Record Nr. UNINA9910462249903321 Autore Koslow Lawrence E. Titolo Business abroad / / Lawrence E. Koslow Pubbl/distr/stampa Abingdon, Oxon:,: Routledge,, 2011 **ISBN** 1-283-58633-9 9786613898784 1-136-01506-X 0-08-050047-1 Descrizione fisica 1 online resource (458 p.) Disciplina 658.049 Soggetti International business enterprises - Management Strategic alliances (Business) Export marketing - Management Electronic books. Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Note generali "10 proven methods for building a global business"--Cover. First published by Elsevier in 1996. Nota di bibliografia Includes bibliographical references and index. pt. 1. Are you ready for global expansion? -- pt. 2. Building a global Nota di contenuto business without leaving home -- pt. 3. Taking your business abroad -- pt. 4. A look toward the future. From something as simple as finding a distributor to as complex as Sommario/riassunto founding an overseas operation. Here's a 'meat and potatoes' guide to entering and excelling in the international business arena. Combining theory, practice, and insider savvy, 'Business Abroad' shows you how to successfully take your company global and expand and improve your current global activities. You'll find a straightforward plan of action for starting and conducting overseas business. This clear, succinct road

map helps you effectively conduct key international business

transactions. Mista