

## *International Studies of Management and Organization*

### **Call for Papers**

#### **Special issue on**

#### **“Cross-Border Acquisitions: Chinese Firms as Buyers or Targets”**

In recent years, Chinese firms have been actively involved in cross-border acquisitions, both as buyers and sellers. In the overseas market, Chinese firms have surprised many people by taking over businesses from well-known firms such as IBM, Thomson, and Alcatel. Even in the midst of the world financial crisis, Chinese firms continue to make ambitious acquisitions, with several Chinese banks recently completing the purchase of banks in the U.S. and Europe. Statistics suggest that Chinese buyers are rapidly emerging as major players on the world acquisition stage.

Within China, the scene is equally impressive. Multinational corporations (MNCs) have long employed acquisitions as a mode to enter China. As the Chinese market has further opened, and the popularity of joint ventures began to subside around 1999, the number and importance of acquisitions by MNCs has increased significantly in China. Over the last few years, MNC acquisition activity has reached such a high level that it is spurring Chinese economic nationalism. Public opinion in China often bashes MNCs for buying (and eliminating) Chinese brands and hence gaining greater control over the Chinese market.

Due to a lack of rigorous and systematic research, our understanding of Chinese firms acquiring overseas companies and MNCs acquiring Chinese companies remains rudimentary. In this Call for Papers, *International Studies of Management and Organization* looks for articles that would significantly advance our knowledge of the two-way acquisitions in which Chinese firms are involved. Specific topics may include but are not limited to:

- Strategic motives for cross-border acquisitions involving Chinese firms;
- Organizational attributes (structure, strategy, and specific resources) that predict the use of Chinese cross-border acquisitions;
- Similarities and differences between Chinese buyers in overseas acquisitions buyers from other countries and sellers from other countries;
- The due diligence process carried out by MNCs in China acquisitions and that of Chinese firms making overseas acquisitions;
- Cross-border acquisitions as value creating or value-destroying strategies;

- The stock market reaction to the announcement of cross-border acquisitions involving Chinese firms;
- Post-acquisition integration challenges;
- Economic nationalism and cross-border acquisitions;
- Case studies drawing on the specific experience of successful or failed cross-border acquisitions.

Time schedule:

- Interested contributors should submit an abstract (less than 200 words) by Dec. 15<sup>th</sup> 2008. The author or at least one co-author should be a non-US scholar.
- Full papers should be submitted by April 1<sup>st</sup> 2009 (max 7,000 words all included).
- Final decision on the contributions: September 1<sup>st</sup> 2009.

Please send electronic submissions to the guest editor: Dr. Bingsheng Teng, Associate Professor of Strategic Management, Cheung Kong Graduate School of Business, Oriental Plaza, Tower E3, 3<sup>rd</sup> Floor, Beijing, China 100738; Emails: bsteng@ckgsb.edu.cn; bteng88@yahoo.com. Webpage: <http://en.ckgsb.com/faculty/TENGBinsheng/index.aspx>