

|                         |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
|-------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 1. Record Nr.           | UNINA9910450604303321                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
| Autore                  | Kudo Akira <1946->                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
| Titolo                  | Japanese-German business relations [[electronic resource] ] : cooperation and rivalry in the inter-war period / / Kudo Akira                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |
| Pubbl/distr/stampa      | London ; ; New York, : Routledge, 1998                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
| ISBN                    | 1-283-64187-9<br>1-282-37304-8<br>9786612373046<br>1-134-75009-9<br>0-203-01851-6                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
| Descrizione fisica      | 1 online resource (301 p.)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
| Collana                 | Nissan Institute/Routledge Japanese studies series                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
| Disciplina              | 337.43052                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| Soggetti                | Technology transfer - Japan - History - 20th century<br>Technology transfer - Germany - History - 20th century<br>Investments, Japanese - Germany - History - 20th century<br>Investments, German - Japan - History - 20th century<br>Competition, International - History - 20th century<br>Electronic books.<br>Japan Foreign economic relations Germany<br>Germany Foreign economic relations Japan                                                                                                                                                                                                                                                                                                   |
| Lingua di pubblicazione | Inglese                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
| Formato                 | Materiale a stampa                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
| Livello bibliografico   | Monografia                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
| Note generali           | Description based upon print version of record.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
| Nota di bibliografia    | Includes bibliographical references (p. [262]-278) and index.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |
| Nota di contenuto       | Cover; Japanese-German Business Relations: Cooperation and rivalry in the inter-war period; Copyright; Contents; Tables; Series editor's preface; Acknowledgments; Introduction; Part I Overview; 1 Japanese-German business relations; I JAPANESE-GERMAN RELATIONS IN THE INTER-WAR PERIOD; II STRATEGY CHOICES OF GERMAN COMPANIES; III FORMS OF BUSINESS RELATIONSHIPS; IV CONCLUSION; Part II Export strategy; 2 Competition and cooperation; I GERMAN DOMINANCE AND THE JAPANESE CHALLENGE IN THE 1920's; II THE JAPAN STRATEGY OF THE INTERNATIONAL DYESTUFF CARTELS<br>III THE CONCLUSION OF SPECIAL MARKET AGREEMENTS IV THE MITSUI INDIGO AGREEMENT; V CONCLUSION; 3 Rivalry between German and |

Japanese trading companies; I THE ACTORS; II THE BATTLE; III CONCLUSION; 4 Competition and cooperation among German companies; I JAPAN'S PROJECT FOR SYNTHETIC OIL PRODUCTION AND KRUPP'S ACTIVITIES IN JAPAN; II ACTION TAKEN BY OSHIMA OF IMPERIAL FUEL, AND KRUPP AND I.G. FARBEN'S RESPONSE; III CONCLUSION; Part III Licensing strategy; 5 Downstream transfer of the Krupp-Renn process; I THE KRUPP-RENN PROCESS AND JAPANESE BUSINESSES; II THE PLANT-CONSTRUCTION PROCESS III THE TECHNOLOGY-ABSORPTION PROCESS AT MITSUBISHI MINING'S CHONGJIN PLANT IV CONCLUSION; 6 Downstream transfer of the Haber-Bosch process; I DIFFUSION OF THE HABER-BOSCH PROCESS IN JAPAN; II TECHNOLOGICAL ABSORPTION OF THE HABER-BOSCH PROCESS BY TAKI FERTILIZER WORKS; III CONCLUSION; 7 Downstream transfer of the I.G. process for synthetic oil; I I.G. FARBEN'S LICENSING STRATEGY AND THE JAPANESE SYNTHETIC OIL INDUSTRY; II DEVELOPMENT OF LICENSING STRATEGY; III PROBING THE UNSUCCESSFUL RESULTS; IV CONCLUSION; 8 Upstream transfer of the Shimadzu process I TECHNOLOGICAL COOPERATION ON AN EQUAL FOOTING: THE ESTABLISHMENT OF OST LURGI AN ATTEMPT AT LICENSING UPSTREAM; III REVISION OF THE TECHNOLOGICAL COOPERATION; IV CONCLUSION; Part IV Direct investment strategy; 9 Giving up control; I THE PERIOD OF FORCED EXPORT STRATEGY; II FROM LOCALIZATION OF SALES TO LOCALIZATION OF MANUFACTURING; III FUJI ELECTRIC'S MANAGEMENT CRISIS AND THE MOVE TOWARD COOPERATION; IV FORCED LOCALIZATION OF AUTOMATIC SWITCHBOARD MANUFACTURING; V THE FORCED SEPARATION OF COMPANIES; VI CONCLUSION; 10 Concluding remarks; SUMMARY; AMBITION AND PRIDE; Notes; Bibliography Index

---

## Sommario/riassunto

This volume approaches the history of Japanese-German relations from a business history perspective. Starting with an overview of Japanese-German relations which focuses on the environment, strategies and forms of inter-firm relations, Akira Kudo then uses case studies to provide a broader picture, before finally considering strategy, organisational strategy and technology and management transfer in the light of problems identified earlier.

---