**FDI Strategies: Entry Mode Selection**

**Peng, M. W. (2000).** “Controlling the Foreign Agent: How Governments Deal with Multinationals in a Transition Economy”, *Management International Review*, 40: 141-165.

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

**Q2: WHY** is it so important for multinational enterprises (MNEs) to have a strong relationship with governments?

**Q3:** **WHAT** does it mean by local governments acting as “agents of the state”?

**Q4:** Clarify the dynamics of MNE-government relationships in three cases.

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

**Q6:** Please find out one **failed** international joint venture and investigate core factors responsible for its failure in depth.