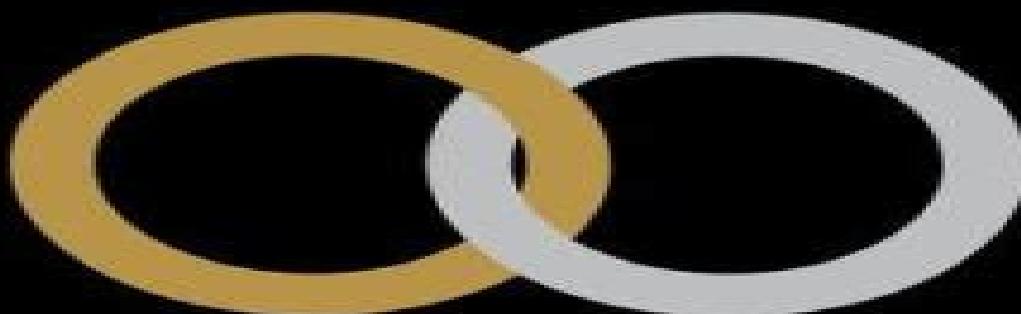


PARTNERSHIPS FOR PROFIT

*Structuring and Managing
Strategic Alliances*



JORDAN D. LEWIS

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N Colangelo

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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 operation 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 **Academy of Management Journal** Academy of Management, 1990 Focus on management theory and practice

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 State Strategy, Firm Strategy, and the Strategic Alliance Matthew Xavier Dixon, 1999

The Law of Domestic and International Strategic Alliances Alan S. Guterman, 1995-08-15 The comprehensive guide to all

the essential legal and business considerations in structuring domestic and international strategic business alliances Readers are provided with a clear and concise introduction to the various domestic and international laws and regulations that impact strategic business relationships including intellectual property law antitrust law commercial law tax law agency and distribution laws and foreign investment laws An indispensable resource for consummating sales representation arrangements licensing arrangements research and development arrangements manufacturing and distribution arrangements joint ventures equity investment and negotiated acquisitions The book is intended for entrepreneurs executives and professionals Entrepreneurs executives lawyers accountants and others involved in structuring cooperative business arrangements will benefit from the step by step approach to each strategic business relationship The book provides guidance on each of the crucial steps in the negotiation process including the selection of the prospective strategic business partner the protection of trade secrets and confidential information the due diligence process representations and warranties and dispute resolutions Readers will gain an understanding of the essential bodies of law that might affect a relationship such as intellectual property law antitrust and competition law laws relating to the sale of goods agency and distribution laws tax laws export controls and antiboycott laws and foreign inbound investment and technology transfer laws The book covers each basic strategic business relationship that a firm might enter into to facilitate the development manufacture and distribution of products and services including long term functional contracts and joint ventures minority investments and negotiated acquisitions Journal of Hospitality and Tourism Management ,2002 Conference Board Report ,1996

International Business Michael R. Czinkota,Ilkka A. Ronkainen,Michael H. Moffett,2002 This textbook is unique in its approach to international business It offers you the perspective of the multinational corporation as well as that of the small start up firm It also provides a strong theory base Contractor Team Arrangements Michael W. Mutek,2006 *Sloan Management Review* ,1999 **Marketing Management in the 21st Century** Noel Capon,James M. Hulbert,2001 This introduction to the role of marketing in the modern corporation both at the level of the firm and the marketing function focuses on what the prospective manager not just the marketer needs to know about developing marketing strategy and managing the marketing process **The Power of Partnerships** John L. Mariotti,1996 Here is a practical guide to empowering your corporation through partnerships Written by a leading corporate figure this primer shows how to use partnerships in your competitive strategy It provides the mechanics of how to form continue and develop partnerships providing the reader with assessment tools and checklists of the most important considerations and common obstacles

The Academy of Management Review Academy of Management,1990 Journal of ENGINEERING AND TECHNOLOGY MANAGEMENT Michael K. Badawy,1991

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