

REFEREE'S REVIEW

Program:	Master in International Business Program
Student:	<i>Dmitry Murzin</i>
Title of thesis:	Typology of Internationalization Strategies of Russian IT-companies

Justification of the topic choice. Accuracy in defining the aim and objectives of the thesis. Justification of the topic choice; accuracy in defining the aim and tasks of the thesis; originality of the topic and the extent to which it was covered; alignment of the thesis' topic, aim and objectives.	5			
Structure and logic of the text flow. Logic of research; full scope of the thesis; alignment of thesis' structural parts, i.e. theoretical and empirical parts.	5			
Quality of analytical approach and quality of offered solution to the research objectives. Adequacy of objectives coverage; ability to formulate and convey the research problem; ability to offer options for its solution; application of the latest trends in relevant research are for the set objectives.		4		
Quality of data gathering and description. Quality of selecting research tools and methods; data validity adequacy; adequacy of used data for chosen research tools and methods; completeness and relevance of the list of references.	5			
Scientific aspect of the thesis. Independent scientific thinking in solving the set problem/objectives; the extent to which the student contributed to selecting and justifying the research model (conceptual and/or quantitative), developing methodology/approach to set objectives.	5			
Practical/applied nature of research. Extent to which the theoretical background is related to the international or Russian managerial practice; development of applied recommendations; justification and interpretation of the empirical/applied results.	5			

Quality of thesis layout. Layout fulfils the requirements of the Regulations for master thesis preparation and defense, correct layout of tables, figures, references.	5			
---	---	--	--	--

Each item above is evaluated on the following scale, as applicable: 5 = excellent, 4 = good, 3 = satisfactory, 2 = poor .

Additional comment:

The Master's Thesis of Murzin Dmitry is written on an actual and interesting theme. Development high technology and export focused businesses is recognized by one of priorities of development of Russia. The companies of information technology occupy one of key places in this sector of economy of Russia.

The author has prepared the review of the theories describing laws of internationalization of business. Conclusions from these theories are really used in empirical research of the dissertation.

For empirical check of the put forward hypotheses in ball work sample of 25 Russian companies of sector of working out of the software is used. The given sample is represented quite corresponding to research objectives.

The empirical analysis has led the author to a conclusion about the main motives of the international expansion of the Russian companies of sector of information technology. It is possible to agree with the basic conclusions of the author.

Work has independent, research and complete character. It is written by a correct literary language, supplied by the necessary scientific device and issued according to shown requirements.

Certain lack of work, in our opinion, is refusal of the author of the analysis of business strategy of the investigated companies. A substantiation of such decision the author sees that these companies practically don't compete among themselves (page 7). Therefore the analysis concentrates on corporate strategy. In our opinion effectively analyses of corporate strategy without understanding of business strategy of the companies not probably. The substantiation of refusal of the analysis business of strategy by the fact of absence of a competition between them isn't well-founded. They, certainly, compete to the foreign companies of the industry and efficiency of their business models and business strategy are very important for understanding of their strategy of internationalization.

The specified lacks don't reduce the general good impression of work.

Master thesis of *Dmitry Murzin* meets the requirements of MIB - program, and deserves a/an "excellent" grade, thus the author can be given the desired degree.

Date: 12.06.2011

Referee: SP'sSU GSOM Associate Professor



Yuriy Laptev