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The ASAP Handbook of Alliance Management: A Practitioner's Guide



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Asap Alliance Practitioners Guide

Lingsheng Yao



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The ASAP Handbook of Alliance Management Jeremy Ahouse,2013-02-15 The ASAP Handbook of Alliance Management A Practitioner s Guide 3rd edition is the only compendium of alliance management practices principles and current professional standards that puts all the information you need in one unique indispensable resource This new publication provides An unequaled body of knowledge for alliance professionals at every level A substantive update and revision of previous editions All new material including a new section on emerging topics in alliance management Alliances Ard-Pieter de Man,2014-02-10 A timely and practical guide that helps senior managers design successful strategic partnerships Strategic alliances are increasingly common among modern corporations and a hot topic in today s business schools Alliance is a sophisticated guide to crafting successful partnerships offering a combination of carefully designed checklists up to date examples and scenarios from around the world and the tools needed to ensure that all elements of an alliance are taken into account and fully assessed Most managers don t have the experience or knowledge to create a functional alliance governance structure This book fills that knowledge gap with a clear description of the proper implementation process Ideal for business leaders engaged in building a corporate alliance and business school students Covers all of the available alliance structure describes the building blocks of alliance design and defines an effective process for managers constructing alliances Written by a leading expert on the subject who is a member of the Board of Directors of the Association of Strategic Alliance Professionals As the popularity and frequency of corporate strategic alliances grows Alliance gives business leaders the insight and practical advice they need to ensure their partnerships benefit all parties *The Strategic Alliance Handbook* Mike Nevin,2016-03-03 Strategic alliances offer organisations an alternative to organic growth or acquisition when faced with the need to develop the business to a new level innovate in terms of products or services or significantly reduce costs The Strategic Alliance Handbook is a clear and complete guide to the nuts and bolts of the process behind successful collaborations The book enables readers to understand the commercial technical strategic cultural and operational logic behind any alliance and to establish an approach that is appropriate for the type of alliance they are seeking and the partner organisation s with whom they are working Whether you are an alliance executive responsible for the systems strategy and performance of your organisation s alliancing programme or an alliance manager needing to ensure the success of a given partnership The Strategic Alliance Handbook is an essential guide **Alliances for Sustainable Futures** Jaap Boonstra,Marcos Eguiguren,2023-01-20 Providing an in depth exploration of the formation building development and evolutionary phases of sustainable alliances this book presents a new perspective on organizational change in value driven alliances Combining theoretical ideas practical concepts and critical reflections on the topic this insightful and timely book supports the conception and progression of purpose driven alliances which contribute to a more positive and sustainable world **The Strategic Alliance Handbook** Mr Mike Nevin,2014-10-28 Strategic alliances offer organisations an

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