**The LG-Nortel Joint Venture**

1. Did Nortel make the right decision by entering South Korea through a JV? What other market entry alternatives did Nortel have?
2. What are the advantages & disadvantages of having a strategic alliance such as the LG-Nortel JV?
3. What are the skills & attributes that successfully JV managers would ideally possess? What about MacKinnon?
4. What can MacKinnon do to reduce cross-cultural conflicts within the JV?
5. What can Nortel & LG do to improve the probabilities of the success of this JV?