



# Resolving the Global-Local Dilemma: Formulating a Multinational Strategy

- Selection of strategy depends on degree of globalization in an industry
- Globalization drivers: conditions in a industry that favor transnational or international strategies
- Four categories of global drivers: markets, costs, governments, and competition

# Managing The Multinational Confronting The Global Local Dilemma

**Geoffrey Jones**



## **Managing The Multinational Confronting The Global Local Dilemma:**

*Managing the Multinational* Samuel Humes, 1993 Analyzes how leading American European and Asian industrial corporations strategically organize and manage their multicontinental enterprises The text focuses on how multinationals are reorganizing their international operations to enable their diverse parts to work together more coherently

**Managing Human Resources** Alan Cowling, Chloe Mailer, 2013-06-17 This is the third edition of a book which has gained wide acceptance in universities and colleges for use on advanced courses in human resource management Written by a team of recognized experts in thier field it combines a high academic standard with an applied approach to the challenges facing managers today which will appeal to both line mangers and human resource managers

Globalizing Human Resource Management Paul Sparrow, Chris Brewster, Hilary Harris, 2004-07-31 Establishing the agenda for global HR this book looks through the eyes of HR professionals themselves It gives a broad coherent overview of the field of IHRM and a detailed practical analysis of what is needed to be successful in this crucial area of modern management A number of key questions are addressed Does IHRM drive the business agenda more than domestic HRM What is the impact of IHRM on organizational effectiveness What are the keys to success in IHRM Drawing upon current research conducted as part of the Chartered Institute of Personnel and Development s Globalization Research Project the text includes data from surveys of HR professionals and company practice as well as longitudinal case studies

International Business: Strategic management of multinationals Alan M. Rugman, 2002 This comprehensive four volume set includes all major contributions to the field of international business It also includes key writings in the areas of international political economy and on regional and national issues

**Multinationals and Global Capitalism** Geoffrey Jones, 2005 This book provides a unique contribution to contemporary globalization debates by providing an accessible survey of the growth and role of multinational enterprises in the world economy over the last two hundred years The author shows how entrepreneurs built a global economy in the nineteenth century by creating firms that pursued resources and markets across borders It demonstrates how multinationals shifted strategies as the first global economy disintegrated in the political and economic chaos between the two world wars and how they have driven the creation of the contemporary global economy Many of the issues of the global economy have been encountered in the past This book shows how entrepreneurs and managers met the political ethical cultural and organizational challenges of operating across national borders at different times and in different environments The role of multinationals is placed within their wider political and economic context There are chapters on the impact of multinationals and on relations with governments The focus on the shifting roles of firms and industries over time rather than abstract trade and capital flows provides compelling evidence on the diversity and discontinuities of the globalization process The book explains the history of multinationals across a wide spectrum of manufacturing service and natural resource industries from an international perspective which ranges widely across different countries It provides an essential historical framework for

understanding global business An accessible survey of the history of international business worldwide this book will be key reading for students taking courses in International Business Business History Multinationals and Entrepreneurship and of interest to academics and researchers working in these areas

**Advanced Topics in Global Information Management, Volume 1** Tan, Felix B., 2001-07-01 Advanced Topics in Global Information Management includes original material concerned with all aspects of global information management in three broad areas Global Information Systems in Business Functions Information Technology in Specific Regions of the World Management of Global Information Resources and Applications Both researchers and practitioners disseminate the evolving knowledge in these broad categories and the book examines a variety of aspects of global information management dealing with development usage failure success policies strategies and applications of this valuable organizational resources

International Human Resource Management in Chinese Multinationals Jie Shen, Vincent Edwards, 2006-09-27 The authors explore the degree to which Chinese multinationals have a distinctive Chinese approach to human resource management in the same way as large Japanese companies are widely regarded as having a special Japanese approach Based on extensive original research in the subsidiaries of Chinese multinationals outside China the book examines a wide range of issues related to this key question including the evolution of human resource management in Chinese companies the internationalization of Chinese business recruitment and selection rewards and compensation performance appraisal strategic integration and employee relations Shen and Edwards give a detailed account of the international human resource management of Chinese multinational enterprises a topic of increasing significance in understanding global economic affairs

**Orchestration of the Global Network Organization** Laszlo Tihanyi, Timothy M. Devinney, Torben Pedersen, Markus Venzin, 2014-07-09 Multinational Corporations are meeting new challenges by focusing on core activities value chain disaggregation relocation of activities to emerging markets industry consolidation technological change and market volatility In this volume we scrutinize different models to examine how MNCs can cope and orchestrate a global network organization

Multinationals, Subsidiaries and National Business Systems Pal Thonstad Sandvik, 2015-10-06 Scholarly attention has tended to focus on the owners and management of the multinationals but when the focus is changed to that of subsidiaries different aspects of business development and international capitalism come to light Sandvik's study looks at the Falconbridge nickel refinery in Kristiansand Norway

