Siemens the author delivers chapters rich in verbatim quotations from executives and other joint venture employees Each chapter concludes with a summary of key points that are a guide for attaining excellence in joint ventures The book will be of special interest to both managers and scholars who seek a fuller view of HRM in international joint ventures Evaluating effective joint ventures the author considers the subtle people dimensions involved in these operations A special feature of the book is the treatment of human resource management from the interorganizational viewpoint of parent corporations and the joint venture firm The author addresses such interesting issues as 1 how parent strategic goals influence HRM in the venture 2 the importance of HRM operational assignments within the JV management contract 3 the strengths and limitations of various HRM policies and practices 4 the role of culture and 5 organizational learning at strategic and

operational levels in each venture Valuable knowledge into best practices for strategic HRM allows practitioners to enhance their joint venture success *Take Your Partners* R. Roberts, 2001-01-24 Marking the 30th anniversary of the formation of Orion Bank in 1970 financial historian Richard Roberts has written a history of Orion and the rise and decline of the consortium banking movement Consortium banks were formed as joint ventures to enable banks to operate in the booming Euromarkets with virtually every major international bank participating in a consortium bank during their heyday in the 1970s and 1980s Orion Bank was one of the leading players in the Euromarkets in those decades its shareholders were six of the biggest banks in the world from the three major trading blocks Chase Manhattan Royal Bank of Canada NatWest Westdeutsche Landesbank Credito Italiano and Mitsubishi Bank Like other consortiums banks Orion Bank was prominent in Eurocurrency syndicated lending but more unusually it was also a top Eurobond lead manager The story of Orion exemplifies the tensions inherent in the joint venture approach to business development and the strategic dilemmas facing consortium bank managements and shareholders Richard Roberts uses primary archival papers and interviews with former Orion executives and other bankers prominent in consortium and investment banking to present an authoritative case study with great topical relevance as today's European banking industry continues to integrate across borders *Take Your Partners* is also an invaluable source of reference for anyone with an interest in the Euromarkets and the development of international banking

Handbook of Relationship Marketing Jagdish N Sheth, Atul Parvatiyar, 2000 As businesses increasingly stress the importance of cooperation and collaboration with suppliers and customers relationship marketing is emerging as the core of all marketing activity In recent years there has been an explosive growth in business and academic interest in relationship marketing yet no comprehensive book has been available to present key concepts theories and applications The editors of this volume have assembled an authoritative and global cast of chapter contributors and crafted a volume that will become the seminal founding work in this growing field Their approach is eclectic including a broad coverage of topics diverse theoretical and conceptual paradigms and global viewpoints *Economies In Transition: Conception, Status And Prospects* Peter Koveos, Ivan Teodorovic, Allan Young, 2002-12-16 To date the record of economic transition has decidedly been mixed The worldwide political climate is still in favor of economic reform and the process continues to have considerable momentum On the other hand this process now faces a number of formidable obstacles There appears to be general agreement that in many countries the promise of a better standard of living which economic transition offers to the mass of the citizenry has failed to produce the rapid and dramatic results hoped for There is an increasing conflict of interest between multinational firms and the national business community Moreover many transition economies have experienced a slowing of economic growth in real terms and social services have been severely cut This book deals with the development of those forces that have played a major role in the successes and failures of economic transition Its distinctive feature is that it does this from the perspective of economic political and social analysis taking into account both theoretical constructs and

economic realities for those countries which have attempted the grand experiment with economic transition Strategic Alliances, Mergers and Acquisitions J. M. Ulijn, Geert Duysters, Elise Meijer, 2010-01-01 Organizational flirts and marriages alliances mergers and acquisitions are dramatic examples of how soft cultures can produce hard facts of success or failure Decisions born from human vanity can lead to destruction of human capital The chapters selected by Ulijn Duysters and Meijer illustrate the many facets of organizational family life for the scholar and hopefully for the decision maker who considers another move Geert Hofstede author of Culture s Consequences This unique book focuses on the link between different types of culture national corporate professional and the success of strategic alliances mergers and acquisitions Over the past decades we have seen a significant increase in the number of strategic alliances mergers and acquisitions Despite this proliferation many recent studies have reported high failure rates This failure is often attributed to cultural differences between partners which has led to a growing body of literature on the subject To date most of these studies have focused on national and corporate culture whereas this book also places particular emphasis on the importance of culture at the professional level The authors clearly show that all three levels of culture may have a profound impact upon the ultimate success or failure of alliances mergers and acquisitions Researchers in the field of international business strategic management and strategic alliances mergers and acquisitions will find this book to be of invaluable interest Managers in multinational corporations and international business students should also not be without this important resource

Technical Entrepreneurship , 1995 Includes papers presented at the International Workshop on Technology Compendium for Small and Medium Sectors 27th December 1994 New Delhi focus chiefly on the Asian region **International HRM** ,

