

Chapter 1 : "Joint Ventures and U.S. Antitrust Law" by Eric T. Laity

*The Handbook of Joint Venturing [John D. Carter, C. Scott Hartz, Robert F. Cushman] on www.nxgvision.com *FREE* shipping on qualifying offers. Describes how groups of companies can work together to start new businesses, acquire new technology, or enter new markets.*

Partial Content from the Introduction: Two heads are better than one. If you are a business owner who wants to significantly increase market reach, break down barriers to entry in your market, or simply generate skyrocketing revenues in a shorter amount of time, these old adages are becoming more and more relevant. Also, whether you seek funding or not, the information in these pages will give you the proper foundation for achieving your financial goals. First, we will dive together into the technical aspects of joint venturing JV , and I will give you the nuts and bolts of what a joint venture is and how to make yours successful. I am also going to expose some of the myths and realities of joint ventures so you can avoid the major pitfalls that are sometimes associated with this unique partnership. This short, readerfriendly book is about best practice in joint ventures: Every year, corporations establish thousands of joint ventures JVs , investing hundreds of billions of dollars. The use of JVs and strategic alliances has been rapidly growing. The senior executives in these organizations often noted that the decisionmaking format I used with them would make a great book. The key purpose of the book is to demonstrate that joint ventures can work. They require however an open mind, and the willingness to work through a series of questions I provide. Contrary to the perceptions of some, JVs can be just as profitable and survive just as long as wholly owned subsidiaries. They can in fact be effectively managed, and they are not going to cause a firm to lose its proprietary technology. If one is willing to acknowledge and respect that someone else here a partner has much to contribute, a stronger enterprise can result. True JVs can result in more stable and sustainable business, benefiting all partners, in whatever country they are located. The format of the book is intentionally conversational. It uses the Socratic method question, answer, question, answer which works so effectively in a case study classroom. This book is written for practicing managers and executives. Those contemplating the formation of a JV and those currently engaged in JVs will see improvement in the duration and performance of their collaborative ventures by following the recommended actions. A second audience is business schools and academics. Irwin Professional Pub Format Available: Describes how groups of companies can work together to start new businesses, acquire new technology, or enter new markets.

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The Handbook Of Joint Venturing The Handbook of Joint Venturing identifies the critical issues other companies have faced so readers can avoid mistakes and achieve the close cooperation necessary for a successful joint venture.

Chapter 3 : "Joint Venturing in South America" by Eric T. Laity

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A joint venture has most of the elements of a partnership such as shared management, the power of each venturer to bind the others in the business, division of profits, and joint responsibility for losses.