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""A Profile of Danish Investments in the Five Countries""""Size and International Orientation of the Danish Investor""; ""Industry Orientation and Activity of Projects""; ""Motives behind Establishment""; ""The Nature of Linkages to Local Industry""; ""Non-Equity Linkages""; ""Comparing Equity and Non-Equity Linkages""; ""Means of Upgrading""; ""Upgrading of Non-Equity Partners""; ""Upgrading effects""; ""The Role of Governments in Linkage Formation""; ""Government Facilitation of Linkages""; ""Government Impediments to Linkage Formation""; ""Conclusion""
 ""CHAPTER 4 Donor Intervention and the Promotion of Inter-Firm Linkages in Ghana""""Introduction""; ""An Overview of the Analytical Framework""; ""The History of Private Enterprise Development in Ghana""; ""Methodology""; ""Results""; ""Profile of the Collaborating Companies""; ""Nature of Business""; ""Ownership""; ""Motives for Collaboration""; ""Challenges of Collaboration""; ""Performance""; ""Discussions""; ""Linkage and Knowledge Transfer""; ""Commitment and Collaboration""; ""Cultural Challenges in Inter-firm Collaboration""; ""Inter-Linkage Governance""; ""Third Party Intermediation""
 ""Implications""""Conclusions""; ""CHAPTER 5 Danish-South African Business Linkages""; ""Introduction and Aim""; ""The Nature of Danish-South African Business Collaborations""; ""History of Danish Businesses in South Africa""; ""Forms and Activities of Danish Firms in South Africa""; ""Motives and Location of Establishment""; ""Firm Linkages as a Means of Upgrading the Resources and Capabilities of Local Firms: A Danish Perspective""; ""Types of Linkages and Motives of Establishment""; ""Content of Linkages""; ""Firm Linkages as a Means of Upgrading: A South African Perspective""
 ""Danish-South African Distribution Relations æ? Forward Linkages""

Sommario/riassunto

This book studies the organization and effects of linkages between transnational corporations - mainly Danish - and local firms in developing countries. It is based on a number of case studies of linkage collaborations and a survey of about ninety Danish firms and their relations to partners in developing countries. The analyzed host countries are Ghana, India, Malaysia, South Africa, and Vietnam. The book is a contribution to the emerging literature on firm strategy in developing countries, offering new empirical evidence of the multi-faceted and complex nature of cross-border inter-firm linkages. It documents how even small firms in both developed and developing countries engage in - and can benefit from - cross-border linkages.