

Corporate Alliance Su

Brian Tjemkes,Pepijn Vos,Koen Burgers

Alliances Ard-Pieter de Man, 2014-02-10 A timely and practical guide that helps senior managers design successful strategic partnerships Strategic alliances are increasingly common among modern corporations and a hot topic in today's business schools. Alliance is a sophisticated guide to crafting successful partnerships, offering a combination of carefully designed checklists, up-to-date examples and scenarios from around the world, and the tools needed to ensure that all elements of an alliance are taken into account and fully assessed. Most managers don't have the experience or knowledge to create a functional alliance governance structure. This book fills that knowledge gap with a clear description of the proper implementation process. Ideal for business leaders engaged in building a corporate alliance and business school students Covers all of the available alliance structure, describes the building blocks of alliance design, and defines an effective process for managers constructing alliances Written by a leading expert on the subject who is a member of the Board of Directors of the Association of Strategic Alliance Professionals As the popularity and frequency of corporate strategic alliances grows, Alliance gives business leaders the insight and practical advice they need to ensure their partnerships benefit all parties.

Non-Cooperation — The Dark Side of Strategic Alliances W. Suen, 2005-06-10 What influences your partners' attitudes toward your alliance? What factors allow them to act on non-cooperative impulses? How can you structure your alliance to reduce opportunities for non-cooperation? This book explores the influences on a firm's attitudes toward its alliance, and highlights the connections between these factors. The book defines a framework to measure power and interdependence to determine which firms are able to act on non-cooperative impulses, and case studies illustrate how alliances may be structured to reduce opportunities for non-cooperation.

Global Business Alliances Refik Culpan, 2002-03-30 Forging business alliances can vitalize corporate strategies. This book is a road map to the concepts and theories underlying successful business alliances in four critical industries: automobile manufacturing, pharmaceuticals, airlines, and telecommunications. Dr. Culpan offers the essentials of global partnering as seen from a strategic management viewpoint. He examines joint ventures, non-equity alliances, and business options designed to give a competitive edge over other allied firms. New conceptual models help to clarify various strategies and collaborative processes. By comparing the four major industries—and specific companies in each—this study explores not only the uniqueness of its subjects, but also the common grounds of various multinationals. Through key insights and ideas, the possibilities and realities of corporate alliances begin to emerge. Attention is also paid to the decision-making process as it relates cooperative ventures, as well as to the inevitable managerial challenges of forming, and managing, strategic alliances. The result is an astute analysis ideal for teachers, students, and strategists seeking fresh insights into the workings and benefits of corporate alliance.

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.

Strategic Alliances Steve Steinhilber, 2008-11-03 As a top executive, you've almost certainly forged strategic alliances with other companies. Some of these deals have worked—but many others have likely failed. In fact, companies worldwide launch more than two thousand strategic alliances every year, and more than half never deliver as promised. In Strategic Alliances, Steve Steinhilber proves that, despite the odds, alliances are critical to the business strategy for companies competing globally: customers want integrated solutions to their problems, and that's pushing companies to work together to create differentiated offerings. Equally crucial, well-managed alliances generate important forms of business value, including new products and accelerated growth. Drawing on his experience as the head of Cisco's Strategic Alliances group, Steinhilber has created tools and guidelines that will help you forge alliances that work. He describes the three essential building blocks of successful alliances and explains how to establish: The right framework—by articulating how an alliance will help you achieve your company's strategic business goals and identifying potential partners The right organization—by staffing your alliance organization with the right people and constantly honing their skills The right relationships—by cultivating trust among the many key internal contacts in your organization and your alliance partners Engaging and authoritative, Strategic Alliances shows you how to manage strategic partnerships more effectively and maximize their value in a complex and changing business environment. From our new Memo to the CEO series—solutions-focused advice from today's leading practitioners.

