



## Lectures recommandées

La liste de livres et d'articles qui suit sera utile aux lecteurs qui souhaitent obtenir des renseignements plus détaillés sur les alliances stratégiques.

### • Livres et brochures

BADARACCO, Joseph L. Jr. *The Knowledge Link: How Firms Compete Through Strategic Alliances*, Harvard Business School Press, 1991.

BLEEKE, Joel et David ERNST. *Collaborating to Compete: Using Strategic Alliances and Acquisitions in the Global Marketplace*, John Wiley and Sons, Inc., New York, 1993.

LOTKIN, James W. et Jana B. MATTHEWS. *Winning Combinations: The Coming Wave of Entrepreneurial Partnerships Between Large and Small Companies*, John Wiley and Sons, Inc., New York, 1992.

OLLINS, Timothy M. et Thomas L. DOORLEY. *Teaming Up for the 90s: A Guide to International Joint Ventures and Strategic Alliances*, Business Horwood, Illinois, One Irwin, 1991.

COSMA, Richard P. et John E. McDERMOTT. *International Joint Ventures: The Legal and Tax Issues*, The Eurostudy Publishing Company, Londres, 1991.

GRAHAM, John L. et Yostuhiro SANO. *Smart Bargaining: Doing Business with the Japanese*, Harper Business, New York, 1989.

HENDON, Donald W. et Rebecca Angeles HENDON. *World Class Negotiating: Deal Making in the Global Marketplace*, John Wiley and Sons, Inc., New York, 1990.

INVESTISSEMENT CANADA. *Grandir ensemble – L'option coentreprise au Canada*, Ottawa, 1991.

LEWIS, Jordan. *Partnerships for Profit, Structuring Alliances*, New York Free Press, 1990.

LORANGE, Peter et Johan ROOS. *Strategic Alliances: Formation, Implementation and Evolution*, Blackwell Publishers, Cambridge, 1992.

LYNCH, Robert Porter. *The Practical Guide to Joint Ventures and Strategic Alliances*, John Wiley and Sons, Inc., New York, 1989.

RAPHAEL, David E. *Designing Strategic Alliances: Guidelines for Managers*, SRI International, Menlo Park, 1993.

RAPHAEL, David E. *Managing and Growing Strategic Alliances: Guidelines for Managers*, SRI International, Menlo Park, 1993.