Book Series

Research in Strategic Alliances

Series Editors
T. K. Das, City University of New York

DOWNLOAD THE SERIES CATALOG

This book series on strategic alliances will cover the essential progress made thus far in the literature and elaborate upon fruitful streams of scholarship. More importantly, the book series will focus on providing a robust and comprehensive forum for new scholarship in the field of strategic alliances. Through the ongoing release of focused topical titles, this book series will seek to disseminate theoretical insights and practical management information that will enable interested professionals to gain a rigorous and comprehensive understanding of the field of strategic alliances.

Books in this series:

- Managing Interpartner Cooperation in Strategic Alliances
- Managing the Partners in Strategic Alliances
- Managing Interpartner Risks in Strategic Alliances
- Managing Trust in Strategic Alliances
- Managing Alliance Portfolios and Networks
- Governance Issues in Strategic Alliances
- Strategic Alliances for SME Development
- Managing Multipartner Strategic Alliances
- Strategic Alliances for Innovation and R&D
- Managing Public-Private Strategic Alliances
- Interpartner Dynamics in Strategic Alliances
- Managing Knowledge in Strategic Alliances
- Management Dynamics in Strategic Alliances
- Strategic Alliances for Value Creation
- Behavioral Perspectives on Strategic Alliances
- Strategic Alliances in a Globalizing World
- Researching Strategic Alliances

Special Paperback Set Price:
$36.50 per book + FREE SHIPPING when you order the complete series.

To view this series online visit: http://www.infoagepub.com/series/Research-in-Strategic-Alliances

IAP - Information Age Publishing, PO Box 79049, Charlotte, NC 28271
tel: 704-752-9125 fax: 704-752-9113 URL: www.infoagepub.com
Managing Interpartner Cooperation in Strategic Alliances
T. K. Das, City University of New York


Managing Interpartner Cooperation in Strategic Alliances is a volume in the book series Research in Strategic Alliances that focuses on providing a robust and comprehensive forum for new scholarship in the field of strategic alliances. In particular, the books in the series cover new views of interdisciplinary theoretical frameworks and models, significant practical problems of alliance organization and management, and emerging areas of inquiry. The series also includes comprehensive empirical studies of selected segments of business, economic, industrial, government, and non-profit activities with wide prevalence of strategic alliances. Through the ongoing release of focused topical titles, this book series seeks to disseminate theoretical insights and practical management information that should enable interested professionals to gain a rigorous and comprehensive understanding of the field of strategic alliances.

Managing Interpartner Cooperation in Strategic Alliances contains contributions by leading scholars in the field of strategic alliance research. The 12 chapters in this volume deal with significant issues relating to the management of interpartner cooperation in strategic alliances. These issues run the gamut covering legitimation, competition-cooperation angst, coopetition, identity bridging role of trust, linkages between trust and contract, multipartner innovation, R&D collaboration, knowledge flows, open innovation, paradoxes of cooperation, partner diversity, and whether or not to cooperate. The chapters contain empirical as well as conceptual treatments of selected topics, and collectively present a wide-ranging review of the noteworthy research perspectives on managing interpartner cooperation in strategic alliances.


Managing the Partners in Strategic Alliances
T. K. Das, City University of New York


Managing the Partners in Strategic Alliances is a volume in the book series Research in Strategic Alliances that focuses on providing a robust and comprehensive forum for new scholarship in the field of strategic alliances. In particular, the books in the series cover new views of interdisciplinary theoretical frameworks and models, significant practical problems of alliance organization and management, and emerging areas of inquiry. The series also includes comprehensive empirical studies of selected segments of business, economic, industrial, government, and non-profit activities with wide prevalence of strategic alliances. Through the ongoing release of focused topical titles, this book series seeks to disseminate theoretical insights and practical management information that should enable interested professionals to gain a rigorous
Managing the Partners in Strategic Alliances contains contributions by leading scholars in the field of strategic alliance research. The 14 chapters in this volume deal with significant issues relating to the management of the partners in strategic alliances. These issues run the gamut from deterring deceitful behaviors, partner selection and control, interpartner learning, harmony, negotiation, tensions, and diversities, to partner management and alliance performance. The chapters contain empirical as well as conceptual treatments of the selected topics, and collectively present a wide-ranging review of the noteworthy research perspectives on managing the partners in strategic alliances.


