

# STUDENT RESEARCH WEEK

POSTERS · TALKS CREATIVE WORK

## Corporate Divorce

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### Abstract

A significant amount of existing literature explored the rationale for forming business partnerships such as alliances, joint ventures, mergers, and acquisitions. While many scholars advanced compelling arguments for the benefits of such organizational arrangements in terms of market expansion and capability building, we know very little about the dynamics underlying their termination. This research seeks to fill that gap by examining the fundamental drivers behind the premature termination of formal business partnerships between two organizations. Factors such as cultural differences, market positioning, and initial strategic intents of partners, to name a few, are being considered as potential determinants of the propensity of a dual partnership to survive – or not. To do this, the study follows a mix method approach starting with the coding of raw qualitative information and ending with the testing of the derived quantitative dataset. This study will contribute to the advancement of research on the termination of dual business partnerships and will have significant managerial implications. The immediate dissemination target of this preliminary work is a world class conference such as the Academy of Management, Academy of International Business, or the European Group of Organization Studies.