1. Record Nr. UNINA9910782343903321 Autore Davies Paul (Paul J.) Titolo New business in India [[electronic resource]]: the 21st century opportunity / / Paul Davies Singapore; ; Hackensack, NJ, : World Scientific, c2008 Pubbl/distr/stampa **ISBN** 1-281-93832-7 9786611938321 981-279-044-6 Descrizione fisica 1 online resource (246 p.) Collana World Scientific series on 21st century business, , 1793-5660 ; ; v. 1 Disciplina 658.1/10954 Soggetti History - India **India Commerce** India Economic conditions India Social conditions Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Note generali Description based upon print version of record. Nota di bibliografia Includes bibliographical references (p. 211-218) and index. Acknowledgements; CONTENTS; Preface India - The 21st Century Nota di contenuto Opportunity and Why You Should be Part of It!: Chapter 1 India Now: Hidden Benefits and Hidden Costs; Overview; Hidden Costs; Hidden Benefits: Finally: Chapter 2 Why India?: Chapter 3 Understanding Indians and Indian Business; The Siege; Chapter 4 The Domestic Market; Chapter 5 Which Products, Services and Sectors - And Why; Chapter 6 Barriers to Entry and How to Overcome Them; Chapter 7 Creating the Business Case and the Business Plan Chapter 8 How to Enter the Market: Partnership, Distributorship, Joint Venture, DBOT, or Do It YourselfChapter 9 Sales and Marketing in India; Chapter 10 Staffing in India and Global Talent Management; Chapter 11 Turning these Insights into Real Business Advantage; Chapter 12 India Tomorrow; List of Websites and Resources; Index New Business in India is focused on how to enter the Indian domestic Sommario/riassunto market, which is currently growing at nearly 10% per annum. The book is important as it is based on first-hand experience and real insights into the market in India, establishing a company and business, and

developing the marketing and sales programme for both business-to-

business (B2B) and business-to-consumer (B2C) companies. Serving as a comprehensive introduction to entering the market, this book, in short, is able to take business planners and developers working in both large and small companies through the processes the