



SDI Review Form 1.6

Journal Name:	<u>British Journal of Economics, Management & Trade</u>
Manuscript Number:	2014_BJEMT_13731
Title of the Manuscript:	Motives and partner selection criteria of emerging economies in establishing international strategic alliances
Type of the Article	Original Research Article

General guideline for Peer Review process:

This journal's peer review policy states that **NO** manuscript should be rejected only on the basis of '**lack of Novelty**', provided the manuscript is scientifically robust and technically sound.

To know the complete guideline for Peer Review process, reviewers are requested to visit this link:

(<http://www.sciencedomain.org/page.php?id=sdi-general-editorial-policy#Peer-Review-Guideline>)



SDI Review Form 1.6

PART 1: Review Comments

	Reviewer's comment	Author's comment (if agreed with reviewer, correct the manuscript and highlight that part in the manuscript. It is mandatory that authors should write his/her feedback here)
<u>Compulsory</u> REVISION comments	1. The author(s) need to identify the real motives to the alliance partners' choices. It's hardly to find the factors in the article. 2. Following 1, the author(s) use network concept to explore firm's location, which is the reason to the alliance. However, the way is about "structural embeddedness", which is illustrate that the "relationship" bring the firm's position (i.e the firm had already form alliance, then have this position). So the author(s) need to clarify the motives which bring the position, but not opposite issue. 3. Hypothesis has no deduction to the closeness, but the empirical do, it need to be modified. 4. The suggestion for the authors is to clarify the relationship in the alliance and network. Huawei's alliance network should have different connotations. For example, one agreement may be patent licensing, another may be the channel contract. 5. Because the conclusion for the firm is most likely the definition of centrality and betweenness, it is not clear that how the position provide the managerial implication to reader. The author(s) can take reference in the following article, it can let this article more detail definition in the network, and also, provide the exact reason that how firm chooses the ISA partners. This article do the earnest effort to identify the Huawei's alliance and depict the figure the structural network. When article emend, it would provide the enormous	1. The motives of the alliances partners'are market location, international expansion, and technological exchanges. 2. The motives of alliance is market location, international expansion, and technological exchanges. The selection criteria are social network and creative assets. We use the social network theory to explore how firms choose the partner alliance. 3. Degree centrality and Betweenness centrality are key factor to Individual study. Now I add the Hypothesis about Closeness centrality to the paper, please read in my paper where I marked with yellow. 4. Huawei's alliance network should have different connotations, in my paper, the agreement means patent licensing and channel contract. 5. I read those selected reference, then add some management meanings and contribution to the paper, please read my new paper.



SDI Review Form 1.6

	contribution. Kilduff, M., and Tsai, W., 2003, Social Networks and Organizations. Thousand Oaks, CA: SAGE Publications. Krackhardt, D., 1992, The Strength of Strong Ties: The Importance of Philos in Organization, In N. Nohria, & R. C. Eccles (Eds.), Networks and Organizations: Structure, Form, and Action: 216-239. Boston MA: Harvard Business School Press. Tsai, W., and Ghoshal, S., 1998, Social Capital and Value Creation: The Role of Intrafirm Networks, Academy of Management Journal, Vol. 41, No. 4, 464-476.	
<u>Minor</u> REVISION comments		
<u>Optional/General</u> comments		