

TUCK CENTER GATHERS TOP EXECs TO DISCUSS JOINT VENTURING/STRATEGIC PARTNERING

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CONTACT: Kim Keating—kim.keating@dartmouth.edu
603-646-2733

HANOVER, N.H.— Joint ventures have long been recognized as a potentially rewarding way to do business. What could be better than a strategic partner that brings capabilities that your company is missing? On paper, partners often have very complementary market knowledge or access, product or technology competencies, management skills or other resources to bring to the table, but fully leveraging them is not as easy as it may appear to be.

On February 28, in Raleigh-Durham, North Carolina, the Tuck School of Business' Center for Digital Strategies will hold a roundtable discussion on "Joint Venturing/Strategic Partnering." In this daylong discussion, CIOs and senior executives—from Cargill, Cisco, Eastman Chemical, GM, Hasbro, and IBM—will be joined by academics from Tuck to discuss the driving factors and, more importantly, the critical success factors to joint venturing.

This roundtable will be the second in the Thought Leadership Roundtable on Digital Strategies series, an executive roundtable series for Fortune 500 CIOs and functional/business VPs focused on the business issues they jointly face and the enabling role of information technology. The roundtables are one-day, practical, moderated discussions between 15-18 executives and relevant academics: there are no presentations, lectures, or "attendees", just a focused, participative collegial discussion, to which CIOs bring the executive with whom they own the business issue being discussed. The day presents a real opportunity for the CIO and the operational/business VP from a company to further their thinking on the topic together, while benchmarking with peers from other industries. We strive to share best practices, discuss problems and examine possible leading-edge solutions.

The roundtable series is run by the Center for Digital Strategies with the guidance of an executive committee of CIOs from Cargill, Cisco Systems, Eaton, GM, Hasbro, and Whirlpool and generally meets three times each year.

To read more about this upcoming roundtable, visit the websites below. To receive a copy of the overview that will be released after the roundtable, contact the Center for Digital Strategies at 603-646-0899.

For more information, visit the Thought Leadership Roundtable website at www.tuck.dartmouth.edu/tlroundtable.

For more information about the Center for Digital Strategies at Tuck, visit www.tuck.dartmouth.edu/digitalstrategies.

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Founded in 1900, the Tuck School of Business is the first graduate school of management and consistently ranks among the top business schools worldwide. Information about the Tuck School is available at www.tuck.dartmouth.edu.

The Center for Digital Strategies at the Tuck School promotes the development and practice of digital strategies—the use of technology-enabled processes to harness an organization’s unique competencies, support its business strategy, and drive competitive advantage. Through its programs and research, the center examines the impact of technology on all aspects of management and strategy, including supply chain, marketing, and product development. The center also addresses issues throughout the extended enterprise, including globalization, organizational change, and information security.