

PART I The Environment of Technology Transfer

1. International Business and the Transborder Movement of
Technology: A Dialectic Perspective 5
Denis F. Simon
2. The Implications of Global Integration for the National Control
of Technology 29
Stephen J. Kobrin
3. The Changing Nature of United States Government Policy on the
Transfer of Strategic Technology: An Overview 37
Alexander Good
4. Technology Transfer and Economic Growth: A Historical
Perspective on Current Developments 56
Raj Aggarwal

PART II Some Elements of Technology Transfer

5. Education and Technology Transfer: Recipient Point of View 79
Yair Aharoni
6. Technology Transfer in High-Technology Industries 103
Everett M. Rogers and Thomas W. Valente
7. Technology Transfer in Strategic Alliances: Competitive
Collaboration and Organizational Learning 121
Vladimir Pucik

PART III The Practice of International Technology Transfer in the Pacific Rim

8. Technology Transfer and Sino-Japanese Relations 143
Martha Caldwell Harris
9. China and Opportunities for Economic Development Through
Technology Transfer 159
William A. Fischer

10. Assessing Success in the United States–China Technology Transfer 176
Mary Ann Von Glinow, Otto Schnepf, and Arvind Bhambri
11. Comparing Japanese and American Technology Transfer in China: Assessing the “Fit” Between Foreign Firms and Chinese Enterprises 193
Roy F. Grow
12. Pros and Cons of International Technology Transfer: A Developing Country’s View 223
Linsu Kim
13. Improving the Pattern of Technology Transfers and Trade Between the United States and Japan 240
Bela Gold
14. Industrial Buying Behavior in the Peoples Republic of China: The Yin and Yang of Buyer–Seller Relationships in a Centrally Planned Economy 253
Wesley J. Johnston
Appendix 1 270
Appendix 2. A Brief Introduction to the China Tiajin Scientific and Technical Exchange Center with Foreign Countries (TSTEC) 271
Conclusion 273
Tamir Agmon and Mary Ann Von Glinow
- Index 275