**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.

**Meyer, K. E., Estrin, S., Bhaumik, S. K., & Peng, M. W.** (2009). Institutions, Resources, and Entry Strategies in Emerging Economies. *Strategic Management Journal*, 30(1), 61-80.

**Q1:** How do foreign firms adapt entry strategies under significant differences in institutional development?

**Q2:** What extent do investors’ needs for local resources influence entry strategies in institutional contexts?

**Q3:** Draw managerial suggestions from the empirical evidence.

**Schwens, C., Eiche, J., & Kabst, R.** (2011). “The Moderating Impact of Informal Institutional Distance and Formal Institutional Risk on SME Entry Mode Choice”, *Journal of Management Studies*, 48(2), 330-351.

**Q1:** What are the major contributions of this study in theoretical, methodological & empirical terms?

**Q2:** Evaluate the major difference between this scholarly investigation and Meyer et al. (2009).

**Q3:** Discuss whether, how and when entry mode choice is significantly influenced by (1) prior international experience, (2) proprietary know-how, and (3) strategic importance.

**Q4:** What is common method variance (CMV)? How did the authors overcome this critical issue?

**Q5:** What is the valuable message of this particular study?

**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?