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Partner Risk Managing The Downside Of Strategic Alliances

Stephen I. Glover, Craig M. Wasserman



Partner Risk Managing The Downside Of Strategic Alliances:

Partner Risk Warnock Davies, 2001 Publisher Fact Sheet Investigates the downside of strategic alliances the management challenges they create

Managing Interpartner Risks in Strategic Alliances T. K. Das, 2019-12-01

Managing Interpartner Risks in Strategic Alliances is a volume in the book series Research in Strategic Alliances that focuses on providing a robust and comprehensive forum for new scholarship in the field of strategic alliances In particular the books in the series cover new views of interdisciplinary theoretical frameworks and models significant practical problems of alliance organization and management and emerging areas of inquiry The series also includes 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 seeks to disseminate theoretical insights and practical management information that should enable interested professionals to gain a rigorous and comprehensive understanding of the field of strategic alliances Managing Interpartner Risks in Strategic Alliances contains contributions by leading scholars in the field of strategic alliance research The 9 chapters in this volume deal with significant issues relating to the management of interpartner risks in strategic alliances These risk issues relate to dedicated alliance function and partner specific experience cross border licensing interfirm alliance structures a hybrid interpretive scheme for engaging with dark potentialities solidarity partnerships prior ties in partner acquisitions new market entrants in the venture capital industry and private sector intelligence The chapters contain empirical as well as conceptual treatments of the selected topics and collectively present a wide ranging review of the noteworthy research perspectives on managing interpartner risks in strategic alliances

Remix Strategy Benjamin Gomes-Casseres, 2015-08-11 Create and capture value no matter what path you've chosen How to Create Joint Value Alliances partnerships acquisitions mergers and joint ventures are no longer the exception in most businesses they are part of the core strategy As managers look to external partners for resources and capabilities they need a practical roadmap to ensure that these relationships will create value for their firm They must answer questions like these Which business combinations do we need How should we govern them Will their results justify our investments Benjamin Gomes Casseres explains how companies create value by remixing resources with other companies Based on decades of consulting and academic research Remix Strategy shows how three laws shape the success of any business combination First Law The combination must have the potential to create more value than the parties could create on their own Which elements from each business need to be combined to create joint value Second Law The combination must be designed and managed to realize the joint value Which partners best fit our strategic goals How should we manage the integration Third Law The value earned by the parties must motivate them to contribute to the collaboration How will we share the joint value created Will the returns shift over time Supported by examples from a wide range of industries and companies and filled with practical tools for applying the three laws this book helps managers design and lead

a coherent strategy for creating joint value with outside partners Management Dynamics in Strategic Alliances T. K. Das, 2012-04-11 Management Dynamics in Strategic Alliances provides a comprehensive forum for new scholarship in strategic alliances. It covers interdisciplinary frameworks, practical problems and empirical studies. The 12 chapters discuss governance, alliance dynamics, learning, internal tensions and industry specific experiences 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 **Managing the Partners in Strategic Alliances** T. K. Das, 2021-07-01 **Managing the Partners in Strategic Alliances** is a volume in the book series *Research in Strategic Alliances* that focuses on providing a robust and comprehensive forum for new scholarship in the field of strategic alliances. In particular, the books in the series cover new views of interdisciplinary theoretical frameworks and models, significant practical problems of alliance organization and management and emerging areas of inquiry. The series also includes 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 seeks to disseminate theoretical insights and practical management information that should enable interested professionals to gain a rigorous and comprehensive understanding of the field of strategic alliances. **Managing the Partners in Strategic Alliances** contains contributions by leading scholars in the field of strategic alliance research. The 14 chapters in this volume deal with significant issues relating to the management of the partners in strategic alliances. These issues run the gamut from deterring deceitful behaviors, partner selection and control, interpartner learning, harmony, negotiation, tensions and diversities to partner management and alliance performance. The chapters contain empirical as well as conceptual treatments.

of the selected topics and collectively present a wide ranging review of the noteworthy research perspectives on managing the partners in strategic alliances

