
Contents

Acknowledgments	vii
Preface	ix
Introduction	xi
Chapter 1. Concepts Underlying the Role of Private Equity Firms in Forming Alliances	1
1.1. Private equity	1
1.1.1. Main characteristics	1
1.1.2. The French PE market	4
1.2. The concept of a strategic alliance	10
1.3. Strategic alliance formation in French PEFs	14
1.3.1. French PE: a favorable environment for the formation of alliances. . .	14
1.3.2. First descriptive data	16
Chapter 2. The Role of Private Equity Firms in Alliance Formation from the Perspective of Value Creation	25
2.1. The role of PEFs from the perspective of contractual theories	26
2.1.1. Some theoretical foundations	26
2.1.2. Review of contractual theories	38
2.1.3. Applying the theory to our research question	40
2.1.4. Review of the role of PEFs from the perspective of contractual theories	59
2.2. The role of PEFs in light of knowledge-based theories	64
2.2.1. Some theoretical foundations	65
2.2.2. Applying the theory to our research question	83

2.2.3. Review of the role of PEFs from the perspective of knowledge-based theories	95
2.2.4. Where knowledge-based theories stand compared to contractual theories	97
2.2.5. The complementarity of contractual and knowledge-based theories	101
2.3. Sociological network theories: a supplement to the contractual and knowledge-based argumentation	106
2.3.1. Some theoretical foundations	107
2.3.2. Applying the theory to our research question	120
2.3.3. Review of the additional arguments brought forward by the use of the concept of social capital	130
2.4. The role of PEFs: a summary	133
2.4.1. Intraportfolio alliances	134
2.4.2. Extraportfolio alliances	137
Chapter 3. Empirical Analysis with Explanatory Design of the Role of French Private Equity Firms in the Formation of Alliances	145
3.1. Methodology: a multimethod study	146
3.1.1. The overall concept	146
3.1.2. The joint and complementary use of statistical and economic techniques and case studies	147
3.2. Testing the theoretical framework	148
3.2.1. Econometric analysis	148
3.2.2. Multiple case study	183
3.2.3. Reconciliation of the econometric study and the multiple case study and discussion of the results	335
Conclusion	357
Bibliography	367
Index	385