Managing Interpartner Risks in Strategic Alliances

T. K. Das, City University of New York


Managing Interpartner Risks in Strategic Alliances is a volume in the book series Research in Strategic Alliances that focuses on providing a robust and comprehensive forum for new scholarship in the field of strategic alliances. In particular, the books in the series cover new views of interdisciplinary theoretical frameworks and models, significant practical problems of alliance organization and management, and emerging areas of inquiry. The series also includes comprehensive empirical studies of selected segments of business, economic, industrial, government, and non-profit activities with wide prevalence of strategic alliances. Through the ongoing release of focused topical titles, this book series seeks to disseminate theoretical insights and practical management information that should enable interested professionals to gain a rigorous and comprehensive understanding of the field of strategic alliances.

Managing Interpartner Risks in Strategic Alliances contains contributions by leading scholars in the field of strategic alliance research. The 9 chapters in this volume deal with significant issues relating to the management of interpartner risks in strategic alliances. These risk issues relate to dedicated alliance function and partner-specific experience, cross-border licensing, interfirm alliance structures, a hybrid interpretive scheme for engaging with dark potentialities, solidarity partnerships, prior ties in partner acquisitions, new market entrants in the venture capital industry, and private sector intelligence. The chapters contain empirical as well as conceptual treatments of the selected topics, and collectively present a wide-ranging review of the noteworthy research perspectives on managing interpartner risks in strategic alliances.

Managing Trust in Strategic Alliances

T. K. Das, City University of New York


Managing Trust in Strategic Alliances is a volume in the book series Research in Strategic Alliances that focuses on providing a robust and comprehensive forum for new scholarship in the field of strategic alliances. In particular, the books in the series cover new views of interdisciplinary theoretical frameworks and models, significant practical problems of alliance organization and management, and emerging areas of inquiry. The series also includes comprehensive empirical studies of selected segments of business, economic, industrial, government, and non-profit activities with wide prevalence of strategic alliances. Through the ongoing release of focused topical titles, this book series seeks to disseminate theoretical insights and practical management information that should enable interested professionals to gain a rigorous and comprehensive understanding of the field of strategic alliances.


Managing Alliance Portfolios and Networks

T. K. Das, City University of New York


Managing Alliance Portfolios and Networks is a volume in the book series Research in Strategic Alliances that focuses on providing a robust and comprehensive forum for new scholarship in the field of strategic alliances. In particular, the books in the series cover new views of interdisciplinary theoretical frameworks and models, significant practical problems of alliance organization and management, and emerging areas of inquiry. The series also includes comprehensive empirical studies of selected segments of business, economic, industrial, government, and non-profit activities with wide prevalence
of strategic alliances. Through the ongoing release of focused topical titles, this book series seeks to disseminate theoretical insights and practical management information that should enable interested professionals to gain a rigorous and comprehensive understanding of the field of strategic alliances.

Managing Alliance Portfolios and Networks contains contributions by leading scholars in the field of strategic alliance research. The 9 chapters in this volume deal with significant issues relating to the management of alliance portfolios and alliance networks. These issues range from value creation in alliance ecosystems, management lessons from social enterprise, and a configurational perspective on alliance management capabilities, to the competition dynamics of alliance networks, internationalization of an alliance portfolio, and structural embeddedness of alliance networks during industry convergence. The chapters contain empirical as well as conceptual treatments of the selected topics, and collectively present a wide-ranging review of the noteworthy research perspectives on managing alliance portfolios and alliance networks.


Governance Issues in Strategic Alliances is a volume in the book series Research in Strategic Alliances that focuses on providing a robust and comprehensive forum for new scholarship in the field of strategic alliances. In particular, the books in the series cover new views of interdisciplinary theoretical frameworks and models, significant practical problems of alliance organization and management, and emerging areas of inquiry. The series also includes comprehensive empirical studies of selected segments of business, economic, industrial, government, and non-profit activities with wide prevalence of strategic alliances. Through the ongoing release of focused topical titles, this book series seeks to disseminate theoretical insights and practical management information that should enable interested professionals to gain a rigorous and comprehensive understanding of the field of strategic alliances.

