

**Examination Literature valid from September 2013 Exam Date
("Schwerpunktfach" and "Spezialisierungsfach")**

International Business

Shenkar, O., & Luo, Y. (2008). *International business* (2nd ed.). Los Angeles et al.: Sage. (→ Chapters 1-5, 7-9)

Internationalization

Mellahi, K., Frynas, J. G., & Finlay, P. (2005). *Global strategic management*. Oxford: Oxford University press. (→ Chapter 6: Managing the internationalization process)

Shenkar, O., & Luo, Y. (2008). *International business* (2nd ed.). Los Angeles et al.: Sage. (→ Chapter 12: Building and managing global strategic alliances)

Johanson, J., & Vahlne, J.-E. (2009). The Uppsala internationalization process model revisited: From liability of foreignness to liability of outsidership. *Journal of International Business Studies*, 40(9), 1411-1431.

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Cross-Cultural Management

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Schneider, S. C., & Barsoux, J.-L. (2003). *Managing across cultures* (2nd ed.). Upper Saddle River: Prentice Hall. (→ pp. 1-117)

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- Brett, J. M., Behfar, K., & Kern, M. C. (2006). Managing multicultural teams. *Harvard Business Review*, 84(11), 84-91.

Structure & Configuration

- Mintzberg, H. (2003). The structuring of organizations. In H. Mintzberg, J. Lampel, J. B. Quinn, & S. Ghoshal (Eds.), *The strategy process: Concepts, contexts, cases* (pp. 209-226). Upper Saddle River, NJ: Prentice Hall.
- Bartlett, C. A., Ghoshal, S., & Birkinshaw, J. (2004). Developing coordination and control: The organizational challenge. In C. A. Bartlett, S. Ghoshal, & J. Birkinshaw (Eds.), *Transnational management: Text, cases, and readings in cross-boarder management* (4th ed.) (pp. 339-355). Boston et al.: McGraw Hill.
- Galbraith, J. R. (2005). Organizing to deliver solutions. *Organizational Dynamics*, Vol. 31(2), 194-207.

Coordination & Control

- Harzing, A.W. (1999). *Managing the multinational*. Cheltenham: Edward Elgar. (→ Chapters 1 & 2)
- Edström, A., & Galbraith, J. R. (1993). Transfer of managers as a coordination and control strategy in multinational organizations. In: G. Hedlund (Ed.), *The United Nations library on transnational corporations* (pp. 244-261). Organization of transnational corporations (Vol. 6). London & New York: Routledge.
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Subsidiary-Level Strategy

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All articles and book chapters are available for copying at the Department of International Management.

June, 2013