

Summary: There are many ways to develop or acquire technologies. They are listed as: Internal R&D, Technology Licensing, Cooperative R&D, and Minority Investments in other firms, and Acquisitions of other firms. This article provides details concerning the main determinants of technological development and various acquisition modes. It shows that Time Stress and Strategic Importance of the technology are the main factors that influence the changes needed in technology development and acquisition modes. In addition, a firm needs to keep in mind the availability of a union partner or an acquisition goal as well as internal resources including; Capital or the price of its own equity, and Internal R&D capability. It is proposed that as the technology or the time pressure to develop and/or acquire such technology changes, a firm needs to adjust technology acquisition modes in order to be successful.

Managing Technology. An Annotated Bibliography.

Summary: Any organization practicing a technology acquisition in some way. It is fundamental that a technology acquisition road map and business development strategy support the organization’s growth. This article shows that how flexibility and planning in the technology acquisition process are very significant factors to successful. Furthermore, it is very important that technology acquisition strategy includes professional technical skills relevant to areas of desired growth. Basically, this article discuss a technology acquisition road map and business development strategy should provided direction to the search for suitable vendors. This article present that details future processes and necessary actions must be in shape before the deal is completed. Finally, this article shows that organization need to ensure that investor and customer are support the organization strategies.


Summary: This article discusses the technology evaluation and acquisition practices in the U.S. manufacturing industry. Also, it shows the impacts of technology acquisition such as product quality and productivity increase. It deals with the selection of technology acquisition mode as a multiple criteria decision making problem. On the other hand, this article discusses that wrong decisions cost time and money. Daim’s article shows how technology management evaluation and acquisition of technologies have become critical success factors for technology driven industries. The article is separated into four elements. They are literature review, research
methodology, results and discussion, and Conclusions. This article tries to help decision makers with those challenges.

**Vendor Related Risks in IT Development. Annotated Bibliography.**


**Summary:** The processes of planning the acquisition required research, evaluate, and negotiate with vendors. Organizations and project team members should have think about of vendor risks. This article represents a new case study of a project failure that shows some of the main vendor risks. Those risks in the paper are discussed adversarial relationships and loss of trust between the vendor and the client, vendor management decrease of commitment, and difficulty in breaking the contractual commitment. This article suggests that an organization move toward of division risks and rewards may be more effective in bringing the client and the vendor to successful project outcomes.

**Technology Evaluation of Negotiation. An Annotated Bibliography.**


Summary: Negotiation is very important managerial skill. It requires many skills, experiences, and high understanding of all negotiation process. This article demonstrates the interpersonal skills and the experiences that helps manager to make successful negotiation. Those skills include influencing others, managing conflict, effectively communicating with others, getting along with others. This article also shows the three negotiation process. Those processes are negotiation strategy, negotiation planning, and negotiations. The function of this article is to explain a performance in negotiations.