RMCIBER 2004 Grant Award

**Project Title**
A theory of international technology transfer: "Completing the loop" by examining the process in foreign technology-receiving firms'

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**Abstract**
The majority of economic activity worldwide is conducted by multinational firms whose key advantage is their ability to exploit their knowledge assets by transferring technology across national borders. That transfer is plagued with problems and risks because it is not rigorously understood by firms, academics, or governments. This theory-building study "completes the loop" by confirming and developing the constructs and relationships between variables in the technology transfer process as it occurs between the subsidiary units of multinational firms focusing now on technology-receiving companies (earlier study investigated the technology sending firms' processes).

Using a qualitative, grounded theory methodology I will develop and compare the process and its sources of variation for technology-receiving companies in China in a variety of industries. The articulation of the constructs technology-receiving firms' experience, their casual and intervening conditions, the strategies used to deal with them, and the outcomes constitute an emergent, midrange theory grounded in empirical data.