



Export Consortia in Developing Countries: Successful Management of Cooperation Among SMEs

Fabio Antoldi, Daniele Cerrato, Donatella Depperu

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Export Consortia in Developing Countries: Successful Management of Cooperation Among SMEs

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The book analyzes export consortia from the strategic management perspective. It builds on an empirical analysis of nine export consortia promoted by UNIDO in developing countries between 2004 and 2007. The book is based heavily on actual export consortium experiences, in order to combine a rigorous research approach with a more pragmatic view of the phenomenon. The material will be of interest to a variety of readers. Scholars in the field of management represent the authors' primary target. The book includes a literature review which combines the topics of SME internationalization, strategic networks, and the issues which relate specifically to SME alliances in the form of export consortia. Entrepreneurs and executives will find useful business models and management tools for the successful design and implementation of export consortia. Insights into the functioning of export consortia may also be of interest to policy-makers and institutions that develop support programs for the growth of SMEs in developing countries.

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