

# Strategy and Performance of Foreign Companies in Japan

Sikander  
Khan and  
Hideki  
Yoshihara

# Strategy And Performance Of Foreign Companies In Japan

**Robert Fitzgerald, Chris Rowley**



## **Strategy And Performance Of Foreign Companies In Japan:**

*Strategy and Performance of Foreign Companies in Japan* Sikander Khan, Hideki Yoshihara, 1994 Despite the competitive nature of the Japanese market a large number of foreign companies are successful in terms of profits innovation and reverse technology In fact some are so successful that their profit levels in Japan exceed those elsewhere It is an unfounded myth that the Japanese market is unprofitable for foreign companies Foreign companies succeed in part by utilizing Japanese CEOs a high degree of autonomy and individual creative resources they fail because of a lack of understanding of the intensity of competition and demanding customers in the Japanese market A comprehensive empirical study of a large number of foreign companies doing business in Japan show that the majority of these firms classify themselves as successful Only six percent were failures The companies that are successful display an ability to use their own resources to create new technologies and new products and then transfer them back to the parent company Findings from the study suggest that there are a number of inadequacies in the existing theories of MNEs and FDI's Practical conclusions are offered to foreign companies who plan to invest in Japan as well as to foreign and Japanese policymakers who seek to boost FDI in Japan

*The Strategy and Performance of Foreign Companies in Japan* Hideki Yoshihara, University of Alberta. Western Centre for Economic Research, University of Alberta. Centre for International Business Studies, 1997 **Competition, Growth**

**Strategies and the Globalization of Services** Terence LaPier, 1998-06-11 This book examines the international growth and diversification of real estate advisory services in the United States the United Kingdom Germany and Japan since 1960 The book explains how successful firms develop competitive advantages in the global marketplace An evaluation of forty prominent firms ten from each country provides a comparative *Transformation of Japanese Multinational Enterprises and*

*Business* Shige Makino, Yasuro Uchida, Tamiko Kasahara, 2024-03-30 The purpose of this book is to highlight how current successful Japanese multinational enterprises MNEs and companies have changed their business or business models in the past three decades Japanese MNEs received a lot of attention from academia and industry during the 1980s and the early 1990s and their factors for success have been compared with those of Western MNEs Unfortunately following the collapse of the bubble economy in the early 1990s international business researchers and practitioners attention has turned away from Japan and its MNEs to emerging markets notably the rapidly growing China Japanese MNEs have faced the mature domestic economy and also have had to overcome many new challenges in the twenty first century such as rapid aging depopulation and response to new technologies Japanese MNEs and companies today are being forced to respond to new business environments never seen in the past The prerequisites for business activities have significantly changed from those of former Japanese companies and their management practices Even in such a difficult situation however many Japanese MNEs and emerging companies have achieved steady growth and have succeeded by changing their business models This book provides the reader with new directions for research and lessons by analyzing the challenges of Japanese multinational enterprises

and emerging companies The redirection of attention is expected to have a positive impact on the field of international business study and practice      *Multinational Companies from Japan* Robert Fitzgerald,Chris Rowley,2017-10-02 Since the bursting of Japan's bubble economy from 1990 onwards its multinational companies MNCs have faced new competitive challenges and questions about the management practices on which they had built their initial success in global markets Japanese engagement in the international economy has undergone a number of phases Historically Japanese MNCs learnt from foreign companies frequently through strategic alliances After the post war economic miracle Japanese manufacturers in particular converted themselves into MNCs transferred their home grown capabilities to overseas subsidiaries and made an impact on the world economy But the period after 1990 marked declining Japanese competitiveness and asked questions about the ability of Japanese MNCs to be more responsive and global in their strategies organization and capabilities It has been argued that the established management practices of Japanese MNCs inhibited adaptation to recent demands of global competition This volume presents new case evidence on how Japanese MNCs have responded to the new challenges of the global market place and it provides examples of how they have transformed strategies and competitive capabilities This book was originally published as a special issue of Asia Pacific Business Review      *Multinationals in a New Era* J. Taggart,M. Berry,M. McDermott,2001-09-18 This eighth volume in the AIB series focuses on globalisation and international business and presents the work of leading international business scholars delivered at the 27th Academy of International Business conference at the University of Strathclyde Contributions examine how the underlying characteristics of International Business are changing as we move into early part of the twenty first century The three points of focus are internationalisation of small and medium sized enterprises and the growing occurrence of born internationalisers the impact of culture structure and technology on managing the multinational corporation the implementation of international strategy through the roles and activities of foreign subsidiaries The book successfully brings together an integrated set of research concepts and results to present some contrasting views about the nature and effects of globalisation as the multinational continues to develop in the 21st century      **Management Of Innovation Strategy In Japanese Companies** Kazuki Hamada,Shufuku Hiraoka,2016-10-07 Traditionally innovation has been considered difficult to manage as it occurs through contingent discoveries and inventions For effective innovation management it is necessary to determine what provides new value to customers and achieve this new value efficiently while solving the technical problems This book explores how innovation management for industrial revitalization and activation are conducted in Japanese companies Innovation has diverse definitions but the editors of this book have adopted the one proposed by J A Schumpeter The features of innovation management in Japanese companies are considered systematically in the book Positive analyses using questionnaires and innovation management strategy in individual industries and companies is also explored in detail      *Innovation and Business Dynamism in Japan and Korea* Kenji Kojima,1992      **Risk Management Strategies of Japanese Companies in China**