**Multinational Business Service Firms** Joanne Roberts, 2018-10-26 First published in 1998 this influential volume entered the debate on Foreign Direct Investment in the UK and focuses on the role of Multinational Enterprises MNEs in the service rather than manufacturing and primary sectors While the significance of the service industry had been recognised exceeding 60% of total GDP in some countries at the time of original publication the role of FDIs has not Joanne Roberts thus contributed to a woefully under researched field covering areas including international trade the organisational theory of the firm and the UK business sector

**International Strategies in**

**Telecommunications** Anders Pehrsson, 2012-10-02 This book provides a broad description of the telecommunications industry details of an in depth study of the telecommunications group Ericsson a description of how the strategic states model has worked for companies

**Managing Cultural Diversity** Martin Baumüller, 2007 The effects of globalization require that multinational corporations MNCs coordinate their differentiated but interdependent organizational parts and align them to a common purpose This book examines the mechanisms that such organizations use to govern their global subsidiary networks The book starts with a review of key concepts and theories of multinational organizations and explains the rationale for their existence Based on this assessment and an empirical study of three globally operating entities the author develops a framework for examining the cultural and structural governance mechanisms that multinational corporations may employ to coordinate their global operations This framework identifies different configurations of cultural and structural governance mechanisms and explains what kind of configuration a multinational organization should employ to ensure efficient governance

*Successful Global Account Management* Kevin Wilson, Nick Speare, Samuel J. Reese, 2002 Based on a major global research study into Global Account Management GAM *Successful Global Account Management* shows companies how to adopt a radically different approach to dealing with their key accounts to operate as truly global suppliers

**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

**The Global Cigarette** Howard Cox, 2000-03-16 During the 1880s the tobacco manufacturing industries of Britain and America were revolutionized by the introduction of mechanized cigarette production The development of this novel image laden product constituted a triumph for the methods of mass production and mass distribution in this most traditional of consumer goods industries The Global Cigarette charts the way in which these innovations in manufacturing and marketing methods led to the formation in 1902 of the British American Tobacco Co as an Anglo American multinational joint venture designed to promote cigarettes in international markets Based on archive materials from a wide variety of sources including the company's own internal records this book provides the first authoritative account of BAT's evolution and growth up until the Second World War In particular The Global Cigarette shows the way in which the company

developed a vast array of international operating subsidiaries explores how it managed these enterprises in different political and cultural contexts notably in China and India and analyses the way in which the company as a mature multinational enterprise coped with the severe international economic dislocations of the 1930s In the era of globalization this account of the operational and organizational arrangements of a prefigurative global company will shed light on current debates on alliances joint ventures and international business *International Politics* G. R. Berridge, 2014-01-21 A new Edition of this well established introduction to international politics *Interdisciplinary Research* John Atkinson, Malcolm Crowe, 2006-11-02 An important book by researchers from across disciplines introducing varying ideas on research important in these days of inter disciplinary and multi centered investigation The book introduces academics to new areas of endeavour and encourages researchers and students to think broadly when devising their studies Linking chapters present the contributions in an historical and theoretical context identifying the themes between the approaches and encourages new thinking about old problems Includes contributions from leading researchers across the quantitative qualitative spectrum from marine biology to spirituality With funding under increasing pressure the different views will help departments form new alliances and encourage interdisciplinary working **The Age of Transition** Terence Hopkins, Immanuel Wallerstein, 1996-09 Immanuel Wallerstein s World System theory made a big impact on International Political Economy when it was first formulated in the early 1980s Although subsequently criticised the recent demise of the Soviet system s historic attempt to delink from global capitalism has provided a perhaps unanticipated confirmation of the profundity of its insights Now with this new book Wallerstein and a team of colleagues from the Fernand Braudel Center for the Study of Economies Historical Systems and Civilizations take world system theory a major step forward **Multinational Enterprises and Tort Liabilities** Muzaffer Eroglu, 2008-01-01 This book conducts an interdisciplinary and comparative examination of tort liabilities of multinational enterprises MNEs It examines the social economic managerial and legal characteristics of MNEs and compares the findings of this examination to the current understanding of MNEs in the way that tort liability is applied to them Existing laws and principles related to liability of MNEs are explored from a variety of jurisdictions with the aim of assessing whether these laws are adequate for the challenges that modern MNEs create Muzaffer Eroglu also proposes solutions to the problems of tort liability of MNEs Comparing the theory of control in existing laws and the theory of control in business management structure Multinational Enterprises and Tort Liabilities will be of great interest to academics researchers students and practitioners It will also appeal to NGOs particularly interested with the liabilities of MNEs for their human rights breaches *Japanese Hybrid Factories in Australia* Celal Bayari, 2011

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