**List of Questions**

**Puck, J. F., Holtbrügge, D., & Mohr, A. T.** (2009). “Beyond Entry Mode Choice: Explaining the Conversion of Joint Ventures into Wholly Owned Subsidiaries in the People’s Republic of China”, *Journal of International Business Studies*, 40(3), 388-404.

**Q1: WHAT** is the major argument of this article?

**Q2: WHY** do you think that transaction cost theory is relevant for explaining the logic of ownership change in principle? **HOW** about institutional they?

**Q3:** Explain each hypothesis briefly.

**Q4:** Describe the methodology in depth. Interpret **WHAT** the empirical results of this study really indicate.

**Q5: WHAT** implications for practitioners can be made from the conclusive remarks of this article?

**Meyer, K. E., & Nguyen, H. V.** (2005). “Foreign Investment Strategies & Sub-National Institutions in Emerging Markets: Evidence from Vietnam”, *Journal of Management Studies*, 42(1): 63-93.

**Q1:** **WHAT** is the major argument of this article? HOW is it related to the IB context? WHY do you think it very important?

**Q2:** **WHAT** is the uniqueness or originality of this article?

**Q3: WHAT** does it mean by “institutions influence the evolution of resources & capabilities”?

**Q4:** Clarify **HOW** economic & institutional change looks like in Vietnam.

**Q5:** Explain **HOW** institutions affect (1) location strategies & (2) foreign investors’ entry mode choice in Vietnam.

**Q6:** **WHAT** does it mean by “the more developed market-supporting institutions in a region are, the more likely foreign investors are to establish greenfield operations in that sub-national region.”?