Kristin Vekasi,2019-06-14 In the context of political tensions and rising economic interdependence between Japan and China this book studies how Japanese multinational companies try to minimize damages and manage their own fear and uncertainty to sustain their business interests Using a qualitative approach including over 150 interviews with Japanese and Chinese business and industry leaders combined with statistical analysis of unique firm level data this book brings a firm level view to this crucial case of political conflict amid economic interdependence It argues that there is wide variation in the degree of material damages Japanese multinationals sustain in the aftermath of political disputes and how threatening they perceive the risks of political conflict to be This book then goes on to evaluate the different responses to risk from promoting Japan s culture through privately funded tactics and building common cause with the government to diversifying a portion of assets abroad and even leaving China entirely Presenting a new angle on economic globalization in the Asia Pacific region Risk Management Strategies of Japanese Companies in China will be useful to students and scholars of Asian politics business and economics as well as international political economy     International Bibliography of Economics 1994 British Library of Political and Economic Science at the London School of Economics,1995 The IBSS is the essential tool for librarians university departments research institutions and any public or private institutions whose work requires access to up to date and comprehensive knowledge of the social sciences     Marketing Strategies And Distribution Channels For Foreign Companies In Japan Erich Batzer,2019-03-22 This book gives an account of concrete market situations and describes marketing strategies and distribution channels of German manufacturing firms German and foreign trading firms and Japanese partner firms on the Japanese market in important product areas     **"Regular" Employment in Japan and the Foreign Firm** Robert J. Ballon,1995     International Manufacturing Strategies Per Lindberg,Christopher A. Voss,Kathryn L. Blackmon,2013-11-11 Over the last twenty years there has been an increasing number of factors that have placed the manufacturing strategies of companies and countries in a global context This book reviews and addresses the global manufacturing strategy area through research in the four major economic areas of the world Europe North America Latin America and Asia International Manufacturing Strategies Context Content and Change is the result of a single major research project undertaken in twenty countries focusing on the manufacturing strategies and practices in each and uses research data to focus on factors specific to industrial countries or regions and those which are common across the group of countries or the entire sample The core of this book is a set of chapters reviewing individual countries Each country is reviewed in a format with an overall common approach the socio economic background the distinctive results for that country from the research and the link between the two Most will be illustrated by a small case study of a company Following this is an integrating review of the findings from various countries the different trajectories followed and the impact on external variables and the socioeconomic context on those The final part of the book is devoted to new ideas and developments in functional areas and in manufacturing strategy that have been developed from the analysis conducted

during the research      Strategies in Global Competition (RLE International Business) Neil Hood, Jan-Erik Vahlne, 2013-01-04  
The main thrust of Part 1 is to give some understanding of the concept of global competition. In doing so the chapters rely heavily on industrial studies. Part 2 deals with two different aspects of this change viewed from two different perspectives. The one is economic and more macro, the other political and social and more micro, being concerned with the way in which companies have to utilize their various organisational units and integrate information on a fragmented environment into a strategic whole. Part 3 deals specifically with technology as the particular segment of the environment which often has the largest impact on future strategies. In Part 4 the perspective of global competition is applied at industry, country and company levels and it is shown that this perspective adds new dimensions to old problems. The final parts address the problem of management in global competition.

**Production Practices and Strategies of Foreign Multinationals in the United States: Company case studies** Duane Kujawa, 1984      **Strategy and Structure of Japanese Enterprises** Toyohiro Kono, 2016-07-01  
Composed of a series of 12 articles, this work analyzes China's rural reforms. The articles cover such topics as the responsibility system, privatization, industrialization, social conflict, urban-rural relations and rural urbanization.

