

An Extended Abstract of

# **Creating a typology of international alliances with city-level distance measures**

Juliane Engsig (University of Montpellier)

Bo B. Nielsen (University of Sydney)

Paul Chiambaretto (Montpellier Business School / Ecole Polytechnique)

Andry Ramaroson (CUFR Mayotte)

## **Abstract**

This paper describes how microlocational factors affect international alliance formation. We focus specifically on the role of global cities, which we study from a distance perspective. We argue that distances must be apprehended not at the country level but at the city level. The paper is an attempt to provide a better understanding of the complex, multilevel factors that interact when firms select a foreign alliance partner in a particular location. We take an explorative methodological approach through a configurational analysis of international alliances made by American companies in 2015. The main contribution is the proposition of a typology of international alliances with city-level distance measures.

**Key words:** International alliances, location, global cities, distance measures

The paper is available from the authors