Governance Issues in Strategic Alliances contains contributions by leading scholars in the field of strategic alliance research. The 10 chapters in this volume deal with significant issues relating to the governance of strategic alliances. These issues range from governance structure choices under diverse conditions of uncertainty, risks, controls, and resources, to the effects of governance decisions on asset protection, cooperative relationships, internal tensions, and culture management. The chapters contain empirical as well as conceptual treatments of the selected topics, and collectively present a wide-ranging review of the noteworthy research perspectives on the issues of governance in strategic alliances.

Strategic Alliances for SME Development

T. K. Das, City University of New York


Strategic Alliances for SME Development is a volume in the book series Research in Strategic Alliances that focuses on providing a robust and comprehensive forum for new scholarship in the field of strategic alliances. In particular, the books in the series cover new views of interdisciplinary theoretical frameworks and models, significant practical problems of alliance organization and management, and emerging areas of inquiry. The series also includes comprehensive empirical studies of selected segments of business, economic, industrial, government, and non-profit activities with wide prevalence of strategic alliances. Through the ongoing release of focused topical titles, this book series seeks to disseminate theoretical insights and practical management information that should enable interested professionals to gain a rigorous and comprehensive understanding of the field of strategic alliances.

Strategic Alliances for SME Development contains contributions by leading scholars in the field of strategic alliance research. The 12 chapters in this volume deal with the increasingly significant role of strategic alliances in the development of SMEs, covering such diverse topics as management capability and internationalization of alliance portfolios, building alliances, development drivers, founder ties, competitive edge, strategic alignment, technology and innovative firms, and temporary project alliances. The chapters contain empirical as well as conceptual treatments of the selected topics, and collectively present a wide-ranging review of the noteworthy research perspectives on the role of strategic alliances for the development of small and medium-sized enterprises.


Managing Multipartner Strategic Alliances

T. K. Das, City University of New York


Managing Multipartner Strategic Alliances is a volume in the book series Research in Strategic Alliances that focuses on
Managing Multipartner Strategic Alliances contains contributions by leading scholars in the field of strategic alliance research. The 10 chapters in this volume cover a number of significant topics related to the formation, operation, and performance of multipartner strategic alliances (i.e., alliances with more than two members) that are increasingly being formed in various industrial sectors. The chapter topics cover both the broader issues, such as the peculiar complexities of multipartner alliances that arise because of indirect or generalized reciprocities among its multiple members vis-à-vis the direct reciprocity within dyadic or two-member alliances, and the roles of power and multilevel embeddedness, and the more focused topics of managing triadic alliances, the evolution of an airline alliance, and the nature of value creation in a consortium. The chapters include empirical as well as conceptual treatments of the selected topics, and collectively present a wide-ranging review of the noteworthy research perspectives on the nature, management, and performance of multipartner alliances.


Strategic Alliances for Innovation and R&D

T. K. Das, City University of New York


Strategic Alliances for Innovation and R&D is a volume in the book series Research in Strategic Alliances that focuses on providing a robust and comprehensive forum for new scholarship in the field of strategic alliances. In particular, the books in the series cover new views of interdisciplinary theoretical frameworks and models, significant practical problems of alliance organization and management, and emerging areas of inquiry. The series also includes comprehensive empirical studies of selected segments of business, economic, industrial, government, and non-profit activities with wide prevalence of strategic alliances. Through the ongoing release of focused topical titles, this book series seeks to disseminate theoretical insights and practical management information that should enable interested professionals to gain a rigorous and comprehensive understanding of the field of strategic alliances.

Strategic Alliances for Innovation and R&D contains contributions by leading scholars in the field of strategic alliance research. The 11 chapters in this volume cover a number of significant topics that encompass innovation and R&D through strategic alliances. The chapter topics cover both the broader issues, such as the governance of high-tech alliances, knowledge flows in innovation clusters, co-innovation, and incomplete contracting, and the more focused problems of inexperienced firms in R&D consortia, new product development, and managing alliance portfolio evolution in service innovation. The chapters include empirical as well as conceptual treatments of the selected topics, and collectively present a wide-ranging review of the noteworthy research perspectives on the role of strategic alliances in the pursuit of innovation and R&D.

