

**PHILIPPE LASSERRE AND
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Strategies for Asia Pacific

BEYOND THE CRISIS



**REVISED AND UPDATED
PAPERBACK EDITION**



**MACMILLAN
Business**

Strategies For Asia Pacific Beyond The Crisis

**Arie Y. Lewin, S. Tamer Cavusgil, G.
Tomas M. Hult, David A. Griffith**



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Schütte,1995-12-01 An essential how to guide for companies doing business Asia Pacific Despite the growing economic importance of the Asia Pacific region Western firms remain underrepresented To remedy this situation Western firms must approach their operations in Asia strategically by questioning many of the traditional assumptions of Western business While Japan has been the subject of much Western scrutiny the other nations in the region South Korea Taiwan Singapore the Philippines Malaysia Hong Kong Indonesia China and Thailand have been virtually overlooked *Strategies for Asia Pacific* the culmination of two decades of research and direct professional experience is written to provide Western companies with a hands on approach to doing business in Asia Pacific The authors first define the region s key characteristics its role in the world economy and key features of market and consumer behavior The book then turns to an overview of the competitive market for developing business there outlining what is required to design and manage joint ventures The final chapters examine the prospective pitfalls in managing Asia Pacific operations and the human resource issues associated with such operations before concluding with projections for future trends in the development of the region

Business Growth

Strategies for Asia Pacific Willie Chien,Zhenrong Shi,Po-Young Chu,2005-05-30 Readers will find this book useful as a guide to understanding Asian business from both the macroscopic and microscopic standpoints Any company that wishes to win in Asia must properly develop and train its managers to think strategically and to execute effectively This book is one of the best available to help serve this purpose Koh Boon Hwee Chairman Singapore Airlines This book s comprehensive and insightful coverage on business growth strategies for Asia Pacific makes it one of the best practitioner s guides Stan Shih one of the most respectful entrepreneurs of our time has joined force with Dr Willie Chien and Dr Po Young Chu to share their valuable experiences with those who wish to develop their business in Asia The methodology proposed by the authors to analyze the complex competitive conditions and subtle cultural factors related to Asian market provides enormous help for international companies either Western or Asian to plan and to execute their business strategies for Asia Dr Morris Chang Chairman and CEO Taiwan Semiconductor Manufacturing Corporation TSMC In this book the authors have used numerous examples and case studies from a broad range of industries to highlight the critical importance of defining a strategy for Asia with local market characteristics Where they have excelled is in their systematic use of analytical models to describe the complex business environment I believe that the readers will unlock the value of this book when they start following the models proposed to plan for their Asia Pacific business strategy Jim Morgan Chairman and CEO Applied Materials Drawing on the considerable experience of two of Asia Pacific s successful practitioners this work is a compelling business map for anyone wanting to engage in business in Asia Pacific and a necessary part of the tool kit of the asian specialist laying out a path to success in this dynamic part of our world Armin Meyer Chairman and CEO Ciba Specialty Chemicals

Understanding Japanese Management Practices Parissa Haghirian, 2010-08-20 Today Japan is the most influential economy in Asia and the second largest economy in the world Japanese consumers are among the richest in the world and the Japanese market still provides profitable investment opportunities Not only are the Japanese able to adopt Western ideas and techniques without problems but they also maintain a very unique perspective of the world Japanese management practices are no exception And this outstanding new book Understanding Japanese Management Practices gives you and other international managers an in depth look at Japanese management practices and how these can be implemented into Western corporations It examines the cultural foundations of Japanese management and explains the most famous Japanese business concepts such as kaizen just in time and lifetime employment It then provides practical advice on how to successfully enter and position Western products in the Japanese market Finally it provides an advice on how to negotiate successfully with Japanese business partners and reveals what Western managers can learn from Japanese management practices Japanese management practices have had an enormous influence on Western management practices over the past few decades Many Japanese management practices have become a standard in Western firms This book will undoubtedly guide you through Japanese business practices and how these practices help to improve business processes and to increase quality and efficiency in numerous corporations worldwide It will also help you learn more about what Japanese management is and how do Japan s management practices differ from those in the West

Japanese Firms in Contemporary Singapore Hiroshi Shimizu, 2008 This pioneering work discusses the role of Japan in the economic development of Singapore since 1965 by looking at the nature and extent of the value added activities of Japanese multinational corporations MNCs in the manufacturing construction and retailing sectors Japan s economic presence and influence were very strong in Singapore during this period The city state was a major recipient of Japanese foreign direct investment in Asia and was also an important overseas customer for Japanese manufacturing and construction firms In this book Hiroshi Shimizu examines the value added activities of Japanese multinational corporations in Singapore drawing on case studies of leading companies such as Minebea Pokka Corporation Kikkoman Bridgestone and Isetan He uses this information to analyse Japanese foreign direct investment in Singapore as part of an Asian or global strategy explaining competition and co operation between Japanese MNCs and local firms and evaluating various factors that led to a decline of Japan and the rise in the importance of China in Singapore particularly since the late 1990s

