

New Patterns of Industrial Globalisation

CROSS-BORDER MERGERS AND
ACQUISITIONS AND STRATEGIC
ALLIANCES

INDUSTRY, SERVICES AND TRADE



New Patterns Of Industrial Globalisation Crobborder Mergers And Acquisitions And Strategic Alliances

John H. Dunning, Rajneesh Narula



New Patterns Of Industrial Globalisation Crobborder Mergers And Acquisitions And Strategic Alliances:

New Patterns of Industrial Globalisation Nam-Hoon Kang, Organisation for Economic Co-operation and Development, Kentaro Sakai, 2001 This book presents the latest trends and drivers of globalisation in major OECD countries and their implications for industrial performance and government policies It analyses regional and sectoral trends in telecommunications automobiles steel pharmaceuticals airlines and financial services

Corporate Globalization Through Mergers and Acquisitions Leonard Waverman, 1991 This document contains papers on the following recent trends in merger and acquisition activity in Canadian and selected countries patterns and motivations in Canadian acquisitions abroad foreign ownership and corporate strategy foreign multinational enterprises and merger activity in Canada hostile takeovers taxation and Canada U S cross border acquisitions and mergers and acquisitions and the public interest

Multinationals and Industrial Competitiveness John H. Dunning, Rajneesh Narula, 2005-01-01 This book provides an excellent overview of the changing relationship between multinationals and economic development as globalization has taken off and substantially altered the conditions for catching up as opposed to falling behind The authors move very effectively between the discussion of concepts that are crucial to understanding such changes and various empirical evidence on foreign direct investment trade inter firm relationships institutional settings and competitiveness John Cantwell Rutgers University US The globalisation of the world economy has undermined many of the old certainties regarding foreign direct investment flows Dunning and Narula use the concepts of alliance capitalism and technological evolution to analyse recent trends in international business They identify the challenges to government policymakers from regional integration and the consequent intensification of political competition to attract high technology investment This masterful and incisive analysis brings great clarity to perplexing issues and delineates a cogent industrial policy agenda for a globalised economy Mark Casson University of Reading UK This book offers an important contribution to the contemporary debate on the role of multinational enterprises MNEs in economic development in an increasingly globalizing knowledge intensive and alliance based world economy Each of the chapters touches upon critical issues now facing the global economy They also address the growing importance of innovative activities of firms in promoting economic development and industrial restructuring as well as the role of FDI and cooperative agreements in furthering this goal Emphasis is placed on the increasingly significant role of national governments in promoting the intellectual capital of their indigenous resources and capabilities and of inter firm collaborative alliances Globalization and technological advances are reconfiguring the ingredients of the competitiveness of firms and nation states They are emphasizing the increasingly important role of both private and social institutions as determinants of the success of corporations and of the economic development of societies Covering a range of issues from economic development alliance capitalism government policies regional integration and industrial development this authoritative book will greatly appeal to academics and economists especially those interested in

international business and management *Cross-border Mergers and Acquisitions* Organisation for Economic Co-operation and Development, 2000 *Cross-border Mergers and Acquisitions* Nam-Hoon Kang, Sara Johansson, 2000 **International Strategic Alliances and Cross-Border Mergers & Acquisitions** Anne Richter, Nadine Pahl, 2009 Research Paper

undergraduate from the year 2008 in the subject Business economics Economic Policy grade 1 7 University of Applied Sciences Berlin course International Business Strategy language English abstract Over the past 30 years there were two main vehicles through which companies have globalised international strategic alliances and cross border Mergers Acquisitions M As Both vehicles are instruments used by companies to increase their global reach and competitiveness In the new economy alliances and M As seem to be the normal way of doing business Although strategic alliances and M As are not a recent phenomena their pace of growth and the variety of their forms has been increasing When dealing with strategic alliances and M As four main questions arise What are the drivers of strategic alliances and M As Which sources of success and failure offer these two growth vehicles Are there specific determinants that are decisive in the process of establishing a strategic alliance or doing a merger or acquisition And why do so many M A fail To answer these questions chapter 1 deals with the rationale for strategic alliances and M As by outlining key points of the past development Chapter two clarifies the different types of international alliances and their advantages and disadvantages It also describes success criteria being important for forming strategic alliances by clarifying the major steps in analysing strategic alliances To combine theory and praxis chapter three ends with a short case study about the Renault Nissan Alliance stating the key success factors The chapter three is about cross border M As by focussing on their the two phases the pre acquisition phase and the post acquisition phase It describes how companies should decide give value and negotiate the deal and underlines important managerial processes involved in the integration of the merged company By analysing the rea **The Trillion-dollar Enterprise** Cyrus F. Freidheim Jr., 1998 Beyond the multinational corporation even beyond the mega corporation built from aggressive mergers and acquisitions a new form of global business is emerging and it is changing the competitive landscape forever In his visionary book *The Trillion Dollar Enterprise* Cyrus Freidheim offers a front row seat to this seismic shift through which a few dominant enterprises will control two thirds of the global market in their respective industries But they won t be corporations as we ve known them They will be vast networks of corporate alliances global coalitions of independent firms acting in concert as single entities and combining assets that exceed the entire output of many nations Drawing from fifteen years of groundbreaking research at Booz Allen Hamilton Freidheim convincingly demonstrates that the rise of networks of this magnitude is natural and inevitable as companies forego traditional and riskier methods of expansion in favor of alliances joint ventures and other collaborative arrangements that capture the best capabilities of the participants while avoiding the bureaucratic disadvantages of size Already we are witnessing the convergence in industries as diverse as telecommunications aerospace and commercial aviation into alliance networks clustered around a few dominant players For

example the global airline industry is coalescing around networks led by United and Lufthansa in the Star Alliance and by American Airlines and British Airways in another. From the global stage Freidheim takes up deep into the heart of Trillion Dollar Enterprises in development identifying the key elements of successful network formation and outlining new roles and responsibilities for managers executives teams and boards. Freidheim ultimately calls for revolutionary changes in how business leaders should be educated and rewarded as the skills of diplomacy and negotiation take priority over functional expertise. In his provocative conclusion Freidheim takes us twenty five years into the future to explore looming public issues as the forces of commercial globalization and political sovereignty collide challenging existing paradigms of anti trust trade and labor policies and even national security.

Changing Patterns of International Business James Hamill, Strathclyde International Business Unit, 1991

Cross-border Mergers and Acquisition Nam-Hoon Kang, 2000

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