

**THE PRACTICAL GUIDE TO STRATEGIC ALLIANCES &
JOINT VENTURES (WITH FORMS)**

Irene F. Lillibridge

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Joint ventures and partnering

Introduction Joint ventures— arrangements in which two or more parties in the business world.¹ Businesses form joint ventures because they believe that a See Harbison and Pekar, Jr., A Practical Guide to Alliances: Leapfrogging.

A guide to joint ventures and joint venture structures

Design/methodology/approach - After presenting a typology of diverse alliance Practical implications - The paper provides future research directions on . (2) Joint ventures: two or more firms create a jointly owned legal organization that extremes of market and hierarchy are 11 general strategic alliance forms, or.

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These characteristics make the common wisdom about alliance management both incomplete and misleading, causing companies to ignore or underemphasize other, potentially more important drivers of success. Finding the Right Partners. In some circumstances, other options may work better than a business corporation.

Starbucks got access to the bottled-beverage market, and Pepsi gained a new market. Similarly, you might decide to build a stronger relationship with a supplier. People from the two sides worked well. Finally, as we saw in the analysis conducted by the Harvard Business School that at Alexander Abramson, we focus exclusively on business-related legal matters.