1. Record Nr. UNINA9910786082203321 Autore Beamish Paul W. <1953-, > Titolo Multinational joint ventures in developing countries / / Paul W. Beamish Pubbl/distr/stampa Abingdon, Oxon:,: Routledge,, 2013 **ISBN** 1-283-94198-8 0-203-07793-8 1-135-13485-5 Descrizione fisica 1 online resource (xii, 145 pages) Collana Routledge library editions: international business: v. 4 Disciplina 338.8881724 Soggetti International business enterprises - Developing countries Joint ventures - Developing countries Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Note generali First published in 1988 by Routledge. Nota di bibliografia Includes bibliographical references and index. Front Cover; Multinational Joint Ventures in Developing Countries; Nota di contenuto Copyright Page: Contents; List of Tables; Preface; 1.Introduction; 1.1 Importance of Joint Ventures: 1.2Key Variables: 1.3 Overview of Conclusions; 1.4Methodology; 2. Characteristics of Joint Ventures; 2.1 Developed Versus Developing Countries; 2.2Venture-creation Rationales; 2.3 Stability; 2.4 Performance; 2.5 Frequency of Government Partners; 2.6 Ownership; 2.7 Ownership-control Relationship; 2.8 Control-performance Relationship; 2.9 Conclusion; 3. Partner Selection and Performance: 3.1 Introduction 3.2 Partner Need: Literature and Measures 3.3 Partner Need: Analysis and Relationship toPerformance; 3.4 Time Dimension of Partner Need; 3.5 Aggregate Partner Contributions; 3.6 Conclusion; 4. Commitment; 4.1 Introduction; 4.2 Rationale for Commitment; 4.3 Definition of Commitment; 4.4 Results; 4.5 Discussion; 4.6 Commitment Summary; 4.7 Conclusions: 5. A Management Guideline for Joint Ventures inDeveloping Countries; 5.1 Introduction; 5.2 The Joint Venture Process; 5.3 The Decision to Form the Venture; 5.4 Assessing the Company as a Joint Venturer; 5.5 Selecting a Partner 5.6 Mutual Need and Commitment5.7 Designing the Venture; 5.8 Ongoing Management and Relationship; 5.9 Cases in Contrast: Success and Failure; 5.10 Investing in LDCs Using the JointVentureOrganisation Form; 5.11 Selecting a Partner; 5.12 Designing the Venture; 5.13 Major Differences; 6. Joint Venture General Managers; 6.1 Methodology; 6.2 What Makes It Difficult To Manage a JointVenture in an LDC?; 6.3 Managing in an Environment Constrainedby Parent Company Control Practices; 6.4 How Do JVGMs Respond To Those Challenges?; 6.5 Implications; 6.6 Conclusion 7. Equity Joint Ventures and the Theory of theMultinational Enterprise7. 1 The Theory of Internalisation; 7.2 Joint Ventures and Internalisation Theory; 7.3 Empirical Evidence; 7.4 Local Knowledge and Performance; 7.5 Conclusions; 8. Investing in China via Joint Ventures; 8.1 Introduction; 8.2 Need for 'Hard' Data on China; 8.3 Analysis; 8.4 Conclusion; 9.Joint Ventures in China: Legal Implications; 9.1 Introduction; 9.2 The Implementing Regulations; 9.3 Conclusion; Appendix 1: Partial List of Firms Contacted; Appendix 2: Management Case Studies of Joint Venturesin LDCs; Bibliography; Index

Sommario/riassunto

This book examines how joint ventures work in practice. Drawing on extensive personal experience and using case study examples where appropriate the author analyses the various stages, discusses the problems of partner selection, implementation and control and points out the various benefits and pitfalls. He draws out the implications for improving practice and discusses how the experience of joint ventures affects the theory of the multinational enterprise.