Global Strategic Management Philippe Lasserre, Felipe Monteiro, 2022-11-03 Seamlessly blending academic rigour and practicality this textbook provides an introduction to global business strategy Assuming a born global perspective Global Strategic Management is supported by ample pedagogical features including numerous case studies and examples featuring both established multinationals and unknown SMEs from across the globe The book takes an applied approach to global business strategy emphasising functional parts of international business managing marketing operations HR and finance The text has been widely updated to incorporate the

impacts of the Covid 19 pandemic such as work from anywhere and deglobalization New to this fifth edition is increased material on sustainability and corporate social responsibility including discussion of climate change NGOs and sustainable development goals Subjects such as the impact of technology cryptocurrency and global strategy in the digital space are discussed in more detail while the conflict in Ukraine is also considered

Drivers of Integration and Regionalism in Europe and Asia Louis Brennan, Philomena Murray, 2015-05-22 This book examines the drivers of regionalism and integration in both Europe and Asia and seeks to forge comparative perspectives between the two regions Comprising contributions from scholars analysts and policymakers this volume explores and debates how and why regional bodies such as the European Union EU and the Association of Southeast Asian Nations ASEAN are formed and sustained Furthermore it examines the drivers of and impediments to regionalism and integration The debates regarding what and who constitute drivers are presented in a fresh thematic and comprehensive manner Leadership and core states are also critically examined whilst material ideational and normative factors are all assessed comparatively Significantly in light of the global financial crisis the book considers the role of crisis as a driver of regionalism and integration This book will be of interest to students scholars and policymakers interested in Asian and European politics and comparative politics

International Business Strategy in Emerging Country Markets Hans Jansson, 2008-03-01 The book outlines and develops an integrated and pragmatic socio economic approach towards undertaking effective MNC strategy in emerging country markets This labelled the institutional network approach INA applies a new strategic perspective to international business operations and emphasises the continuous interplay between institutions and networks in designing and executing global strategies The INA integrates the shareholder and stakeholder viewpoint into a comparative holistic perspective of international business strategy based on a broader societal approach

The SAGE Handbook of Modern Japanese Studies James D Babb, 2014-12-15 A welcome addition to any reading list for those interested in contemporary Japanese society Roger Goodman Nissan Professor of Modern Japanese Society University of Oxford I know no better book for an accessible and up to date introduction to this complex subject than The SAGE Handbook of Modern Japan Studies Hiroko Takeda Associate Professor Organization for Global Japanese Studies University of Tokyo Pioneering and nuanced in analysis yet highly accessible and engaging in style Yoshio Sugimoto Emeritus Professor La Trobe University The SAGE Handbook of Modern Japanese Studies includes outstanding contributions from a diverse group of leading academics from across the globe This volume is designed to serve as a major interdisciplinary reference work and a seminal text both rigorous and accessible to assist students and scholars in understanding one of the major nations of the world James D Babb is a Senior Lecturer in the School of Geography Politics and Sociology at Newcastle University

The Handbook of Technology Management, Supply Chain Management, Marketing and Advertising, and Global Management Hossein Bidgoli, 2010 The discipline of technology management focuses on the scientific engineering and management issues related to the commercial introduction of new

technologies Although more than thirty U S universities offer PhD programs in the subject there has never been a single comprehensive resource dedicated to technology management The Handbook of Technology Management fills that gap with coverage of all the core topics and applications in the field Edited by the renowned Doctor Hossein Bidgoli the three volumes here include all the basics for students educators and practitioners

Traditional Chinese Thinking on HRM Practices L. Yuan,2013-11-15 Suggests important ramifications for both Western and Eastern Human Resources Practices and is the first research of its kind to empirically investigate the effect of Chinese core values which originated from Chinese traditional thinking on HRM practices in China

The Overseas Chinese of South East Asia I. Rae,M. Witzel,2008-01-17 The 60million Chinese who live outside of China have long been an economic powerhouse in their own right Managing in South East Asia is not like managing anywhere else This book describes their communities and environments in which they work and emphasises the need for cultural understanding as a pre requisite for business success

Thought Leadership in Advancing International Business Research Arie Y. Lewin,S. Tamer Cavusgil,G. Tomas M. Hult,David A. Griffith,2008-08-20 This volume is devoted to those areas that can advance our understanding of international business It contains contributions from intellectual leaders of the field using cutting edge research to explore frontier topics in international business and to look at where international business is going

Japanese Foreign Direct Investment and the East Asian Industrial System H. Horaguchi,K. Shimokawa,2013-03-09 Japanese foreign direct investment has played a leading role in Asian economies for more than two decades This book describing the changing industrial dynamics after the Asian currency crisis in 1997 focuses on corporate strategies of Japanese automobile and electronics companies in Asian nations with detailed analysis of management issues and strategies from the viewpoint of both the home economy and the recipient host economies Among the cases presented are the global restructuring of the Korean automobile industry and the transfer of automotive technology to China via Taiwan Other studies from the electronics industry look at production sites in Malaysia backward integration in Singapore and forward integration in Hong Kong The contributions of specialists from Asia Europe and the United States collected here envision an ongoing process of globalization and provide valuable perspective and background for business management and East Asian studies