CONTENTS: Foreword to the Series, Michael A. Hitt. About the Series. 1 The Governance of High-Tech Alliances: Trust,

Managing Public-Private Strategic Alliances is a volume in the book series Research in Strategic Alliances that focuses on providing a robust and comprehensive forum for new scholarship in the field of strategic alliances. In particular, the books in the series cover new views of interdisciplinary theoretical frameworks and models, significant practical problems of alliance organization and management, and emerging areas of inquiry. The series also includes comprehensive empirical studies of selected segments of business, economic, industrial, government, and non-profit activities with wide prevalence of strategic alliances. Through the ongoing release of focused topical titles, this book series seeks to disseminate theoretical insights and practical management information that should enable interested professionals to gain a rigorous and comprehensive understanding of the field of strategic alliances.

Managing Public-Private Strategic Alliances contains contributions by leading scholars in the field of strategic alliance research. The chapters in this volume cover a number of significant topics that speak to the critical issues in managing strategic alliances involving public-private enterprises in various industries and countries. The topics cover both the broader issues, such as contracting and bundling public sector infrastructure and services, formation of innovation alliances and alliance portfolios, and competing institutional logics in public-private alliances, and the more focused problems of trust-building, sustainability-oriented co-innovation, and organizational justice in multipartner alliances. The chapters include empirical as well as conceptual treatments of the selected topics, and collectively present a wide-ranging review of the noteworthy research perspectives on managing public-private strategic alliances.

Interpartner Dynamics in Strategic Alliances is a volume in the book series Research in Strategic Alliances that will focus on providing a robust and comprehensive forum for new scholarship in the field of strategic alliances. In particular, the books in the series will cover new views of interdisciplinary theoretical frameworks and models, significant practical problems of alliance organization and management, and emerging areas of inquiry. The series will also include comprehensive empirical studies of selected segments of business, economic, industrial, government, and non-profit activities with wide prevalence of strategic alliances. Through the ongoing release of focused topical titles, this book series will seek to disseminate theoretical insights and practical management information that will enable interested professionals to gain a rigorous and comprehensive understanding of the field of strategic alliances.

Interpartner Dynamics in Strategic Alliances contains contributions by leading scholars in the field of strategic alliance research. The 13 chapters in this volume cover a number of significant topics that speak to the critical issues in the interactions between partner firms in strategic alliances. The chapter topics cover both the broader issues, such as relational mechanisms in alliances, role of interpersonal networks, parental control of joint ventures, conflict management, interpartner diversity, and multilevel embeddedness in multilateral alliances, and the more focused problems of alliance competence, roles of third parties, accounting for partner trust, relationship quality in construction alliances, and how natural resources may impact alliance formation. The chapters include empirical as well as conceptual treatments of the selected topics, and collectively present a wide-ranging review of the noteworthy research perspectives on interpartner dynamics in strategic alliances.

CONTENTS: Foreword to the Series, Michael A. Hitt. About the Series. 1 Alliance Competence: From Conceptualization to Implementation, with Implications for the Alliance Manager, Robert Edward Spekman. 2 Operating Routines, Cultural Alignment and Relational Mechanisms in Alliances, Poonam Khanna, Dovev Lavie, and Pamela R. Haunschild. 3 The Roles of Third Parties in Strategic Alliance Governance, Rosalinde Klein Woolthuis, Bart Nooteboom, Gjalt de Jong, and Dries Faems. 4 A Natural-Resource-Based Examination of Strategic Alliance Formation, Anne Norheim-Hansen. 5 A Circumplex Approach to Interpartner Dynamics in Strategic Alliances, Olivier Furrer, Brian Tjemkes, Pepijn Vos, Carmen Boymans, and Marit Ubachs. 6 Multilevel Embeddedness in Multilateral Alliances: A Conceptual Framework, Sveinn Vidar Gudmundsson, Christian Lechner, and Hans van Kranenburg. 7 Interpartner Dynamics in Asymmetric Strategic Alliances: The Role of Interpersonal Networks, Annabelle Jaouen, Olivier Meier, and Audrey Missonier. 8 Dynamic Evolution of Equity Joint Venture Relationships: Role of the Parent Companies and Joint Venture Control, Pieter E. Kamminga and Jeltje van der Meer-Kooistra. 9 Managing Conflict in International Strategic Alliances, Saleema Kauser. 10 Accounting for Partners that are Worth Trusting, Morten Jakobsen. 11 Quality of Partner Relations in International Construction Alliances, Beliz Ozorhon and David Ardit. 12 Power as a Management Tool for Strategic Alliances: A Study of Russian Agri-Food Business, Vera Belaya and Jon Henrik Hanf. 13 Impact of Interpartner Diversity on the Performance of Global Strategic Alliances, Hiroshi Yasuda. About the Contributors. Index.
prevalence of strategic alliances. Through the ongoing release of focused topical titles, this book series will seek to disseminate theoretical insights and practical management information that will enable interested professionals to gain a rigorous and comprehensive understanding of the field of strategic alliances.

