



DAFTAR PUSTAKA

- Ahola, T., Ståhle, M., & Martinsuo, M. (2021). Agency relationships of project-based firms. *International Journal of Project Management*, 39(7), 713–725. <https://doi.org/10.1016/j.ijproman.2021.06.005>.
- Anand, B. N. dan T. Khanna (2000), “Do Firms Learn to Create Value? The Case of Alliances”. *Strategic Management Journal*, 21, pp. 295-315.
- Ansoftt, H. I. (1957). *Strategies for Diversification*.
- Cavusgil, S. T., Yeoh, P. L., & Mitri, M. (1995). Selecting foreign distributors: An expert systems approach. *Industrial Marketing Management*, 24(4), 297–304. [https://doi.org/10.1016/0019-8501\(95\)00013-Z](https://doi.org/10.1016/0019-8501(95)00013-Z).
- Chen, James (2022). Geographical Diversification: Meaning, Overview, Pros and Cons.<https://www.investopedia.com/terms/g/geographical-diversification.asp>.
- Cooper, D.R., Schindler, P.S., (2014). Business Research Methods. McGraw-Hill Irwin, New York.
- Dataindustri.com. (2023). Pertumbuhan Industri Furnitur di Indonesia, 2011 – 2023. <https://www.dataindustri.com/produk/tren-data-pertumbuhan-industri-furnitur-di-indonesia/>
- David, M. E., David, F. R., & David, F. R. (2017). The quantitative strategic planning matrix: a new marketing tool. *Journal of Strategic Marketing*, 25(4), 342–352. <https://doi.org/10.1080/0965254X.2016.1148763>.
- Dutta, S., Walker, O. C., & Bergen, M. (1992). Mark Bergen Agency Relationships in Marketing: A Review of the Implications and Applications of Agency and Related Theories. *In Journal of Marketing* (Vol. 56).
- Eisenhardt, K. M. (1989). *Agency Theory: An Assessment and Review* (Vol. 14, Issue 1). Academy of Management Review.
- Goodman, L. E., & Dion, P. A. (2001). The Determinants of Commitment in the Distributor-Manufacturer Relationship. *Industrial Marketing Management*, 30(3), 287–300. [https://doi.org/10.1016/S0019-8501\(99\)00092-9](https://doi.org/10.1016/S0019-8501(99)00092-9).
- Gomes-casseres, B. (1994). “Group versus Group: How Alliances Network Compete”, *Harvard Business Review*, 72 (4), pp.62-74.
- Harris, D., & Cha, Y. (2022). Employee’s Growth Need Strength and Counterproductive Work Behaviors : The Role of Perceived Job Insecurity *. 10(2), 15–22.
- Hamel, G. (1991).” Competition for Competence and Inter-partner Learning within International Strategic Alliances”. *Strategic Management Journal*, 12 (special issue), pp. 83-103.



Inkpen, A. C. dan P. W. Beamish (1997), "Knowledge, Bargaining Power, and the Instability of International Joint Venture", *Academy of Management Review*, 22(1), pp. 177-202

Jensen, M. C., Meckling, W. H., Benston, G., Canes, M., Henderson, D., Leffler, K., Long, J., Smith, C., Thompson, R., Watts, R., & Zimmerman, J. (1976). Theory of the Firm: Managerial Behavior, Agency Costs and Ownership Structure. In *Journal of Financial Economics* (Issue 4). Harvard University Press. <http://hupress.harvard.edu/catalog/JENTHF.html>.

Jepara.go.id. (2019). Industri Mebel dan Ukiran Sumbang 34,87 Persen PDRB Jepara. <https://jepara.jepara.go.id/>.

Kementerian Koordinator dan Bidang Perekonomian Republik Indonesia. (2023). Tingkatkan Kualitas dan Daya Saing Produk, Pemerintah Bidik Pasar Ekspor Industri Furnitur Makin Luas. <https://ekon.go.id/publikasi/detail/5008/tingkatkan-kualitas-dan-daya-saing-produk-pemerintah-bidik-pasar-ekspor-industri-furnitur-makin-luas>.

Kaleka, A. (2002). Resources and capabilities driving competitive advantage in export markets: guidelines for industrial exporters. *Industrial Marketing Management*, 31(3), 273–283. [https://doi.org/10.1016/S0019-8501\(00\)00148-6](https://doi.org/10.1016/S0019-8501(00)00148-6).

Krajewski, Lee.Jand Larry P.Ritzman. (2002). *Operations Management: Strategy and Analysis*. New Jersey: Prentice Hall.

Lin, J. S. C., & Chen, C. R. (2008). Determinants of manufacturers' selection of distributors. *Supply Chain Management*, 13(5), 356–365. <https://doi.org/10.1108/13598540810894942>.

Mbiti, B., Muturi, W., & Rambo, C. (2016). Effect of Market Development Strategy on Performance in Sugar Industry in Kenya. *International Journal of Academic Research in Business and Social Sciences*, 5(12). <https://doi.org/10.6007/ijarbss/v5-i12/1960>.

Meldrum, M., & McDonald, M. (1995). Key Marketing Concepts. *Key Marketing Concepts*. <https://doi.org/10.1007/978-1-349-13877-7>.

Pine, B. Joseph, and Gilmore H. James. 1999. *The Experience Economy*: Work is. Theatre and Every Business a Stage. Boston: Harvard Business School. Press.

Porter, M. E. (1980). Competitive Strategy Techniques for Analyzing Industries and Competitors. In *Competitive Strategy Techniques for Analyzing Industries and Competitors*.

Statista. (2023) Global container freight rate index. <https://www.statista.com/statistics/1250636/global-container-freight-index/>



- Shindler, P. S. (2019). Business Research Methods. In *McGraw Hill LLC* (13th ed.). McGraw-Hill.
- Simonin, B. L. (1999). “Ambiguity and The Process of Knowledge Transfer in Strategic Alliances”, *Strategic management Journal*, 20, pp. 595- 623.
- Thompson, A. A., Strickland, J. A. J., Gamble, J. E., & Peteraf, M. A. (2022). Crafting and Executing Strategy: The Quest for Competitive Advantage 23e. In *McGraw Hill LLC* (Vol. 23).
- Wibowo, A. (2020). Corporate Strategy: Konsep dan Praktik. Penerbit Andi (Anggota IKAPI), Yogyakarta.
- Wiley, OnlineLibrary. (2018). The impact of the economic crisis on micro, small, and medium enterprises and their crisis mitigation measures in Southeast Asia with reference to Indonesia. In *Journal of Asia & the Pacific Policy Studies* (Vol. 6, Issue 1, P. 19-39).
- Yoo, S. H., & Lee, J. S. (2010). Electricity consumption and economic growth: A cross-country analysis. *Energy Policy*, 38(1), 622–625. <https://doi.org/10.1016/j.enpol.2009.05.076>.