Strategic Alliance Management Brian Tjemkes, Pepijn Vos, Koen Burgers, 2017-09-19 Strategic alliances – partnerships between separate organizations to share resources collaboratively toward mutually beneficial goals – are an important management instrument, but one that is difficult for firms to manage. Among many desirable outcomes, alliances can reduce costs, provide access to new technology, and improve research and development endeavours, though collaborative arrangements come with risks, peril, and adversities. This renewed and re-worked text connects theory to practice to help understand this important business practice. 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 state-of-the-art theoretical insights, evidence-based managerial guidelines and a business case illustration. Additional chapters detail on contemporary alliance management challenges, including co-opetition and business eco-systems. Other chapters highlight the role of alliance professionals, alliance capabilities and paradoxical challenges in alliance relationships. This second edition retains a blend of academic knowledge and practical examples, while updating case examples and adding five new chapters on emerging alliance topics. This book remains vital reading for business students and professionals interested in strategic management.

Harvard Business Review on Strategic Alliances Harvard Business School Press, 2002 This work provides a diverse look at strategic alliances including why and how they provide strategic advantage, the counterintuitive logic behind allying with your competitors, and how to effectively build and maintain cross-border.

Making History Together Keith Lowe, 2020-05-12 Making History Together: How to Create Innovative Strategic Alliances to Fuel the Growth of Your Company, written by Keith Lowe, takes you through the steps of how AdventHealth creates and cultivates outstanding strategic alliance relationships—and how you can, too. Have you ever wondered how AdventHealth creates world-class partnerships with companies like Disney, Nike, GE, IBM, Philips, Johnson & Johnson, and Bayer? Now you can discover the secrets for yourself. Have you ever wondered how AdventHealth creates world-class partnerships with companies like Disney, Nike, GE, IBM, Philips, Johnson & Johnson, and Bayer? Now you can discover the secrets for yourself. In his new monograph entitled Making History Together: How to Create Innovative Strategic Alliances to Fuel the Growth of Your Company, Keith Lowe takes you through the steps of how AdventHealth creates and cultivates outstanding strategic alliance relationships and how you can, too.

Alliance Advantage Yves L. Doz, Gary Hamel, 1998 After a decade of reengineering and downsizing, many companies are leaner, more efficient, and acutely focused on their core business. Yet today's growth opportunities in global markets and new technologies demand a wider range of skills. More and more, firms must turn to alliances—often with their rivals—to meld the right resources for pursuing new opportunities. However, few managers are accustomed to working with undefined boundaries between collaboration and competition, with the need to combine unfamiliar skills, with networks of interdependent alliances, and with complex value creation strategies. Nor has their experience with traditional joint ventures prepared them for this world of intricate alliance webs. Alliance Advantage aims to help today's managers and their companies be more successful in their efforts to create, guide, and thrive with alliance strategies. Most conventional wisdom about alliances has focused on the formal design of bilateral alliances, devoting too little attention to the strategic underpinnings and too little commitment to building relationships. With Alliance Advantage, strategy experts Yves Doz and Gary Hamel convincingly argue that it is the strength of alliance strategies and the frequently overlooked internal processes that play the decisive role in shaping eventual outcomes. In a fundamentally new perspective on the way alliances are formed and managed, the authors reveal the analysis, processes, and partner interactions that enable allies to meet their strategic goals. Drawing on principles of strategy, organizational design, organizational learning, and collaborative management, this is the definitive resource for both understanding and leveraging the powerful advantages of alliances. Alliance Advantage provides both conceptual and practical tools for analyzing the design and performance of alliances. Here, for the first time, is a comprehensive guide that will help managers build new collaborations and improve existing ones. Each chapter examines a different aspect

of an alliance, from selecting the right partners to minimizing conflicts to determining further commitments. Companies such as Xerox, Boeing, Honda, and Corning, among others, provide examples of successful and unsuccessful partnerships, painting a vivid picture of the conditions that can make or break an alliance. Successful alliances, say Doz and Hamel, require constant attention. With Alliance Advantage, they offer today's best opportunity to study, understand, and increase the effectiveness of strategic alliances.

Love After Marriage: Mr. Lancaster's Hidden Wife Return of Dark Clouds, Ever since Yvonne Frey married Henry Lancaster, she alone stayed in an empty house for three years. Just when she was on the verge of giving up, this man suddenly came back and said that he wanted to live together with her! "Mr. Lancaster... Should I prepare a guest room for you?" "What? So I'm only a guest to you?!" Henry gritted his teeth. Now, who was the dismissive one here?

