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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>)



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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)
Compulsory REVISION comments	Even if the problem and approaches related to this paper are not totally new, it presents a good quality in the way that authors analyzed the phenomenon of motives and partner selection to establish and international alliances. The paper is well supported by theoretical analysis and relevant classical references based on social network theory. The authors provided a unique data and used recommended method according to the subject. The paper is well written and informs the reader about selection criteria in international alliances. The title of the paper is meaningful and help the reader to understand what the research is about and its objectives. However, the article does not clearly present the theoretical and practical contributions. Furthermore, Two thirds of the references used date from 1990 to 2000. The most recent reference used in this work is that of 2011. It is possible to ask whether the scientific production about strategies alliances is shortened to that period. However, much research is available on the database allowing authors to make this work more actual. I suggest some adequate references that could be used: Bo, B. N. (2003). An empirical investigation of the drivers of international strategic alliance formation. <i>European Management Journal</i>, 21(3), 300. Retrieved from https://ezproxy.bibl.ulaval.ca/login?url=http://search.proquest.com/docview/237033853?accountid=1 2008 Büyükoğkan, G., Feyzio-lu, O., & Nebol, E. (2008). Selection of the strategic alliance partner in logistics value chain. <i>International Journal of Production Economics</i>, 113(1), 148. Retrieved from https://ezproxy.bibl.ulaval.ca/login?url=http://search.proquest.com/docview/198968271?accountid=1	1. The review's comment is very good and helpful. The authors read those selected references and add some future research to the conclusion. 2. The title to the figure (Page11): Figure 1 International strategic alliance enterprise cooperation network diagram 3. In the part 2 of paper, the theory part included a little document about the cooperation among the enterprises within the networks. In the case study, it is hard to use some theoretical bases to explain, it the real case itself used to explain.



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	2008 Chand, M., & Katou, A. A. (2012). Strategic determinants for the selection of partner alliances in the indian tour operator industry: A cross-national study. <i>Journal of World Business</i>, 47(2), 167. Retrieved from https://ezproxy.bibl.ulaval.ca/login?url=http://search.proquest.com/docview/926406687?accountid=12008 Holtbrugge, D. (2004). Management of international strategic business cooperation: Situational conditions, performance criteria, and success factors. <i>Thunderbird International Business Review</i>, 46(3), 255-274. Retrieved from https://ezproxy.bibl.ulaval.ca/login?url=http://search.proquest.com/docview/202786161?accountid=12008 Martinez Fierro, S. (2003). <i>Determining factors in partner's selection criteria in formation and development process in strategic alliances</i>. (Order No. 3086339, Universidad de Cadiz (Spain)). <i>ProQuest Dissertations and Theses</i>, , 329-329 p. Retrieved from https://ezproxy.bibl.ulaval.ca/login?url=http://search.proquest.com/docview/305221271?accountid=12008. (305221271). Moen, Ø., Bakås, O., Bolstad, A., & Pedersen, V. (2010). International market expansion strategies for high-tech firms: Partnership selection criteria for forming strategic alliances. <i>International Journal of Business and Management</i>, 5(1), 20-30. Retrieved from https://ezproxy.bibl.ulaval.ca/login?url=http://search.proquest.com/docview/821296985?accountid=12008 Robson, M. J. (2002). Partner selection in successful international strategic alliances: The role of co-operation. <i>Journal of General Management</i>, 28(1), 1-15. Retrieved from https://ezproxy.bibl.ulaval.ca/login?url=http://search.proquest.com/docview/196398880?accountid=12008 Tsai, T., & Chen, H. (2013). STRATEGIC IMPLEMENTATION OF INTERNATIONAL JOINT VENTURE IN TAIWAN: A CASE STUDY ON THSRC. <i>International Journal of Organizational Innovation (Online)</i>, 6(2), 137-153. Retrieved from https://ezproxy.bibl.ulaval.ca/login?url=http://search.proquest.com/docview/1446440977?accountid=12008	
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- Dong, L., & Glaister, K. W. (2006). Motives and partner selection criteria in international strategic alliances: Perspectives of Chinese firms. *International Business Review*, 15(6), 577-600.
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- Milanov, H., & Fernhaber, S. A. (2014). When do domestic alliances help ventures abroad? Direct and moderating effects from a learning perspective. *Journal of Business Venturing*, 29(3), 377-391

All of these selected references will help to
broad you research and add values to your
findings.



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	I recommend to the authors to: - Reread the papers and take account the comments of the reviewer about references - The authors defined clearly the sources of data used for this research. But it could better to document (theoretical bases) network retrieval method that is used to determine the cooperation among the enterprises within the networks. Same suggestion for : Ucinet and NetDraw It is also better to give a title to the figure (Page 11) - The conclusion should include if possible the future research.	
<u>Minor</u> REVISION comments		
<u>Optional/General</u> comments		