1. Record Nr. UNINA9910139627503321 Autore Lavin Frank Titolo Export now [[electronic resource]]: five keys to entering new markets / / Frank Lavin & Peter Cohan; foreword by Gary Locke Singapore; ; Hoboken, N.J., : John Wiley & Sons, (Asia) Pte. Ltd., 2011 Pubbl/distr/stampa 0-470-82819-6 **ISBN** 1-119-19938-7 1-283-17514-2 9786613175144 0-470-82818-8 Descrizione fisica 1 online resource (239 p.) Altri autori (Persone) LockeGary CohanPeter Disciplina 658.84 658.848 Soggetti **Exports Export marketing** Electronic books. Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Note generali Includes index. Nota di contenuto pt. 1. Why and what : setting your export goals -- pt. 2. How : five keys to choosing your export strategy -- pt. 3. When : making your export strategy happen. Sommario/riassunto Learn how your business can tap into foreign markets In Export Now, two international business experts reveal the secrets to taking your company global. Offering a real-life strategy that businesses of any size can use to expand their reach around the world, this book is the ultimate guide to identifying, evaluating, and profiting from global opportunities. Essential reading for any company looking to expand abroad, the book explains the five essentials of international growth. All businesses know they need to get into new markets, but the lack of

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