Managing Knowledge in Strategic Alliances contains contributions by leading scholars in the field of strategic alliance research. The 11 chapters in this volume cover a number of significant topics that speak to the critical issues in managing knowledge in strategic alliances. The chapter topics cover both the broader issues, such as managing uncertainty in alliances, collaborative know-how, novelty in interpartner knowledge, coopetition in knowledge integration, and dynamic knowledge capabilities, and the more focused problems of innovation and partner selection, partner responsiveness and knowledge in supply chain networks, the effect of knowledge flows on the decision to cooperate, and interpartner learning dynamics in an alliance constellation. The chapters include empirical as well as conceptual treatments of the selected topics, and collectively present a wide-ranging review of the noteworthy research perspectives on knowledge management in strategic alliances.

CONTENTS: Foreword to the Series, Michael A. Hitt. About the Series. 1 Managing Uncertainty in Alliances and Networks: From Governance to Practice, Jörg Sydow, Gordon Müller-Seitz, and Keith G. Provan. 2 Familiarity and Novelty in Interpartner Knowledge: Homophily Cycles in Joint Venture Networks, Sean Tsuchiisang Hsu and Ravi Madhavan. 3 Organizational Roles and Network Centrality in the U.S. Venture Capital Industry, Alex Makarevich. 4 Dynamic Knowledge Capabilities in Strategic Alliances, James S. Denford and Chris T. Street. 5 The Effect of Knowledge Flows on the Decision to Cooperate: Differences for Sector and Firm Size, Eva-Maria Mora-Valentín, Marta Ortiz-de-Urbina-Criado, and Angeles Montoro-Sánchez. 6 Interpartner Learning Dynamics in an Alliance Constellation, Megan Woods and Rob Hecker. 7 Coopetition as a Superior Form of Knowledge Integration in Alliances, César Camisón, Montserrat Boronat-Navarro, and Ana Villar-López. 8 Innovation and New Partner Selection: Theory and Exploratory Evidence from the Information and Communications Technology Sector in the Netherlands, Gjalt de Jong. 9 Goal Achievement in Supply Chain Networks: Partner Responsiveness and Knowledge, Taras Gagalyuk and Jon Henrich Hanf. 10 Managing Alliances with Key Clients and Knowledge Acquisition, Jie Wu. 11 Developing and Managing Collaborative Know-How in Firms and Strategic Alliances: A Multi-Level Model, Megan Woods and Bo Bernhard Nielsen. About the Contributors. Index.

Management Dynamics in Strategic Alliances

T. K. Das, City University of New York


Management Dynamics in Strategic Alliances is a volume in the book series Research in Strategic Alliances that will focus on providing a robust and comprehensive forum for new scholarship in the field of strategic alliances. In particular, the books in the series will cover new views of interdisciplinary theoretical frameworks and models, significant practical problems of alliance organization and management, and emerging areas of inquiry. The series will also include comprehensive empirical studies of selected segments of business, economic, industrial, government, and non-profit activities with wide prevalence of strategic alliances. Through the ongoing release of focused topical titles, this book series will seek to disseminate theoretical insights and practical management information that will enable interested professionals to gain a rigorous and comprehensive understanding of the field of strategic alliances.

