



International Marketing Export Management

Shaoming Zou, Daekwan Kim



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International Marketing and Export Management Gerald Albaum, Gerald S. Albaum, Jesper Strandskov, Edwin Duerr, 2002
Rev ed of International marketing and export management Gerald Albaum et al 2nd ed c1994 International Marketing and Export Management Gerald Albaum, 1989 This text has been updated to include ethical concerns standardization adaptation and export performance factors **International Marketing and Export Management** Gerald S. Albaum, Edwin Duerr, Jesper Strandskov, 2005 Albaum Duerr and Strandskov offer a unique focus on export management The comprehensive coverage provides a wealth of examples and cases with a good spread of academic and non academic sources The balance between theory and practice is just right I highly recommend this text Geraldine Cohen Lecturer School of Business and Marketing Brunel University Looking to learn about marketing decisions and management processes needed to develop export operations either in a small to medium size business or in a global corporation With changing opportunities and challenges in the global environment International Marketing and Export Management 5th edition provides the most comprehensive and up to date coverage on the topic In my opinion Albaum Duerr and Strandskov have written an excellent text book on the subject of International Marketing and students will find it both readable and extremely informative David Demick Senior Lecturer School of Marketing Entrepreneurship and Strategy University of Ulster Geared to both undergraduate and postgraduate courses on International Marketing or Export Marketing International Trade this book can also be used as a supplementary text on International Business courses and as a useful source of reference to even the most experienced of practitioners New to this edition In response to recent global developments the authors have increased emphasis on the following the impact of the Internet World Wide Web and e commerce the increasing use of specialized software to assist in managing marketing functions increasing efficiency in logistics and coordinating and controlling enterprises the impact of technological advances on international marketing the changes resulting from China s rapid export led growth and from its entry into the World Trade Organization the growing concerns with respect to social responsibility and the costs of failure to meet societal expectations Visit www.booksites.net/albaum to access valuable teaching tools including an Instructor s Manual and Power Point Slides Gerald Albaum is Research Professor at the Robert O Anderson Schools of Management University of New Mexico and Professor Emeritus of Marketing at the University of Oregon USA He is also Senior Research Fellow at the IC2 Institute University of Texas Austin USA He has been a visiting professor and scholar at universities in Canada Denmark New Zealand Australia Turkey France Finland and Hong Kong Edwin Duerr is a Professor Emeritus of International Business at San Francisco State University USA He has been a visiting professor at universities in Japan Brazil Germany Denmark Sweden and the Netherlands and has extensive consulting business around the globe Duerr is also Senior Editor of The Journal of International Business and Economy Jesper Strandskov is a Professor of International Business at Aarhus School of Business Denmark He has been visiting professor at universities in the USA and

Australia He also acts as an international business consultant to several business companies and public institutions

International Marketing & Export Management Gerald Albaum, Edwin Duerr, 2011-09-21 International Marketing and Export Management 7th edition offers an accessible and authoritative perspective on international marketing with a strong export management orientation comprehensively describing the evolving competitive landscape as created by technological advances and international trade patterns The seventh edition retains its clear and informed coverage of the opportunities for companies of all sizes and in all industries in the export of goods services intellectual property and business models Written in a no nonsense style the book has been updated to offer the most up to date discussion of the literature in the area as well as new and engaging cases and examples in every chapter The book is ideal for undergraduate and postgraduate students taking modules in International Marketing and Export Marketing International Trade It will also be used as a supplementary text on International Business courses International Marketing and Export Management Gerald Albaum, Edwin Duerr, Alexander Josiassen, 2016 This text continues to provide coverage of the closely related subjects of marketing and export management giving students and practitioners alike a realistic picture of marketing strategies in the international arena **Market Entry Strategies** Viktor Tielmann, 2010-07-29 Research Paper undergraduate from the year 2010 in the subject Business economics Offline Marketing and Online Marketing grade 1 0 University of Applied Sciences Fulda course International Marketing Management language English abstract Globalization has increased the competition amongst firms There are more and more companies which are motivated to conquer foreign markets and enlarge their presence on these markets For multiple reasons companies adopt modes to enter foreign markets and find new channels of distribution Choosing the right and appropriate market entry strategy has a growing importance As a matter of fact companies should align their strategy to their objectives and adapt them to the foreign markets environment There are numerous different entry strategies which are all linked to different entry modes different amounts of risks or costs From the least costly mode to the most expensive one we distinguish three main strategies Export is characterized by the transportation of finished goods from one country to another The distribution on site is done by an intermediary or by foreign based distributors or agents Joint Venturing includes different characteristics of various joint contracts with firms to produce or promote services or products Direct investment is when a company decides to invest directly into a foreign country by either establish an assembly operation a wholly owned operation as well as a merge or an acquisition Each of the market entry strategy has both advantages and disadvantages The less costly the strategy is the less control the company has over the distribution channel Consequently the company depends more or less on foreign institutions or foreign partners All in all a company has to figure out for itself which strategy to choose according to its particular situation financial as well as economical and environmental Therefore before entering a market a previous comprehensive research and analysis of the target market and its economic environment is indispensable to achieve a successful launch into an unknown market

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