Emerging Multiplicity Sten Söderman,2006-03-15 New Asian companies are emerging with global ambitions as old western brands disappear or are overtaken In this book seventeen Euro Asia experts present conceptual and empirical regional research that reflects the emerging multiplicity in Asia and comprehensively shows how the old world must respond and what will define success and failure

EU Regional Headquarters: Implications for Host Countries and Skills of Domestic Labor Force Angelika Werth,2006-05-17 Inhaltsangabe Abstract The diploma thesis concentrates on regional headquarters and the effect they have on a host country s labor market and the skill level of its labor force The first part of the thesis deals with the available literature giving an overview of the evolution of the topic and the most prominent issues and countries researched regarding regional headquarters Moreover

definitions of transnational corporations regional headquarters and the region of interest here are given in order to determine the scope of this thesis The second part is empirical in nature Based on the results of the literature review a quantitative survey was conducted in order to examine the current situation of Austrian regional headquarters Therefore a questionnaire was sent to all regional headquarters located in Austria Furthermore qualitative research appears in the form of two case studies At the end of the thesis the results are summarized and recommendations are given for policy makers The key results of the work are RHQs actually have a positive effect on the domestic labor market that is on the employment rate as well as on the level of skill Structure of the Diploma Thesis Each chapter is opened by a general introduction and closed by a sub section which includes a summary and further research implications The reader is introduced to the topic at hand by a literature review in chapter 3 This section contains two main parts the analysis of studies and articles published in academic journals and the description of books and other types of publication All authors quoted in the course of my work are already included in the review which implies that it provides the foundation of the upcoming chapters Chapter 4 builds the basis for the topic at hand It defines the object of investigation namely RHQs by using definitions provided by previous authors Of course it takes a closer look at transnational companies which are the superior organization Finally sub section 4.4 determines the scope of the region I chose to examine Section 5 identifies the most important skills RHQs demand from potential employees In order to be able to do that I first took a look at the different responsibilities an Austrian RHQ may assume For this purpose sub section 5.2 deals with the tasks a RHQ undertakes in order to fulfill HQ's requirements and with the services a RHQ provides for its subsidiaries Chapters 6 and 7 present the empirical

The European Union and Asian Countries Georg Wiessala, 2002-09-19 The relationship between Europe and Asia is of increasing importance in the twenty first century The challenges straddling the two continents include immigration poverty environmental degradation terrorism drugs nuclear proliferation and internecine strife This book explores the significance of Asia for Europe in general and the EU in particular calling for a much more sophisticated mutual understanding George Wiessala analyses the existing Asia Policy of the European Union tracing its development over the past 30 years to the 2001 publication of the new strategy document Europe and Asia A Strategic Framework for Enhanced Partnership He also looks in detail at the importance of ASEM and at the relationship between the EU and the various regional bodies especially ASEAN The book goes beyond a practical analysis of the developing economic and political relationship between the two continents to explore cultural questions and possible tensions between Asian and European values

Development Centre Studies Informal Institutions How Social Norms Help or Hinder Development OECD Development Centre, 2007-10-15 Informal institutions family and kinship structures traditions and social norms are often decisive factors in shaping policy outcomes and this book advocates a pragmatic way of dealing with them

Asian Firms Frank B. Tipton, 2008-01-01 This book appeals to a wide range of readers who might be interested in the historical development of Asian economies evolutionary trajectories of Asian firms

institutional change and dynamics in Asia and management and organization of Asian firms For readers who are interested in specific Asian economies this book will also be useful because it provides a comparative perspective that examines different Asian economies and their forms in a single work Henry Wai chung Yeung National University of Singapore Tipton provides a fresh approach to understand how Asian firms differ from their western counterparts Paul Beamish University of Western Ontario Canada Frank Tipton s book is a comparative study of the management structures of Asian firms As Asian economies continue to expand the management of Asian firms becomes ever more important whether they are suppliers customers partners or rivals As the author argues Asian firms are very different from their Western counterparts and these differences reflect the variations in national history and institutions within which they operate Asian Firms compares Chinese Japanese Korean and Southeast Asian management structures and sets them in their historical and institutional context Based on a wide range of interviews and material drawn from a variety of disciplines the argument is framed by the sayings of the legendary strategist Sun Tzu and the renowned businessman Tao Zhu gong A series of case studies illustrate the strengths and weaknesses of the approaches of managers in each of the national traditions Asian Firms asks in each case what Western managers can learn from Asian firms and what Asian firms can learn from each other With a multidisciplinary approach and emphasis on practical lessons and tools the book will be of great use and interest for managers It will also appeal to students and researchers of international business postgraduate management students in courses with a comparative or Asian emphasis as well as academics and researchers of Asian studies

European Union and the Race for Foreign Direct Investment in Europe Pervez N. Ghauri,Lars Oxelheim,2003-12-16 Countries create different type of incentives for foreign firms such as direct incentives subsidies tax relief soft loans and preferred handling This volume aims to analyze the impact of European Union on inward foreign direct investment in Europe and to discuss what type of effects are being created by this race for FDI

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