Network Advantage Henrich Greve, Tim Rowley, Andrew Shipilov, 2014-02-17

Companies made more than 42 000 alliances over the past decade worldwide many of which failed to deliver strong results This book explains why and how you can seize the benefits from your business s network of alliances with customers suppliers and competitors This network can provide three key advantages superior information better cooperation increased power Network Advantage shows how awareness of these three advantages can help align your portfolio of alliances with your corporate strategy to maximize advantages from existing networks and to position your business as an industry leader This book is written by three leading authorities in the field of organizational management who work with many international corporate clients Based on groundbreaking research and illustrative cases it provides practical tools to help you think strategically about reconfiguring your alliances and partnerships For business executives consultants and executive MBAs who want to get the most advantage from the combined power of their alliance portfolios Network Advantage offers in depth practical guidance Make it your first strategic connection to gaining competitive advantage Companies connections to other firms their network of alliances matter for economic success In this practical jargon free evidence based book three experienced scholar educators provide practical tools to understand your company s network positioning and what to do to build webs of relationships that provide competitive advantage and economic value Jeffrey Pfeffer professor Graduate School of Business Stanford University and co author of The Knowing Doing Gap The book Network Advantage presents compelling ideas and is a must read It articulates three different perspectives to think about a firm s network advantage and shows how a firm can maximize the value of its alliance network The book is filled with theoretical and practical insights on the topic and offers captivating case studies to illustrate its key points It is fun to read I highly recommend this book W Chan Kim The BCG Chair Professor of INSEAD and the Co director of the INSEAD Blue Ocean Strategy Institute In this eminently researched book the authors show how executives and entrepreneurs alike can unlock the value of alliances And the book comes with some secrets to success that most managers overlook Every CEO executive and entrepreneur who are collaborating with other firms ought to read this book Morten T Hansen Professor at University of California at Berkeley author of Collaboration and co author of Great by Choice Don t compete alone Network Advantage provides a fresh perspective on how all firms can benefit from their alliances and partnerships The authors seamlessly integrate academic research and real life examples into a practical step by step guide for unleashing the power information and cooperation advantages available in networks A must read for thoughtful executives and entrepreneurs alike Stein Ove Fenne President Tupperware U S Canada Having the right business network is everything for a company s success in Asia and worldwide With its rich cases and practical tools this book is an indispensable guide for a thoughtful executive on how to design build and manage a network that will make your firm globally competitive Yong Kyung Lee Former CEO of Korean Telecom Member of the Korean National Assembly

Alliances and Partnerships in their various formats and guises are the bridges that allow businesses to thrive in their ecosystems by leveraging each other's strengths. The authors show how those bridges when used appropriately can help your firm create an alliance network to enhance your business power. The book contains many examples and models to help you shape your own alliance strategy in a world of ever-increasing competition. Ricardo T Dias, Strategic Alliances Director, Hewlett Packard HP Software Asia Pacific Japan. Global Business Strategy Kazuyuki Motohashi, 2015-03-25. This book presents theories and case studies for corporations in developed nations including Japan for designing strategies to maximize opportunities and minimize threats in business expansion into developing nations. The case studies featured here focus on Asia including China and India and use examples of Japanese manufacturers. Five case studies are provided including Hitachi Construction Machinery and Shiseido in China and Maruti Suzuki in India. These cases facilitate the reader's understanding of the business environments in emerging economies. This volume is especially recommended for business people responsible for international business development particularly in China and India. In addition, the book serves as a useful resource for students in graduate level courses in international management.

Alliance Brand Mark Darby, 2006-07-11. As pressure continues to build on organisations to achieve more with less, partnering offers tremendous promise as a strategic solution. However, up to 70% of such initiatives fail to meet their objectives. In this book, alliance expert Mark Darby argues that in the age of the extended enterprise, firms must display a positive reputation and hard results from their alliances in order to attract the best partners and stand out from the growing crowd of potential allies. Building on this, he introduces the Alliance Brand concept, explores its critical success factors, and shows in detail how to apply it in your organisation. Darby's straightforward advice and comprehensive maps and tools will guide you on the journey to fulfilling the promise of partnering. The results are higher revenues and reduced alliance failure rates along with lower costs and fewer risks. Alliance brands also have more satisfied staff and partners and a transparent, audit-friendly process to satisfy increasing governance concerns. This leads to sustainable alliance success and ultimately partner of choice status in your chosen industries and markets. That's a compelling return on investment. That's an Alliance Brand.

Strategic Management Tools Dr. Abdul Razak, Dr. S. Pardhasaradhi, 2021-10-12. The book helps investors, managers, and decision makers in their assessment of investment targets in the industry and helps managers to identify, select, implement, and integrate the optimal tools to improve the organization's performance for strategic planning and strategy formulation. The book also helps to understand investor perceptions and is based on the Strategic Management Tools with the case studies of the companies like Tata Starbucks for Strategic Alliances, Flipkart for e-tailing, McDonalds for Franchising, and TCS for Generic Strategies. The author has explained how the companies are able to create the brand image and customer loyalty in the internet world. This book helps the managers and decision makers in using Strategic Management Tools and Techniques in the growth of the organization, and the case studies are used to explain each tool.

