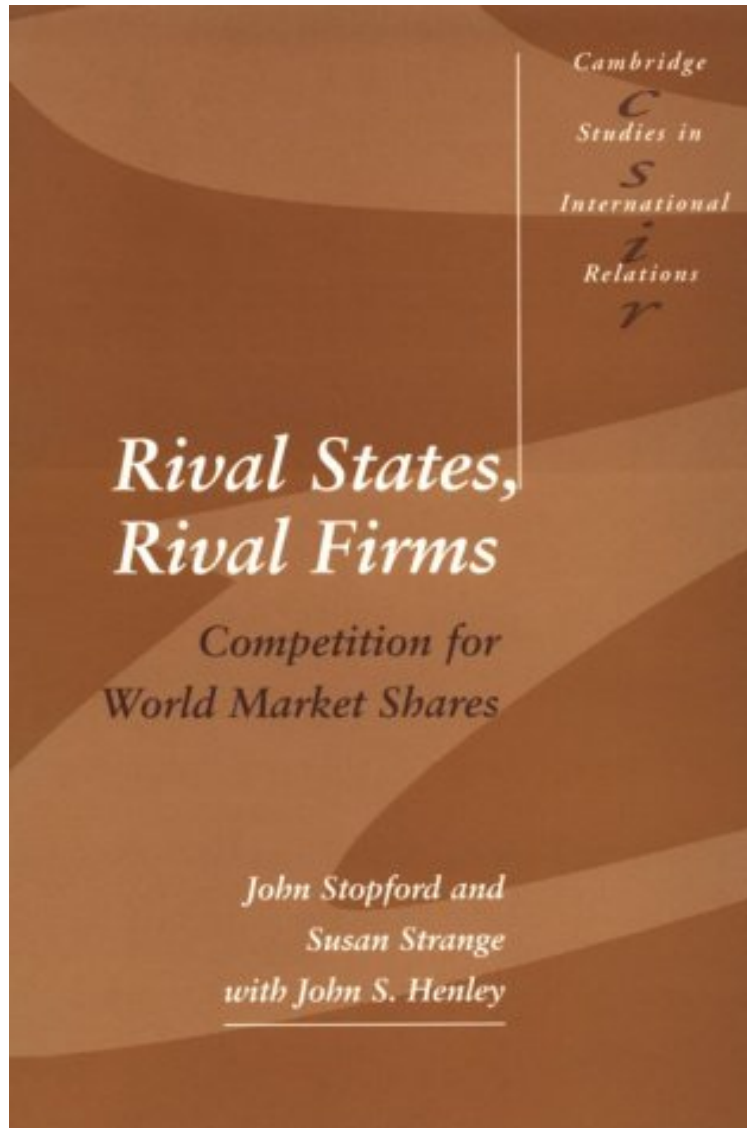


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Rival States, Rival Firms: Competition for World Market Shares (Cambridge Studies in International Relations)

John M. Stopford, Susan Strange, John S. Henley
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John M. Stopford, Susan Strange, John S. Henley : Rival States, Rival Firms: Competition for World Market Shares (Cambridge Studies in International Relations) before purchasing it in order to gauge whether or not it would be worth my time, and all praised Rival States, Rival Firms: Competition for World Market Shares (Cambridge Studies in International Relations):

2 of 2 people found the following review helpful. Bargains between states and firms By Rob 2037 In this book, Susan Strange (with John Stopford) develops the relational power model that she introduces in "States and Markets". The book introduces the firm as a player in diplomacy and argues that transnational corporation can exercise the type of relational power that the state exercises. The book is a foundation to Strange's "The Retreat of the State" and a read of all three books, plus Roger Tooze's anthology of Strange's work "States and Authorities" provides an excellent introduction to International Political Economy as seen from a distinctly European perspective and with the clarity (and quirkiness) provided by the late Susan Strange.

In this work, Professors Stopford and Strange explore the mutual interdependence of states and firms. They show how global structural changes often impel governments to seek the cooperation of managers of multinational enterprises, but within the constraints of each country's economic resources, social structures and history. Using research into the experience of over fifty multinationals and one hundred investment projects in Brazil, Malaysia and Kenya, the authors develop a matrix of agendas. They present the impact on projects of the multiple factors affecting the bargaining relationships between the government and the foreign firm at different times and in a variety of economic sectors.