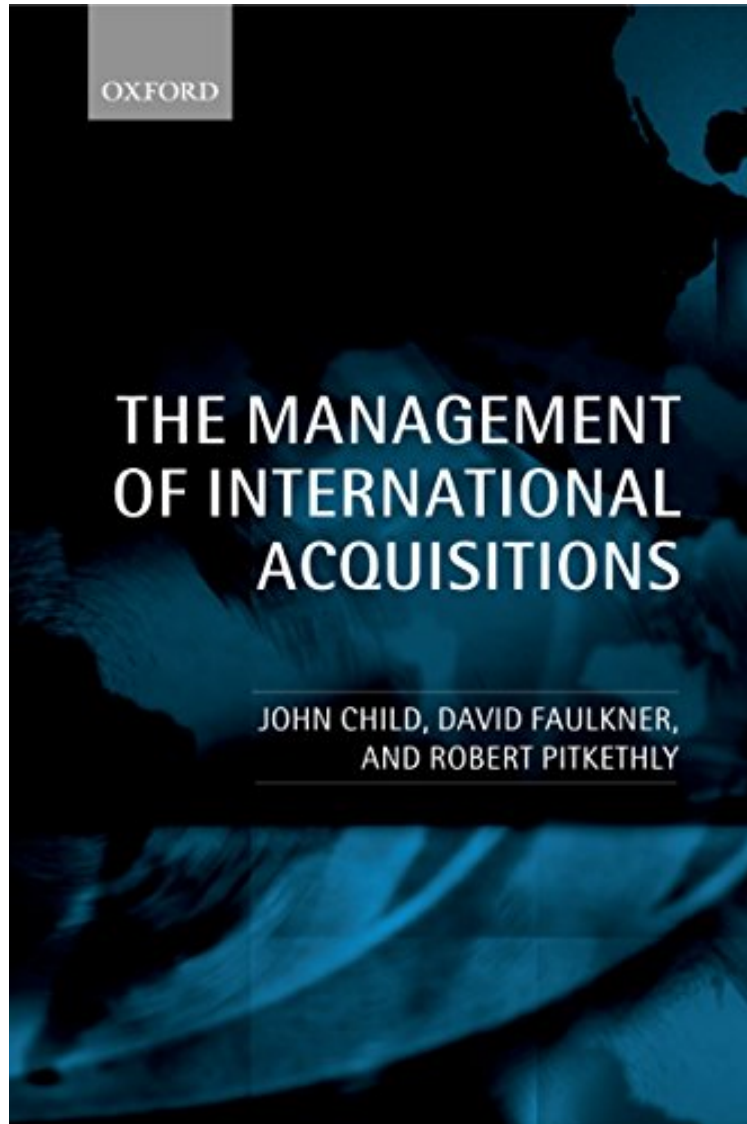


The Management of International Acquisitions

John Child, David Faulkner, Robert Pitkethly
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John Child, David Faulkner, Robert Pitkethly : The Management of International Acquisitions before purchasing it in order to gauge whether or not it would be worth my time, and all praised The Management of International Acquisitions:

How much does national culture and management style influence acquisitions and post-acquisition management? The book explores the different ways in which companies from varying cultures and nationalities approach the task of integrating new UK acquisitions into their group, and examines the question of whether any one method of integration

seems to be superior to another in terms of resultant performance of the newly-acquired subsidiary.

"The book provides a refreshing new perspective on issues related to the management of acquisitions, an area that has received limited research attention. In particular, it provides some very interesting insights into how differences in acquiring firm nationalities have important implications for postacquisition management and subsequent performance." *The Academy of Management*, Jan. 2002, Vol. 27, Issue 1, p129, 4p

About the Author John Child holds the Chair of Commerce at the Birmingham Business School. He was the Founding Director of both the Centre for International Business and Management, University of Cambridge and of the Chinese Management Centre, University of Hong Kong. He is now Director of the Centre for International Business and Organization at Birmingham. He consults for major corporations in the areas of strategic alliances, organizational design, organizational learning, and business operations in China. His books include *Strategies of Cooperation* (with David Faulkner, OUP 1998) and he is co-editor of the *Handbook of Organizational Learning and Knowledge* (OUP 2001). David Faulkner is University Lecturer in Strategic Management at the Said Business School and Tutorial Fellow at Christ Church, University of Oxford. He spent much of his career as a strategic management consultant with McKinsey and Co. and Arthur D. Little before moving into academic life. He has been Deputy Director (undergraduate courses) and Deputy Director (MBA) of the Said Business School. His publications include *Strategies of Co-operation* (with John Child, OUP 1998), *Co-operative Strategies: Economic, Business, and Organizational Issues* (edited with Mark de Rond, OUP 2000), and the *Oxford Handbook of Strategy* (2 volumes, edited with Andrew Campbell, OUP 2003). Robert Pitkethly is a University Lecturer in Management Studies at the Said Business School, teaching strategic management and management of intellectual property. He is also a Fellow and Tutor in Management at St. Peter's College, University of Oxford. Previous appointments have included Visiting Fellow at both the Institute of Intellectual Property and the National Institute of Science and Technology Policy in Tokyo, and Research Fellow at the Judge Institute of Management Studies, University of Cambridge.