

CONTENTS

	Page
Acknowledgement	
Abstract	
Appendix	
List of tables	
Chapter 1: Introduction	1
1.1 Introduction	1
1.2 Literature Review	2
1.3 Objectives of the study	4
1.4 Research methodology	4
1.4.1 Scope of study	4
1.4.2 Sources of data	5
1.5 Organization of the study	6
Chapter 2: Channels of technology transfer	8
2.1 Introduction	8
2.2 Description of the technology transfer channels	8
2.2.1 Technical assistance agreement	11
2.2.2 Know- how agreement	12
2.2.3 License agreement	13
2.2.4 Patent agreement	14
2.2.5 Management agreement	15
2.2.6 Turn-key contract	16
2.2.7 Training abroad for local staff	17
2.2.8 Visits of foreign experts and long-term contracts of expatriate engineers	18
2.2.9 Engineering services agreement	19
2.2.10 Supply agreement	19
2.2.11 Trade mark agreement	20
2.3 Evaluation on the dominant technology transfer channels	21
2.4 Conclusion	27

Chapter 3: Evaluation of the dominant technology transfer channels:

A case study in Malaysian automobile industry	29
3.1 Introduction	29
3.2 Malaysian automobile industry	30
3.3 The survey	38
3.3.1 General characteristics of surveyed firms	38
3.3.2 Dominant technology transfer channels in Malaysian automobile industry: A general evaluation	42
3.3.2.1 Technical assistance agreement	43
3.3.2.2 Visits of foreign experts and long-term contracts of expatriate engineers	45
3.3.2.3 Training abroad for local staff	47
3.3.2.4 Supply agreement	48
3.3.2.5 Engineering services agreement	49
3.3.2.6 Other channels	51
3.4 Dominant technology transfer channels in Malaysian automobile industry: A comparative evaluation	52
3.5 Conclusion	56

Chapter 4: Evaluation on the dominant constraints of the technology transfer channels: A case study on automobile industry in Malaysia

4.1 Introduction	65
4.2 Description of the constraints	65
4.2.1 Territorial limitations	66
4.2.1a. Export restrictions	66
4.2.1b. Limited to specific field of application	67
4.2.2 Restrictions concerning technical assistance	69
4.2.3 Grant-backs	69
4.2.4 Minimum royalties	70
4.2.5 Tie-in	71

4.3 Evaluation on the dominant constraints in the technology transfer channels: Automobile industry in Malaysia	72
4.3.1 Technical assistance agreement	72
4.3.2 Know-how agreement	74
4.3.3 License agreement	74
4.3.4 Patent agreement	75
4.3.5 Management agreement	76
4.3.6 Turn-key contract	76
4.3.7 Training abroad for local staff	76
4.3.8 Visits of foreign experts and the long-term contracts of expatriate engineers	78
4.3.9 Engineering services agreement	79
4.3.10 Supply agreement	80
4.3.11 Trade mark agreement	80
4.4 Conclusion	80
 Chapter 5: Conclusion	 90
5.1 Introduction	90
5.2 Summary of the findings	90
5.3 Recommendations	96

List Of Tables	Page
1.1 Technology inflows by industry group (1990-1995)	7
3.1 Characteristics of the surveyed assemblers/manufacturers	59
3.2 Characteristics of the surveyed component parts manufacturers	60-61
3.3 Dominant technology transfer channels in Malaysian automobile industry: A general evaluation	62
3.4 ITAF approved by industry in 1994	63
3.5 Dominant technology transfer channels in Malaysian automobile industry: A comparative evaluation	64
4.1 Dominant constraints in the technical assistance agreement	84
4.2 Dominant constraints in the know-how agreement	84
4.3 Dominant constraints in the license agreement	85
4.4 Dominant constraints in the patent agreement	85
4.5 Dominant constraints in the management agreement	86
4.6 Dominant constraints in the turn-key contract	86
4.7 Dominant constraints in the training abroad for local staff	87
4.8 Dominant constraints in the visits of foreign experts and long-term contracts of expatriates	87
4.9 Dominant constraints in the engineering services agreement	88
4.10 Dominant constraints in the supply agreement	88
4.11 Dominant constraints in the trade mark agreement	89

Appendix

1. Survey questionnaire