

Strategic Alliances

Formation, Implementation, and Evolution

Peter Lorange Johan Roos

Strategic Alliances Formation Implementation And Evolution

Oded Shenkar, Jeffrey J. Reuer



Strategic Alliances Formation Implementation And Evolution:

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,1992 **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, 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 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 Strategy** John Child, David

Faulkner, Stephen B. Tallman, 2005 Providing a comprehensive survey of strategic alliances this book presents different disciplinary perspectives economics strategy organization theory and many examples from the corporate world It is useful for business students and managers wishing to understand the challenges of managing alliances *The Strategic Alliances Fieldbook* Gavin Booth, Mike Nevin, Jim Whitehurst, 2022-05-10 The Strategic Alliances Fieldbook The Art of Agile Alliances is for technology and professional services practitioners and executives seeking faster value from their partnerships as traditional alliances are changing rapidly in form and tempo Digitising customer channels and internal operations has been a long running initiative for most companies and the global COVID 19 pandemic has accelerated the urgency and budgets associated with the digital transformations that technology and professional services companies support The Strategic Alliances Fieldbook compiles a century of the authors experience of leading joint businesses to solve the problem of how to go fast and avoid common issues that delay alliances The reader will get a detailed analysis of professional services companies and technology companies and how the dynamics of their collective culture and operating model are shaped when working in partnership The book provides a Blueprint a library of methods that includes 15 templates which can be applied to accelerate any alliance The book also includes 19 case studies to illustrate real life situations This book is particularly relevant to executives involved in partnership initiatives specifically in professional services and technology firms and can be read in conjunction with The Strategic Alliance Handbook by Mike Nevin 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

International Joint Ventures Aimin Yan, Yadong Luo, 2016-07-08 The first book length treatment of theories practical

lessons and the full set of critical issues that affect international joint ventures It addresses culture human resources learning legal management and research and development and presents a full set of decisions and detailed guidelines for IJV formation and management It also thoroughly analyzes 30 case studies *Management Dynamics in Strategic Alliances* T. K. Das, 2012-06-01 *Management Dynamics in Strategic Alliances* is a volume in the book series *Research in Strategic Alliances* that will focus on providing a robust and comprehensive forum for new scholarship in the field of strategic alliances In particular the books in the series will cover new views of interdisciplinary theoretical frameworks and models significant practical problems of alliance organization and management and emerging areas of inquiry The series will also include comprehensive empirical studies of selected segments of business economic industrial government and non profit activities with wide prevalence of strategic alliances Through the ongoing release of focused topical titles this book series will seek to disseminate theoretical insights and practical management information that will enable interested professionals to gain a rigorous and comprehensive understanding of the field of strategic alliances *Management Dynamics in Strategic Alliances* contains contributions by leading scholars in the field of strategic alliance research The 12 chapters in this volume cover a number of significant topics relating to the management of strategic alliances The chapters discuss both the broader issues such as governance structure choice dynamics of alliance conditions co evolutionary dynamics learning dynamics and the management of internal tensions and the more focused problems of controls in interfirm settings dilemmas of cooperation value creation in alliance portfolios and alliance management experiences in the construction and automobile industries The chapters include empirical as well as conceptual treatments of the selected topics and collectively present a wide ranging review of the management dynamics in strategic alliances

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