



International Strategic Alliances: Joint Ventures Between Asian and U.S. Companies

Frederick D. Lipman

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International Strategic Alliances is primarily directed at U.S. companies, specifically middle-market or smaller, who wish to establish strategic alliances based in China or other Asian countries. Unlike other books, International Strategic Alliances is also intended for middle market or smaller Asian companies who wish to establish strategic alliances based in the U.S. One of the chapters includes a detailed step-by-step guide to obtaining a U.S. Green Card through an EB-5 visa for Asian entrepreneurs and their families. About the Authors: Frederick D. Lipman is a senior partner with the international law firm of Blank Rome LLP, with offices in Hong Kong and Shanghai. He has lectured on business topics in China and has appeared on Chinese television. Mr. Lipman has lectured in the MBA program at the Wharton School of Business and at the University of Pennsylvania Law School. A graduate of Harvard Law School, he has appeared on CNBC, CNN and Bloomberg and has been quoted in the Wall Street Journal, the New York Times, USA Today, Forbes, and other business publications. Mr. Lipman is an internationally known authority on business law and has authored 14 books, including Whistleblowers, Incentives, Disincentives and Protection Strategies (John Wiley & Sons, Inc. 2012), The Family Business Guide (Palgrave Macmillan 2010), International and U.S. IPO Planning (John Wiley & Sons, Inc. 2009), Valuing Your Business: Strategies to Maximize the Sale Price (John Wiley & Sons, Inc. (2005), Executive Compensation Best Practices (John Wiley & Sons, Inc. 2008), Corporate Governance Best Practices (John Wiley & Sons, Inc. 2006), and Audit Committees (The Bureau of National Affairs, Inc. 2008). Professor Larry Dongxiao Qui is a professor at the School of Economics and Finances and an Associate Dean at The University of Hong Kong. He teaches courses in foreign trade and investment in China and has published a number of academic papers, including a paper entitled "Cross-Border Strategic Alliances and Foreign Market Entry", and co-authored an article entitled "International Mergers: Incentives and Welfare." Dr. Qui obtained his Bachelor of Science (Math) degree in 1983 from Zhongshan University, China, Master of Arts (Economics) degree in 1989 and PhD (Economics) degree in 1993 from University of British Columbia, Canada. He then joined Hong Kong University of Science and Technology in 1993 as an assistant professor and later became an associate professor and then professor. He moved to the University of Hong Kong in January 2008 as a professor. Dr. Qui's research covers a wide range of topics, with focuses on industrial organization, international trade and foreign direct investment (FDI). In the field of FDI, he analyzes cross-border M&As, strategic alliances and technology transfer. He has also done some research on China's foreign trade and FDI. He has published extensively in international journals and books. Dr. Qui has taught a variety of courses at all levels and in many places including China, Hong Kong and Portugal. Examples of his courses include globalization, international trade and finance, China's industry analysis, and foreign trade and investment in China.

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