



## Motivating Strategic Alliance for Composite Information Systems: The Case of a Major Regional Hospital (Classic Reprint)

By Charles S Osborn

Forgotten Books, United States, 2015. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*.Excerpt from Motivating Strategic Alliance for Composite Information Systems: The Case of a Major Regional Hospital Abstract This paper explores the nature of strategic goals underlying composite information systems (CIS) and ways to increase their likelihood of success. It studies a major regional hospital and its relationships with its physicians as part of a case study for providing physicians and staff convenient interface to disparate hospital departments. This situation is a particularly appropriate CIS example, involving loosely-coupled and inter-dependent relationships (i.e., the physicians can affiliate with any hospital they want). Three approaches to motivating strategic alliances are identified: bi-directional benefits, co-operative payoffs, and asymmetrical control. Examples illustrate how these approaches were used in the design and implementation of the hospital's CIS. Key Words And Phases: Strategic alliances, composite information systems, inter-organizational information systems, information systems for competitive advantage. 1. Introduction The combination of turbulent global economy with increased competition and recent advances in computer and communications technologies have generated significant interest in, and successful examples of, using such information technology (IT) for strategic applications [8]. Manv...

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