

Strategic Alliance

Brian Tjemkes, Pepijn Vos, Koen Burgers

Strategic Alliance:

<u>Partnerships for Profit</u> Jordan D. Lewis,2002-02 Faced with new levels of savage competition tens of thousands of companies including fierce competitors are sharing their resources and expertise to develop new products achieve larger scale economies and gain access to new technology and new markets These strategic alliances are justifiably hailed by many as the competitive weapon of the 1990s But because they are blurring and reshaping the very structure and boundaries of corporations in unprecedented ways the process of designing and managing these alliances confronts managers with the awesome task of inventing theory and practice on a daily basis Up to now they have had few places to turn for guidance

The Strategic Alliance Handbook Mr Mike Nevin, 2014-10-28 Strategic alliances offer organisations an alternative to organic growth or acquisition when faced with the need to develop the business to a new level innovate in terms of products or services or significantly reduce costs The Strategic Alliance Handbook is a clear and complete guide to the nuts and bolts of the process behind successful collaborations The book enables readers to understand the commercial technical strategic cultural and operational logic behind any alliance and to establish an approach that is appropriate for the type of alliance they are seeking and the partner organisation s with whom they are working Whether you are an alliance executive responsible for the systems strategy and performance of your organisation's alliancing programme or an alliance manager needing to ensure the success of a given partnership The Strategic Alliance Handbook is an essential guide The Strategic Alliance Handbook Mike Nevin, 2016-03-03 Strategic alliances offer organisations an alternative to organic growth or acquisition when faced with the need to develop the business to a new level innovate in terms of products or services or significantly reduce costs The Strategic Alliance Handbook is a clear and complete guide to the nuts and bolts of the process behind successful collaborations. The book enables readers to understand the commercial technical strategic cultural and operational logic behind any alliance and to establish an approach that is appropriate for the type of alliance they are seeking and the partner organisation s with whom they are working Whether you are an alliance executive responsible for the systems strategy and performance of your organisation s alliancing programme or an alliance manager needing to ensure the success of a given partnership The Strategic Alliance Handbook is an essential guide **Strategic Alliance Management** Brian Tjemkes, Pepijn Vos, Koen Burgers, 2023-06-27 Strategic Alliance Management presents an academically grounded alliance development framework detailing eight stages of alliance development with consideration for specific management challenges For each stage readers are presented with theoretical insights evidence based managerial guidelines and a business case illustration Other chapters consider alliance attributes alliance competences and alliance challenges and cover topics such as innovation co branding co opetition business ecosystems alliance professionals alliance capabilities societal alliances and a tension based alliance mindset This fully revised 3rd edition leverages the book s strengths in marrying theory with practical insight All the chapters have been updated to reflect the current academic literature whilst new

international case studies are incorporated throughout Two new chapters feature in this edition considering the importance of the mindset required to successfully navigate alliance arrangements and emerging alliance practices exploring how new technologies sustainability and the external environment have disrupted alliance management In chapter text boxes discussing emerging themes provide opportunity for discussion and analysis The textbook remains highly valuable core and recommended reading for postgraduate students of Strategic Management and Corporate Strategy MBA and Executive MBA as well as reflective practitioners in the field Online resources include chapter by chapter lecture slides two long case studies and short interviews with alliance executives Strategic Alliances in a Globalizing World T. K. Das, 2011-04-01 Strategic Alliances in a Globalizing World contains contributions by leading scholars in the field of strategic alliance research The 11 chapters in this volume cover a number of significant topics that speak to the growing role of strategic alliances in a globalizing business world The chapter topics cover both the broader issues such as the creation of competitive advantage and expanding into institutionally different countries and the more focused problems of alliance formation contractual governance governance structure choice the development of alliance capability the containment of opportunism relationship management sensemaking and the intersection of culture and legitimacy The chapters include empirical as well as conceptual treatments of the selected topics and collectively present a wide ranging review of the noteworthy areas of alliance research in the globalization context Partnerships, Joint Ventures & Strategic Alliances Stephen I. Glover, Craig M. Wasserman, 2003 Helps you dissect any proposed transaction spot the issues that need to be addressed and achieve a successful outcome This book includes discussions on building a successful partnership joint venture and strategic alliance choice of entity considerations fiduciary duties tax and regulatory issues and the role of lawyers 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 Transformation of Strategic Alliances in Emerging Markets Akmal S. Hyder, Desalegn organizational economics Abraha, 2021-01-25 Transformations of Strategic Alliances in Emerging Markets Volume I deals with changes in strategic alliances in the complex settings of European emerging markets It includes 40 years worth of data in its in depth study of the changes in education networks work performance and environmental factors in European transition region Strategic Alliances Among Health and Human Services Organizations Darlyne Bailey, Kelly McNally Koney, 2000 With a focus on relationship building this book offers theoretical and practical information to organizations considering and negotiating this process Throughout the book employs actual case examples of health and human services organizations nationally to illustrate core concepts and offer insights into why and how organizations are forming strategic alliances to fulfill their missions and better address the consumers needs Researching Strategic Alliances T. K. Das, 2010-09-01 Researching

Strategic Alliances Emerging Perspectives 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 Researching Strategic Alliances Emerging Perspectives contains contributions by leading scholars in the field of strategic alliance research. The nine chapters in this volume cover the topics of multilevel issues in strategic alliance research Bo Bernhard Nielsen alliances as sources of legitimacy Paul M Olk and Peter Smith Ring alliance capability as an emerging theme Ard Pieter De Man Geert Duysters and Tina Saebi trust and control in strategic alliances Jeltje van der Meer Kooistra and Ed Vosselman pre formation processes in interorganizational relations Paul W L Vlaar Elko Klijn Africa Ari o and Jeffrey J Reuer sequence of alliance ownership structure Weilei Stone Shi and Akie Iriyama the causes of joint venture termination M V Shyam Kumar alliance portfolio characteristics and organizational learning Don Goeltz and interpartner negotiations in the alliance development process Rajesh Kumar and T K Das

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