**Cracking the Japanese Market** James Morgan, 1991-04-04  
Global business today is played by new rules, many of which are being written by the Japanese and their remarkably successful companies. Because the Japanese are redefining business as we know it, Western companies expecting to profit from the new global marketplace must first learn to compete and succeed against the Japanese in Japan. James C. Morgan, Chairman of Applied Materials Inc., the leading supplier of advanced processing equipment to the worldwide semiconductor industry, which does about forty percent of its business in Japan, and Jeffrey Morgan, who has worked in Tokyo on the inside at Mitsui Co., Japan's oldest trading conglomerate, contend that apathy and ignorance have prevented many Western companies from capitalizing on the enormous opportunities for business in Japan. In this brilliant examination of Japanese markets, companies and business practices, with special emphasis on the establishment of Applied Materials Japan, the Morgans' father and son assert that success in the world of Japanese business is determined by two factors: technology and relationships. Candidly discussing their own mistakes and failures as well as their triumphs, the authors provide invaluable insights into the specific challenges facing Western companies in establishing a presence in Japan: problems in financing, the venture product design and production, marketing and distribution, and most important, creating long-term relationships or putting on a Japanese face. The extraordinary success of Applied Materials Japan, hailed by George Bush on the campaign trail in 1988 as a model for all America, is testimony to the valuable lessons to be learned from this book. The Morgans provide a clearly written step-by-step framework for reorienting company thinking, revising corporate strategy, and revitalizing any organization for world-class competitiveness. Using vivid examples of Western companies that have both succeeded admirably and failed miserably in Japan, *Cracking the Japanese Market* is a straightforward examination of what it takes to compete successfully there and, by extension, in the world today.

**International Business in the New Asia-Pacific** Terry Wu, Nailin Bu, 2022-01-01 The Asia Pacific region sustaining more than four decades of rapid growth has emerged as an economic force comparable in significance to Europe and North America This book examines the economic geopolitical technological demographic and cultural forces that shape the international business strategies in the Asia Pacific region Specifically it examines the seismic shifts in global business environment since the new century and addresses emerging opportunities and threats in the Asia Pacific region This book offers new insights for international business in areas such as trade policy supply chains international investment technological innovation international marketing digital economy and human resources The enclosed comprehensive and diverse analyses of the international business landscape in the New Asia are invaluable to scholars managers politicians and policy makers alike This book is engaging and informative It presents a collection of diverse and cutting edge topics that offer new insights into International Business activities in the Asia Pacific region raising questions for debate and opening pathways for future research A must read book for International Business scholars Hussain G Rammal University of Technology Sydney Australia This book offers a comprehensive introduction to the general business environment in Asia It highlights the complexities and dynamics of doing business in Asia and provides insightful understandings of emerging issues in the region The chapter by chapter analyses of the region depict the rich thematic contexts in which key issues and challenges facing corporate executives as well scholars in international business I believe that this book is valuable for students of international business global business environment and regional studies Hongxin Zhao Saint Louis University USA

**Strategies in Global Competition** Neil Hood, Jan-Erik Vahlne, 2012-11-26 The main thrust of Part 1 is to give some understanding of the concept of global competition In doing so the chapters rely heavily on industrial studies Part 2 deals with two different aspects of this change viewed from two different perspectives The one is economic and more macro the other political and social and more micro being concerned with the way in which companies have to utilize their various organisational units and integrate information on a fragmented environment into a strategic whole Part 3 deals specifically with technology as the particular segment of the environment which often has the largest impact on future strategies In Part 4 the perspective of global competition is applied at industry country and company levels and it is shown that this perspective adds new dimensions to old problems The final parts address the problem of management in global competition

**Regional Strategies in a Global Economy** René Haak, Dennis S. Tachiki, 2004 Both proponents and opponents of globalization assume it is a process that sweeps across national borders Indeed over the last twenty years the key features of globalization provide prima facie evidence for this conventional wisdom Dramatic developments in information and communications technology the rise of global companies and production networks the unstoppable internationalization of financial markets and the deregulation and privatization of service sectors are all important examples of how this process unfolds in its raw form Nevertheless the increase in regional economic activity is another striking feature of this process As

multinational corporations extend their global reach regional networks also emerge in the global trading system Globalization therefore does not only mean a global convolution of economies but could also lead to a spatial concentration of economic activity All through the 1990s and at the beginning of the new century East Asia experienced numerous structural changes leading to interesting market developments South Korea s rise to developed country status the integration of the Southeast Asian economies and the rise of China have made this region the manufacturing center of the global economy Considering the economic importance of Japan and the other East Asian nations in the world the crucial questions that arise include What are the linkages between the global strategies of multinational corporations and their regional business operations Why do subregional strategies emerge especially recently to take advantage of China as a production base and market Are the modern business practices in a multinational corporation s home country easily transferred to their overseas operations and are they readily absorbed by local employees Finally which strategic directions are Japanese American East Asian and European enterprises going in this important business area of the world To answer these questions this book takes a closer look at several structural features of the East Asian economy and the corporate and business strategies of multinational corporations The volume assembles up to date research by a number of European Australian and Japanese scholars and presents analysis of various business aspects of regional strategies in a global economy



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