Global Corporate Alliances and the Competitive Edge Martin K. Starr, 1991-07-25 Starr's work takes a detailed look at how American corporations can develop business alliances with corporations elsewhere and build on their own strengths by incorporating the strengths of others.

The Routledge Handbook of Corporate Social Responsibility Communication Amy O'Connor, 2022-11-22 This handbook is a resource for students, faculty, and researchers who are focused on understanding the role communication plays in the formation and execution of corporate social responsibility (CSR) activities. Bringing together authors who are thought-leaders and emerging scholars from diverse theoretical and methodological perspectives, it examines the issues central to CSR communication including: theoretical underpinnings, form and content of CSR messaging, the boundaries of engagement, and the tensions associated with CSR communication. It offers a unique combination of functional and formative approaches to CSR communication designed to expose readers to a blend of approaches. With attention to issues of diversity, equity, and inclusion, this handbook also explicitly addresses recent societal changes and how those changes will impact CSR communication research and practices in the future. Offering both a strong introduction to topics for novices as well as a more advanced interrogation of CSR communication for more knowledgeable readers, the handbook is appropriate for advanced students and researchers in public relations, strategic communication, organizational communication, and allied fields.

King V. First Capital Financial Services Corporation, 2003

The SAGE Encyclopedia of Corporate Reputation Craig E. Carroll, 2016-05-04 What creates corporate reputations and how should organizations respond? Corporate reputation is a growing research field in disciplines as diverse as communication, management, marketing, industrial and organizational psychology, and sociology. As a formal area of academic study, it is relatively young with roots in the 1980s and the emergence of specialized reputation rankings for industries, products/services, and performance dimensions and for regions. Such rankings resulted in competition between organizations and the alignment of organizational activities to qualify and improve standings in the rankings. In addition, today's changing stakeholder expectations, the growth of advocacy, demand for more disclosures and greater transparency, and globalized, mediatized environments create new challenges, pitfalls, and opportunities for organizations. Successfully engaging, dealing with, and working through reputational challenges requires an understanding of options and tools for organizational decision-making and stakeholder engagement. For the first time, the vast and important field of corporate reputation is explored in the format of an encyclopedic reference. The SAGE Encyclopedia of Corporate Reputation comprehensively overviews concepts and techniques for identifying, building, measuring, monitoring, evaluating, maintaining, valuing, living up to and/or changing corporate reputations. Key features include: 300 signed entries are organized in A-to-Z fashion in 2 volumes available in a choice of electronic or print formats Entries conclude with Cross-References and Further Readings to guide students to in-depth resources. Although organized A-to-Z, a thematic Reader's Guide in the front matter groups related entries by broad areas A Chronology provides historical perspective on the development of corporate reputation as a discrete field of study. A Resource Guide in the back matter lists classic books, key journals, associations, websites, and selected degree programs of relevance to corporate reputation. A General Bibliography will be accompanied by visual maps noting the relationships between the various disciplines touching upon corporate reputation studies. The work concludes with a comprehensive Index, which—in the electronic version—combines with the Reader's Guide and Cross-References to provide thorough search-and-browse capabilities

Alliance Capitalism Michael L. Gerlach, 2023-04-28 Business practices in Japan inspire fierce and even acrimonious debate, especially when they are compared to American practices. This book attempts to explain the remarkable economic success of Japan in the postwar period—a success it is crucial for us to understand in a time marked by controversial trade imbalances and concerns over competitive industrial performance. Gerlach focuses on what he calls the intercorporate alliance, the innovative and increasingly pervasive practice of bringing together a cluster of affiliated companies that extends across a broad range of markets. The best known of these alliances are the keiretsu, or enterprise groups, which include both diversified families of firms located around major banks and trading companies and vertical families of suppliers and distributors linked to prominent manufacturers in the automobile, electronics, and other industries. In providing a key link between isolated local firms and extended international markets, the intercorporate alliance has had profound effects on the industrial and social organization of Japanese businesses. Gerlach casts his net widely. He not only provides a rigorous analysis of intercorporate capitalism in Japan, making useful distinctions between Japanese and American practices, but he also develops a broad theoretical context for understanding Japan's business networks. Addressing economists, sociologists, and other social scientists, he argues that the intercorporate alliance is as much a result of overlapping political, economic, and social forces as are such traditional Western economic institutions as the public corporation and the stock market. Most compellingly, Alliance Capitalism raises important questions about the best method of exchange in any economy. It identifies situations where cooperation among companies is an effective way of channeling corporate activities in a world marked by complexity and rapid change, and considers in detail alternatives to hostile takeovers and other characteristic features of American capitalism. The book also points to the broader challenges facing Japan and its trading partners as they seek to coordinate their distinctive forms of economic organization.

