

# — THE — MULTINATIONAL CORPORATION



**Sanjaya Lall**

# The Multinational Corporation Nine Essays

**Alan M. Rugman, Lorraine Eden**



## **The Multinational Corporation Nine Essays:**

*The Multinational Corporation* Sanjaya Lall,1983-05-26      *The Multinational Corporation* ,1977      Industrial Structure and Policy in Less Developed Countries Colin Kirkpatrick,N. Lee,Fred Nixson,2012-08-06 First published in 1984 this textbook analyses at both aggregate and micro economic levels the contemporary industrial conditions in Third World countries and relates this to the process of economic growth and structural transformation Drawing upon both industrial and development economics the authors offer a comprehensive and integrated treatment of the different levels of industrial analysis in less developed countries alongside a wealth of comparative data on industrial structure business concentration and behaviour and industrial policies in a cross section of countries in Africa Asia the Far East and Latin America      **The Multinational Corporation** Sanjaya Lall,1978      *The Role of Multinational Companies in the Middle East* Mamarinta P. Mababaya,2002 This study investigated whether known economic and international business theories available in the literature are meaningful enough to explain the nature existence and role of multinational companies MNCs in the Middle East particularly Saudi Arabia Two sets of questionnaires were distributed in major cities of Saudi Arabia one set for 100 multinational managers and another for 280 multinational customers 234 questionnaires were collected 45 from multinational managers and 189 from customers This represents a total response rate of 62 percent which is adequate for this study The empirical results supported with comprehensive secondary data confirmed virtually all of the research hypotheses The study found that joint ventures are the dominant form of multinational business in Saudi Arabia both in manufacturing and service industries The core roles of MNCs in the Saudi foreign ventures are evident in the cross border value adding activities of marketing trading manufacturing consulting contracting project management insurance hotel operation and banking Likewise MNCs provide licensing franchising financing services and various auxiliary roles in the Kingdom Therefore the multinationality of a firm or a group of firms operating across national boundaries is not necessarily synonymous with international production the main subject of contemporary multinational theories The respondents generally perceived the competitiveness of MNCs operating in Saudi Arabia as a function of a number of economic management marketing technological and other variables They also perceived the contributions of MNCs to the Kingdom s socio economic developments as significant and positive The study also found that understanding Islamic values and ethics is important for MNCs In this regard the researcher looked at some objective indicators of business success and related them to selected measures of MNCs local cultural awareness and responsiveness The results indicate that the business success of multinationals operating in Saudi Arabia is positively related to their local cultural awareness and responsiveness Along this line this study covers some vital elements of Islamic culture which will help MNCs understand further the cultural needs values and sensitivities of the Saudi people and Muslims in general      Routledge Library Editions: Multinationals Various Authors,2022-07-30 The volumes in this set originally published between 1955 and 1993 draw together research by leading

academics in the area of multinationals and provides a rigorous examination of related key issues The volumes examine foreign investment and currency translation environmental control issues and the impact of multinationals on the British economy This set will be of particular interest to students of business studies

**Multinationals and Transfer Pricing** Alan M. Rugman, Lorraine Eden, 2017-02-03 One of the reasons for the success of multinational enterprises in their ability to create in their supranational organisations internal markets which eliminate the imperfections of external world markets caused by tariffs on trade restrictions on the flow of capital information costs and so on The method multinationals use to create and sustain internal markets is transfer pricing Multinationals use to their advantage the difference between nominal accounting and real transfers from their head offices to a subsidiary in different countries to overcome transaction costs and restrictions on trade and capital flows This book first published in 1985 examines these and other aspects of multinationals use of transfer pricing It puts forward original thinking and research findings by leading experts in this area Empirical results are related to the activities of multinationals in less developed countries This volume covers the economic theories of transfer pricing accounting and fiscal practices and implications for government policies and regulations and will be of interest to students of economics and business studies

*International Human Resource Management* Dr. Jasvinder Singh, Ms. Madhvi Batra, Ms. Komal Verma, Dr. K. Suresh Kumar, 2025-12-26 International Human Resource Management IHRM deals with managing people across different countries and cultures in multinational organizations It includes activities such as global recruitment training performance management compensation and employee relations IHRM addresses challenges like cultural diversity legal differences and expatriate management It helps organizations develop a skilled global workforce and improve international competitiveness Effective IHRM practices support employee engagement and organizational growth Overall international human resource management plays a key role in aligning global talent strategies with business objectives

**The Globalization of Business Firms from Emerging Economies** Henry Wai-Chung Yeung, 1999 This authoritative collection sheds new light on the global and regional operations of business firms from emerging markets and shows how the pressures of the competitive global economy help shape the management and organisation of these firms

**The New Multinationals** Sanjaya Lall, 1983 Study of multinational enterprises from newly industrializing countries especially Argentina Brazil Hong Kong and India deals with foreign investment management marketing research and development industrial policy etc discusses comparative advantages over local firms and other multinationals monopolies and criteria for selecting host country References

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**The Theory of Vertical Integration** Mark Casson,1984  
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