Management Dynamics in Strategic Alliances contains contributions by leading scholars in the field of strategic alliance research. The 12 chapters in this volume cover a number of significant topics relating to the management of strategic alliances. The chapters discuss both the broader issues, such as governance structure choice, dynamics of alliance conditions, co-evolutionary dynamics, learning dynamics, and the management of internal tensions, and the more focused problems of controls in interfirm settings, dilemmas of cooperation, value creation in alliance portfolios, and alliance management experiences in the construction and automobile industries. The chapters include empirical as well as conceptual treatments of the selected topics, and collectively present a wide-ranging review of the management dynamics in strategic alliances.

CONTENTS: Foreword to the Series, Michael A. Hitt. About the Series. 1 Alliance Formation and Structure Choice: The Roles of Entrepreneurial Orientation and Institutional Environments, Pat H. Dickson and K. Mark Weaver. 2 Value Creation in Alliance Portfolios: Integrating Configurational and Managerial Aspects, Andreas Al-Laham and Florian Zock. 3 Antecedents of Value Creation and Value Appropriation Outcomes of Strategic Alliances: The Moderating Role of Governance Mode, Adamantia Pateli and Spyros Lioukas. 4 The Dynamics of Alliance Conditions in the Alliance
Strategic Alliances for Value Creation is a volume in the book series Research in Strategic Alliances that will focus on providing a robust and comprehensive forum for new scholarship in the field of strategic alliances. In particular, the books in the series will cover new views of interdisciplinary theoretical frameworks and models, significant practical problems of alliance organization and management, and emerging areas of inquiry. The series will also include comprehensive empirical studies of selected segments of business, economic, industrial, government, and non-profit activities with wide prevalence of strategic alliances. Through the ongoing release of focused topical titles, this book series will seek to disseminate theoretical insights and practical management information that will enable interested professionals to gain a rigorous and comprehensive understanding of the field of strategic alliances.

Strategic Alliances for Value Creation contains contributions by leading scholars in the field of strategic alliance research. The 14 chapters in this volume cover a number of significant topics that encompass value creation through strategic alliances in recent times. The chapters cover both the broader topics, such as multi-partner alliances, technology parks, intellectual property rights, knowledge management and culture, portfolio theory, learning in alliances, and open innovation, and the more focused problems of transparency in interfirm accounting, local partner perspective of management control, knowledge in intra-district networks, and alliance partners for entrepreneurial firms. The chapters include empirical as well as conceptual treatments of the selected topics, and collectively present a wide-ranging review of the noteworthy areas of research on employing strategic alliances for value creation.

Behavioral Perspectives on Strategic Alliances is a volume in the book series Research in Strategic Alliances that will focus on providing a robust and comprehensive forum for new scholarship in the field of strategic alliances. In particular, the books in the series will cover new views of interdisciplinary theoretical frameworks and models, significant practical problems of alliance organization and management, and emerging areas of inquiry. The series will also include comprehensive empirical studies of selected segments of business, economic, industrial, government, and non-profit activities with wide prevalence of strategic alliances. Through the ongoing release of focused topical titles, this book series will seek to disseminate theoretical insights and practical management information that will enable interested professionals to gain a rigorous and comprehensive understanding of the field of strategic alliances.

Behavioral Perspectives on Strategic Alliances contains contributions by leading scholars in the field of strategic alliance research. The 14 chapters in this volume cover a number of significant topics that examine the increasingly prominent role of behavioral factors in alliance evolution and management. This behavioral perspective is only recently emerging in the literature but its roots lie in the impact of micro level variables on macro level outcomes. The chapters cover both the traditional behavioral issues, including the role of alliance managers and the dynamics of trust and cooperation, and the emerging research perspectives that deal with topics such as the enactment of alliances, sensemaking in interorganizational relationships, building an alliance culture, managing internal tensions, cognitive dissimilarities, behavioral responses to adverse situations, interpartner legitimacy, and interpretive schemes. The chapters include empirical as well as conceptual treatments of the selected topics, and collectively present a wide-ranging review of the noteworthy behavioral perspectives in the field of alliance research.


