

# ES982-10 International Joint Ventures

**21/22**

**Department**

WMG

**Level**

Taught Postgraduate Level

**Module leader**

Steve Fisher

**Credit value**

10

**Module duration**

1 week

**Assessment**

100% coursework

**Study location**

University of Warwick main campus, Coventry

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## Description

### Introductory description

This module will provide an understanding of the reasons why joint ventures and other collaborative associations now form an increasingly important part of business and commercial activity. It will identify the many types of collaborative ventures now in common use and provide guidelines on the selection of the most appropriate formats to suit particular business needs. The module will also provide an overview of the practical, cultural, legal and financial aspects of joint ventures which can be critical in ensuring successful project implementation.

[Module web page](#)

### Module aims

This module will provide an understanding of the reasons why joint ventures and other collaborative associations now form an increasingly important part of business and commercial activity. It will identify the many types of collaborative ventures now in common use and provide guidelines on the selection of the most appropriate formats to suit particular business needs. The module will also provide an overview of the practical, cultural, legal and financial aspects of joint ventures which can be critical in ensuring successful project implementation.

### Outline syllabus

This is an indicative module outline only to give an indication of the sort of topics that may be covered. Actual sessions held may differ.

- Why Collaborate - benefits & risks.
- Collaboration Strategy.
- Types of Collaboration.
- Legal and Contractual Aspects
- Practicalities of Collaboration.
- Cultural aspects.
- Financial aspects.
- Case studies.
- Collaboration exercise.

## **Learning outcomes**

By the end of the module, students should be able to:

- Interpret the language of joint ventures and collaborations to evaluate the various types of collaboration used in business
- Critique specific examples and appropriate theory to determine the benefits and risks of collaboration, both for the business community as a whole and for their own organisation
- Systematically analyse the business implications of potential collaborative structures and control procedures throughout both the development and implementation phases of collaborative ventures
- Systematically develop effective control processes for the key financial and legal aspects of collaboration ventures
- Evaluate the risks of ineffective or inappropriate negotiating and project development skills, based on realistic syndicate exercises

## **Indicative reading list**

- Maude, Barry (2014) International business negotiation: principles and practice. AU: Palgrave Macmillan ISBN 9781137270511
- Thompson, Leigh I. (2015) The mind and heart of the negotiator. Sixth Ed. Boston: Pearson ISBN 1292073330, 9781292073330
- Gomes, Emanuel (2011) Mergers, acquisitions, and strategic alliances: understanding the process. Houndmills, Basingstoke, Hampshire; New York, NY: Palgrave Macmillan. ISBN 0230285368, 9780230285361
- Gibbs, Richard; Humphries, Andrew (2009) Strategic alliances & marketing partnerships: gaining competitive advantage through collaboration and partnering. London: Kogan Page. ISBN 0749454849, 9780749454845

[View reading list on Talis Aspire](#)

## **Subject specific skills**

By the end of the module, students should develop their skills in a number of areas, such as:

- Analysis of the implications, benefits and risks of collaboration in an international context
- Negotiation (planning and implementation) skills, including the inter-cultural aspects in an international context
- Financial analysis skills
- Analysis of the implications and development of control mechanisms for associated legal and contractual issues

## Transferable skills

By the end of the module, students should develop their skills in a number of areas, such as:

- Business report writing
- Negotiation
- Presentations
- Team working and planning

## Study

### Study time

Type	Required
Lectures	17 sessions of 1 hour (17%)
Demonstrations	1 session of 1 hour (1%)
Practical classes	12 sessions of 1 hour (12%)
Other activity	10 hours (10%)
Private study	60 hours (60%)
Total	100 hours

### Private study description

60 hours self-study leading to completion of post module assignment

### Other activity description

FT: 10 hours of pre-reading

PT & OS : 7 hours of pre-reading (with 20 hours of lectures)

## Costs

No further costs have been identified for this module.

## Assessment

You do not need to pass all assessment components to pass the module.

### Assessment group A1

	Weighting	Study time
Assessed work as specified by the department	100%	
Part-Time and overseas: PMA 4000 Words (70% weighting) and Group Presentation (30% weighting)		
Full-Time modules: PMA 3500 Words (60% weighting) , Multiple Choice Questionnaire - MCQ (5% weighting), Industry Report (5% weighting), Group Presentation (20% weighting) and Reflective essay (10% weighting)		

### Feedback on assessment

MCQ will be automatically marked (as applicable), with results provided during the module. Immediate oral feedback will be provided after exercises and will focus on formative feedback to correct misunderstanding and highlight good insights and solutions. Feedback will also be provided to any questions that arise from students within the lecture sessions.

Written feedback of approximately 150-250 words will be provided and will be focussed upon the strengths and weaknesses of the work with regard to the module learning objectives and the post-module assignment marking guidelines. Suggestions for improvement will also be provided.

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## Availability

### Courses

This module is Core optional for:

- Year 1 of TESS-H1ZW Postgraduate Taught Programme and Project Management
- TESS-H7PT Postgraduate Taught Programme and Project Management (Hong Kong)
  - Year 1 of H7PT Programme and Project Management (Hong Kong)
  - Year 1 of H7PT Programme and Project Management (Hong Kong)

This module is Core option list B for:

- Year 1 of TWMA-H1NB Postgraduate International Trade, Strategy and Operations
- Year 1 of TWMS-H7BF Postgraduate Supply Chain and Logistics Management (Hong Kong)
- Year 1 of TWMS-H7BG Postgraduate Supply Chain and Logistics Management (awarded jointly with Hong Kong Polytechnic University)

- Year 1 of TWMS-H7A5 Postgraduate Taught Programme and Project Management (China)
- Year 1 of TWMS-H7B4 Postgraduate Taught Programme and Project Management (Singapore)
- Year 1 of TESS-H7PE Postgraduate Taught Supply Chain and Logistics Management (Overseas and Self-Financing)
- Year 1 of TESS-H7PN Postgraduate Taught Supply Chain and Logistics Management (Thailand)

This module is Core option list C for:

- Year 1 of TESS-H1PT Postgraduate Taught Engineering Business Management (Awarded Jointly with Hong Kong Polytechnic Uni)

This module is Option list A for:

- Year 1 of TESS-H1X6 Postgraduate Taught Programme and Project Management

This module is Option list B for:

- Year 1 of TWMS-H1Y8 Postgraduate Taught Service Management and Design
- Year 1 of TWMS-H1Y9 Postgraduate Taught Service Management and Design (Hong Kong)
- Year 1 of TESA-H7PD Postgraduate Taught Supply Chain and Logistics Management (Home Fees)

This module is Option list C for:

- Year 1 of TESS-H1P2 Postgraduate Award in Engineering Business Management
- Year 1 of TESS-H1X0 Postgraduate Award in Taught Engineering Business Management (Hong Kong)
- Year 1 of TWMS-H7BE Postgraduate Service Management and Design (Thailand)
- Year 1 of TESA-H1P7 Postgraduate Taught Engineering Business Management
- Year 1 of TESS-H1P1 Postgraduate Taught Engineering Business Management
- Year 1 of TESS-H1P3 Postgraduate Taught Engineering Business Management (Hong Kong) Warwick Award
- Year 1 of TESS-H1PI Postgraduate Taught Engineering Business Management (Thailand)
- Year 1 of TESS-H1PU Postgraduate Taught International Technology Management
- Year 1 of TESS-H6C4 Postgraduate Taught International Technology Management (Hong Kong)