Record Nr. UNINA9910783384303321 Developments in export marketing [[electronic resource] /] / Guest **Titolo** editors, George Balabanis, Marios Theodosiou and Evangelia S. Katsikea Pubbl/distr/stampa Bradford, England, : Emerald Group Publishing, c2004 **ISBN** 1-280-51511-2 9786610515110 1-84544-368-3 Descrizione fisica 1 online resource (213 p.) International Marketing Review. No. 4/5; ; Vol. 21 Collana Altri autori (Persone) BalabanisGeorge **TheodosiouMarios** KatsikeaEvangelia S Disciplina 658.848 Soggetti **Export marketing Exports** Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Note generali Description based upon print version of record. CONTENTS; EDITORIAL ADVISORY BOARD; Abstracts and keywords; Nota di contenuto French abstracts; Spanish abstracts; Guest editorial; Export-import relationships in a global organization: a relational contracting analysis of subsidiary behavior; Internet and exporting: determinants of success in virtual export channels; Comparing export marketing channels: developed versus developing countries; Determinants of satisfaction in sales negotiations with foreign buyers: perceptions of US export executives; Importers' relationships with exporters: does culture matter? Export promotion organization emergence and development: a call to researchImpact of export promotion programs on firm competencies, strategies and performance; Strategic flexibility in export expansion: growing through withdrawal; International learning: antecedents and performance implications among newly internationalizing companies in an exporting context; Cracking export markets with genetically modified crops Export marketing research over the last four decades has covered a Sommario/riassunto

number of theoretical and practical issues such as standardisation and

customisation, export development processes, barriers to exporting, export performance, etc. Rapid technological, institutional, legislative, economic and attitudinal changes across the globe pose challenges for the future development of export marketing research. The emergence of turbulent and hypercompetitive business environments calls for exporters to reconsider the bases and sustainability of their competitive advantage to overseas markets. In particula