



Selected Reading

The following books and articles are provided for those who would like more detailed information on strategic alliances.

• Books/Brochures

- Joseph L. Badaracco Jr. 1991: *The Knowledge Link: How Firms Compete Through Strategic Alliances*, Boston, Harvard Business School Press.
- Joel Bleeker and David Ernst 1993: *Collaborating to Compete: Using Strategic Alliances and Acquisitions in the Global Marketplace*, New York, John Wiley and Sons, Inc.
- James W. Botkin and Jana B. Matthews 1992: *Winning Combinations: The Coming Wave of Entrepreneurial Partnerships Between Large and Small Companies*, New York, John Wiley and Sons, Inc.
- Timothy M. Collins and Thomas L. Doorley 1991: *Teaming Up for the 90s: A Guide to International Joint Ventures and Strategic Alliances*, Business Homewood, Illinois, One Irwin.
- Richard P. Cosma and John E. McDermott 1991: *International Joint Ventures: The Legal and Tax Issues*, London, The Eurostudy Publishing Company.
- John L. Graham and Yostuhiro Sano 1989: *Smart Bargaining: Doing Business with the Japanese*, New York, Harper Business.
- Donald W. Hendon and Rebecca Angeles Hendon 1990: *World Class Negotiating: Deal Making in the Global Marketplace*, New York, John Wiley and Sons, Inc.
- Investment Canada, 1991: *Growing Together. Exploring the Joint Venture Option in Canada*, Ottawa, Investment Canada.
- Jordan Lewis 1990: *Partnerships for Profit, Structuring Alliances*, New York Free Press.
- Robert Porter Lynch 1989: *The Practical Guide to Joint Ventures and Strategic Alliances*, New York, John Wiley and Sons, Inc.
- Peter Lorange and Johan Roos 1992: *Strategic Alliances: Formation, Implementation and Evolution*, Cambridge, Blackwell Publishers.
- David E. Raphael 1993: *Designing Strategic Alliances: Guidelines for Managers*, Menlo Park, SRI International.
- David E. Raphael 1993: *Managing and Growing Strategic Alliances: Guidelines for Managers*, Menlo Park, SRI International.