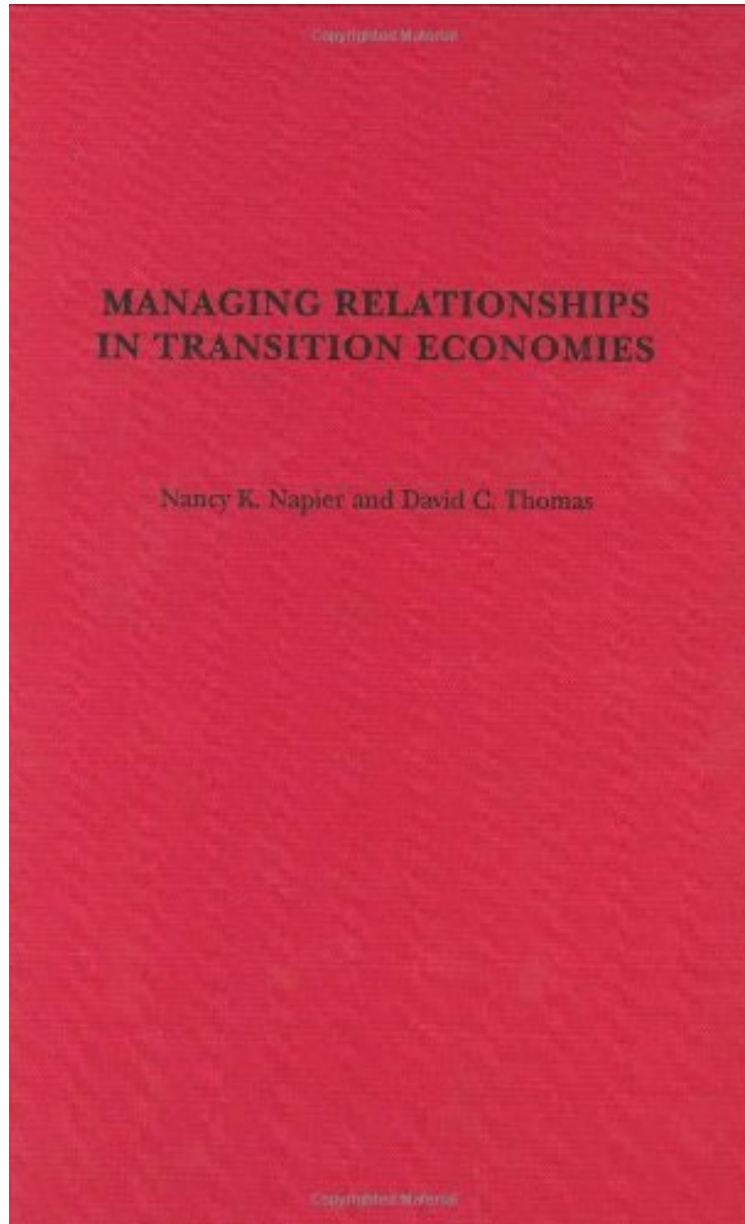


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Managing Relationships in Transition Economies

Nancy K. Napier, David C. Thomas

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Nancy K. Napier, David C. Thomas : Managing Relationships in Transition Economies before purchasing it in order to gauge whether or not it would be worth my time, and all praised Managing Relationships in Transition Economies:

The transition from socialist or communist economy to market economy in many countries has been dramatic, unpredictable, and mostly on the surface, observable in new consumption patterns or higher standards of living. But deeper change in the managerial mindset in these new market economies has been much slower and less evident. It is crucial to business success for foreign managers to understand their transition economy counterparts. This book examines the interactions that foreign and transition economy managers have in building business relationships, the influences behind those interactions, how the interactions themselves change over time, and how to manage the process of building relationships more smoothly.

"Napier and Thomas offer significant and timely insights into how transitional economies work and how foreign managers can survive doing business there. This is a 'must read' for those managers entering the transitioning economies, providing powerful background knowledge based on years of practical experience."-Marjorie A. Lyles, Professor of International Strategic Management Indiana University Kelley School of Business"Doing business in countries outside US borders requires flexibility, education and, as Napier and Thomas point out, relationships with those familiar with the country and its particular approach to 'Kapitalism.' Managing Relationships in Transition Economies provides insight into the minds of foreign managers and points out the importance of understanding the economic culture and management style of a country's administrators."-Patrick J. Mills, International Project Manager Washington Group International, Integrated Services Division"Napier and Thomas have clearly extended the limited previous literature on how to effectively manage in transition economies. They have driven home the point that the key to success is not grand strategic calculation but on-the-ground relationships between domestic and foreign managers who participate in these transitions day in and day out. In the strategy jargon, it is strategy implementation--not merely formulation--that counts, a message with which I totally agree. I am confident that this book will be well read, cited, and debated by students, scholars, and practitioners interested in transition economies in the years to come."-Mike W. Peng, Professor, Fisher College of Business, The Ohio State University; Editor, Asia Pacific Journal of Management; Author, Business Strategies in Transition EconomiesAbout the AuthorNANCY K. NAPIER is Executive Director of the Global Business Consortium and Professor of International Business and Management at Boise State University.DAVID C. THOMAS is Professor of International Management and Area Coordinator of International Business at Simon Fraser University in Canada.