This title contains a selection of the most influential literature on the historical evolution of collaborative agreements in international business. Strategic alliances and other forms of collaboration are prominent features of contemporary business life, but it is seldom realized that such strategies have been extensively employed by firms throughout the twentieth century. This collection of papers – drawn from all periods of the last hundred years to the present day – seeks to explore this rich experience and highlight its importance to present-day debates and to consider the strategies of a wide range of American, Japanese and European firms and industries.

‘This collection of articles will be welcomed by both parts and should be well-used in both the business courses and history courses. . . . The collection is especially useful since several of the individual items have appeared in volumes that are not readily accessible.

– Forrest Capie, Business History