Contemporary Research on Business and Management Siska Noviaristanti, 2021-11-24 This book contains selected papers presented at the 4th International Seminar of Contemporary Research on Business and Management (ISCRBM 2020), which was organized by the Alliance of Indonesian Master of Management Program (APMMI) and held in Surabaya, Indonesia, 25-27 November 2020. It was hosted by the Master of Management Program Indonesia University and co-hosts Airlangga University, Sriwijaya University, Trunojoyo University of Madura, and Telkom University, and supported by Telkom Indonesia and Triputra. The seminar aimed to provide a forum for leading scholars, academics, researchers, and practitioners in business and management area to reflect on current issues, challenges and opportunities, and to share the latest innovative research and best practice. This seminar brought together participants to exchange ideas on the future development of management disciplines: human resources, marketing, operations, finance, strategic management and entrepreneurship.

Finding Allies, Building Alliances Mike Leavitt, Rich McKeown, 2013-09-03 From Governor and White House cabinet member Mike Leavitt: how to find collaborative solutions to the greatest challenges Your business challenges extend far beyond you and your firm, to the competitors within your industry and the regulators outside it. Finding solutions to larger issues requires cooperation between diverse stakeholders, and in this rapidly changing world, only those able to adapt and network successfully will produce fast, competitive solutions. How can leaders successfully bridge divides and turn competitors into collaborators? Leavitt and McKeown explain how a well-chosen network can become a powerful alliance. Whether you're launching a new partnership, or rehabilitating one already in progress, Finding Allies, Building Alliances will help you find workable solutions to the most complex problems. Written by Mike Leavitt, former Governor of Utah who brought the 2002 Winter Olympics to Salt Lake City, former US Secretary of Health and human services, and former head of the EPA; with his former Chief of Staff and business partner Rich McKeown, co-founder of Leavitt Partners Includes a framework of 8 elements that will help any leader foster and maintain an effective, productive collaborative venture Shows how better collaboration can not only solve problems, but boost the competitiveness and resilience in all sectors Finding Allies, Building Alliances is essential reading for any business leader looking for transformative solutions and a sustainable future.

Human Resource Management in China Cherrie Jiu Hua Zhu, 2004-03-01 Enhancing our understanding of HRM in the Chinese industrial sector, this book explores the emerging role of HRM in China's industrial enterprises. A significant contribution to the theory of HRM, this book will be essential

reading for students and researchers of Business and Management, HRM and Asian Business.

Mergers, Acquisitions, and Corporate Restructurings Patrick A. Gaughan,2015-04-27 The comprehensive guide to mergers, acquisitions, and corporate restructurings Mergers, Acquisitions, and Corporate Restructurings is an all-inclusive guide to M&As that illustrates how restructuring can be used successfully, how each form works, and the laws that govern them. This updated edition includes the latest statistics, research, graphs, and case studies on the private equity market, ethics, legal frameworks, and corporate governance, presented in a more approachable, manageable way. Written from a practical and historical perspective, this book carefully analyzes the strategies and motives that inspire M&As, the legalities involved each step of the way, and the offensive and defensive techniques used during hostile acquisitions. Corporate restructurings are indispensable in building a new generation of re-engineered companies with the power and resources to compete on the global playing field. This book covers the full spectrum of transactions, from megadeals to downsizing, and takes a fresh look at restructuring and how it is being used to revitalize and supercharge companies. Learn how corporate restructuring helps companies compete Discover the common impetus behind M&As Understand the laws and rules that govern the field Examine more effective strategies for hostile acquisitions The slowdown in the world's economy means that mergers and corporate restructuring will likely increase. It is essential for students and professionals to fully understand the concepts and mechanics behind these transactions, and Mergers, Acquisitions, and Corporate Restructurings is the comprehensive guide to the field.

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