International Human Resource Management Nilanjan Sengupta, 2007 In today s era of International business International Human Resource Management IHRM is emerging as a crucial factor since organizations are run by people What is interesting in this phenomenon is not only that there are differences in people across the countries but even within a country or regions within it This complex socio cultural and psychological fabric coupled with historical geographic economic and political factors creates certain boundary conditions and makes IHRM a very complex process The intention of this book is to portray the various factors that are connected with managing Human Resources in International Business Since the two are inseparable any organization aspiring to participate as a player in international business must develop the knowledge skills and acumen to perceive the subtle nuances that govern the rules of game IHRM as a discipline cuts across all other business operations in the international context and plays a vital role in the success or failure of a business venture since businesses are essentially driven by people In the light of the above this book has sought to address some of the issues that relate to IHRM which need to be logically understood by any keen observer of international business today The approach of this book has been to detail IHRM both in terms of a function as well as a process and the factors or key elements that are attached to them To make this book reader friendly chapter highlights have been added at the beginning of each chapter to

facilitate the reader to identify the broader areas that may be learnt from a particular chapter Each chapter also contains detailed references and key terms Conceptual questions multiple choices web based exercises are some of the additional features of the book Relevant diagrammatic representation relevant case study and list of web references have been also added in this book

Establishing Alliances David Goldsmith,2012-10-23 Toss out your preconceived ideas about traditional partnerships and replace them with six powerful options that are sure to deliver above and beyond opportunities Not only will you take away alliance pillars and alliance killers to produce win win outcomes but you will understand how to select the best alliances to help your organization reach its strategically intended destinations

Cooperative Strategy John Child,David Faulkner,Stephen Tallman,Linda Hsieh,2019-05-02 Cooperation has become the leading strategy adopted by business and other organizations It is taking on new forms that are adapted to changing market expectations and technological possibilities in the rapidly evolving business environment This new edition of Cooperative Strategy provides a comprehensive view of the practical and theoretical literature concerning cooperative strategies and the alliance and network organizational forms that are the enablers of these strategies It takes the reader through the stages of developing a cooperative alliance from choosing a cooperative form and selecting partners to establishing an alliance and managing the process of cooperation It examines cooperative strategies in different sectors as well as internationally and discusses performance criteria and evolution of cooperation over time With insights from internationally recognized experts on cooperative strategy this book presents extensive research on the topic while also addressing practical issues of alliance management

Managing Knowledge Georg von Krogh,Johan Roos,1996-10-28 Using both established as well as more recent modes of inquiry this book sheds new light on an increasingly important dimension of organizational cooperation and competition that of knowledge and knowledge transfer Based on research and practice the book addresses a wide range of issues concerning the management of knowledge from knowledge transfer between organizations to knowledge management within organizations Divided into two parts Managing Knowledge reflects a fundamental conceptual distinction between two world views The first part is characterized by representationism or traditional approaches to viewing knowledge knowledge transfer and cooperative strategies The contributors provide a clear

International Industrial Networks and Industrial Restructuring in Central and Eastern Europe S. Radošević,Bert M. Sadowski,2007-05-08 International Industrial Networks and Industrial Restructuring in Central and Eastern Europe analyses the role of international industrial networks in industrial restructuring and corporate growth in central Europe Russia and Ukraine It shows that two distinct patterns of international industrial integration domestic vs foreign led modernisations have developed in these two regions which have significant effects on patterns of growth and integration of these economies International Industrial Networks and Industrial Restructuring in Central and Eastern Europe is based on a number of industry and firm case studies which are analysed and interpreted within the current international business and political economy literature The publication provides valuable

insights to managers and policy makers who are interested in understanding different strategic options for business activity in Central and East European countries For the academic reader it offers a new perspective on international industrial networks in which theories on strategic management and on industry restructuring and corporate growth are merged into a new view of growth and transformation process *Economic Development and Entrepreneurship in Transition Economies*

Jovo Ateljević, Jelena Trivić, 2016-04-05 This book contributes to a better understanding of entrepreneurship in transition economies Current literature reflects the more traditional schools of thought on entrepreneurship which are influenced by the Western perspective and fail to fully address the scenario in transition economies There is a broad consensus among academics policy makers and practitioners that a fundamental cause of difficulties experienced by most economies in transition has been the fact that reform has not been accompanied by the creation of new private businesses and particularly SMEs This is especially evident in states created in Europe after the dissolution of the Soviet Union where many barriers which were inherited from the old system remain in place thus inhibiting entrepreneurial progress in these countries despite a favorable political and economic environment The contributions featured in this book focus on how much progress has been achieved so far with regard to these aspects as well as identify which current barriers and issues still need to be resolved Themes include innovation performance financing venture capital educational factors and entrepreneurial learning

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