Strategic Alliances in a Globalizing World contains contributions by leading scholars in the field of strategic alliance research. The 11 chapters in this volume cover a number of significant topics that speak to the growing role of strategic alliances in a globalizing business world. The chapter topics cover both the broader issues, such as the creation of competitive advantage and expanding into institutionally different countries, and the more focused problems of alliance
Researching Strategic Alliances: Emerging Perspectives

T. K. Das, City University of New York


Researching Strategic Alliances: Emerging Perspectives is a volume in the book series Research in Strategic Alliances that will focus on providing a robust and comprehensive forum for new scholarship in the field of strategic alliances. In particular, the books in the series will cover new views of interdisciplinary theoretical frameworks and models, significant practical problems of alliance organization and management, and emerging areas of inquiry. The series will also include comprehensive empirical studies of selected segments of business, economic, industrial, government, and non-profit activities with wide prevalence of strategic alliances. Through the ongoing release of focused topical titles, this book series will seek to disseminate theoretical insights and practical management information that will enable interested professionals to gain a rigorous and comprehensive understanding of the field of strategic alliances.

Researching Strategic Alliances: Emerging Perspectives contains contributions by leading scholars in the field of strategic alliance research. The nine chapters in this volume cover the topics of multilevel issues in strategic alliance research (Bo Bernhard Nielsen), alliances as sources of legitimacy (Paul M. Olk and Peter Smith Ring), alliance capability as an emerging theme (Ard-Pieter De Man, Geert Duysters, and Tina Saebi), trust and control in strategic alliances (Jeltje van der Meer-Kooistra and Ed Vosselman), pre-formation processes in interorganizational relations (Paul W. L. Vlaar, Elko Klijn, Africa Ariño, and Jeffrey J. Reuer), sequence of alliance ownership structure (Weilei (Stone) Shi and Akie Iriyama), the causes of joint venture termination (M. V. Shyam Kumar), alliance portfolio characteristics and organizational learning (Don Goeltz) and interpartner negotiations in the alliance development process (Rajesh Kumar and T. K. Das).

CONTENTS: Foreword to the Series, Michael A. Hitt. About the Series. 1 Multilevel Issues in Strategic Alliance Research, Bo Bernhard Nielsen. 2 Alliances as Sources of Legitimacy, Paul M. Olk and Peter Smith Ring. 3 Alliance Capability as an Emerging Theme: Past, Present, Future, Ard-Pieter De Man, Geert Duysters, and Tina Saebi. 4 Trust and Control in Strategic Alliances: An Instrumental Perspective, Jeltje van der Meer-Kooistra and Ed Vosselman. 5 Pre-Formation Processes in Inter-Organizational Relations: Determinants of Search and Negotiation Efforts, Paul W. L. Vlaar, Elko Klijn, Africa Ariño, and Jeffrey J. Reuer. 6 Sequence of Alliance Ownership Structure: Concepts and Evidences, Weilei (Stone) Shi and Akie Iriyama. 7 The Causes of Joint Venture Termination: A Real Options Perspective, M. V. Shyam Kumar. 8 Alliance Portfolio Characteristics and Organizational Learning, Don Goeltz. 9 Inter-Partner Negotiations in the Alliance Development Process, Rajesh Kumar and T. K. Das. About the Contributors.
<table>
<thead>
<tr>
<th>Title</th>
<th>Qty</th>
<th>$ Paperback</th>
<th>$ Hardcover</th>
</tr>
</thead>
<tbody>
<tr>
<td>Managing Interpartner Cooperation in Strategic Alliances</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Managing the Partners in Strategic Alliances</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Managing Interpartner Risks in Strategic Alliances</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Managing Trust in Strategic Alliances</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Managing Alliance Portfolios and Networks</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Governance Issues in Strategic Alliances</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Strategic Alliances for SME Development</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Managing Multipartner Strategic Alliances</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Strategic Alliances for Innovation and R&amp;D</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Managing Public-Private Strategic Alliances</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Interpartner Dynamics in Strategic Alliances</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Managing Knowledge in Strategic Alliances</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Management Dynamics in Strategic Alliances</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Strategic Alliances for Value Creation</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Behavioral Perspectives on Strategic Alliances</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Strategic Alliances in a Globalizing World</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Researching Strategic Alliances</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Standard Shipping and Handling for Books:**
$7.50 handling fee on U.S. orders; $9.00 for the rest of the world plus $3.00 shipping per book

*Online shopping available at www.infoagepub.com*