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

Strategic Alliances for Value Creation T. K. Das, 2012-01-01 Strategic Alliances for Value Creation 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 Strategic Alliances for Value Creation contains contributions by leading scholars in the field of strategic alliance research The 14 chapters in this volume cover a number of significant topics that encompass value creation through strategic alliances in recent times The chapters cover both the broader topics such as multi partner alliances technology parks intellectual property rights knowledge management and culture portfolio theory learning in alliances and open innovation and the more focused problems of transparency in interfirm accounting local partner perspective of management control knowledge in intra district networks and alliance partners for entrepreneurial firms 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 research on employing strategic alliances for value creation

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Civil, Architecture and Environmental Engineering Jimmy C.M. Kao, Wen-Pei Sung, 2017-04-24 This two volume work contains the papers presented at the 2016 International Conference on Civil Architecture and Environmental Engineering ICCAE 2016 that was held on 4 6 November 2016 in Taipei Taiwan The meeting was organized by China University of Technology and Taiwan Society of Construction Engineers and brought together professors researchers scholars and industrial pioneers from all over

the world ICCAE 2016 is an important forum for the presentation of new research developments exchange of ideas and experience and covers the following subject areas Structural Science Architecture Engineering Building Materials Materials Science Construction Equipment Mechanical Science Environmental Science Environmental Engineering Computer Simulation Computer and Electrical Engineering **Study Guide to Public Sector Management** Cybellium,2024-10-26 Designed for professionals students and enthusiasts alike our comprehensive books empower you to stay ahead in a rapidly evolving digital world Expert Insights Our books provide deep actionable insights that bridge the gap between theory and practical application Up to Date Content Stay current with the latest advancements trends and best practices in IT AI Cybersecurity Business Economics and Science Each guide is regularly updated to reflect the newest developments and challenges Comprehensive Coverage Whether you re a beginner or an advanced learner Cybellium books cover a wide range of topics from foundational principles to specialized knowledge tailored to your level of expertise Become part of a global network of learners and professionals who trust Cybellium to guide their educational journey [www cybellium com](http://www.cybellium.com)

Managing Knowledge in Strategic Alliances T. K. Das,2013-04-01 Managing Knowledge 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 Managing Knowledge in Strategic Alliances 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 critical issues in managing knowledge in strategic alliances The chapter topics cover both the broader issues such as managing uncertainty in alliances collaborative know how novelty in interpartner knowledge coopetition in knowledge integration and dynamic knowledge capabilities and the more focused problems of innovation and partner selection partner responsiveness and knowledge in supply chain networks the effect of knowledge flows on the decision to cooperate and interpartner learning dynamics in an alliance constellation The chapters include empirical as well as conceptual treatments of the selected topics and collectively present a wide ranging review of the noteworthy research perspectives on knowledge management in strategic alliances Civil, Architecture and Environmental Engineering Volume 2 Jimmy C.M. Kao,Wen-Pei Sung,2017-09-19 The 2016 International Conference on Civil Architecture and Environmental Engineering ICCAE 2016 November 4 6 2016 Taipei Taiwan is organized by China University of Technology and Taiwan Society of Construction

Engineers aimed to bring together professors researchers scholars and industrial pioneers from all over the world ICCAE 2016 is the premier forum for the presentation and exchange of experience progress and research results in the field of theoretical and industrial experience The conference consists of contributions promoting the exchange of ideas between researchers and educators all over the world Managing Public-Private Strategic Alliances T. K. Das, 2014-01-01 Managing Public Private Strategic Alliances is a volume in the book series Research in Strategic Alliances that focuses on providing a robust and comprehensive forum for new scholarship in the field of strategic alliances In particular the books in the series cover new views of interdisciplinary theoretical frameworks and models significant practical problems of alliance organization and management and emerging areas of inquiry The series also includes 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 seeks to disseminate theoretical insights and practical management information that should enable interested professionals to gain a rigorous and comprehensive understanding of the field of strategic alliances Managing Public Private Strategic Alliances contains contributions by leading scholars in the field of strategic alliance research The chapters in this volume cover a number of significant topics that speak to the critical issues in managing strategic alliances involving public private enterprises in various industries and countries The topics cover both the broader issues such as contracting and bundling public sector infrastructure and services formation of innovation alliances and alliance portfolios and competing institutional logics in public private alliances and the more focused problems of trust building sustainability oriented co innovation and organizational justice in multipartner alliances The chapters include empirical as well as conceptual treatments of the selected topics and collectively present a wide ranging review of the noteworthy research perspectives on managing public private strategic alliances *Management* John R. Schermerhorn, Jr, 2010-10-18 Completely updated and revised this eleventh edition arms managers with the business tools they ll need to succeed The book presents managerial concepts and theory related to the fundamentals of planning leading organizing and controlling with a strong emphasis on application It offers new information on the changing nature of communication through technology Focus is also placed on ethics to reflect the importance of this topic especially with the current economic situation This includes all new ethics boxes throughout the chapters An updated discussion on the numerous legal law changes over the last few years is included as well Managers will be able to think critically and make sound decisions using this book because the concepts are backed by many applications exercises and cases

Fundamentals of Management Pardeep Kumar | Amanjot Sachdeva, This book Fundamentals Of Management is a comprehensive guide to the field of Management and its evolution practices and concepts This book covers at length the entire framework of syllabus for the Principals of Management at the graduate and Post graduate levels It is especially relevant for the students of B Com B Com Hons BBA BCA BBS MBA and other Management Programs of different

Universities

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