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4th Edition



KENNETH D. WEISS

Building An Import Export Business 4th Edition

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Going Global Susan C. Awe, 2009-08-25 This title helps small and medium sized enterprises discover the advantages and disadvantages of international business and plan their entry or expansion strategies In an age where globalizing a business has gone from an innovation to an imperative how can entrepreneurs make sure their small and medium sized enterprises SMEs are set up for maximum worldwide reach from the very beginning *Going Global An Informational Sourcebook for Small and Medium Sized Businesses* is an extraordinary resource that points the way to a wealth of available print and web resources for helping SME owners research their international sales potential *Going Global* offers separate chapters on such critical topics as how to do a business plan how to analyze the competition and the market how to find foreign customers how to set up an international business how to manage a global business and how to use the Internet to its fullest No matter what stage of entering international trade a company is in its owners managers and stakeholders will be able to quickly and easily find the information and expertise they need to compete in a world based economy

A Short Course in International Contracts 4th Ed., eBook Karla Shippey (C.), 2002

Global Hakka Jessieca Leo, 2015-08-25 In *Global Hakka* Hakka Identity in the Remaking Jessieca Leo offers a needed update on Hakka history and a reassessment of Hakka identity in the global and transnational contexts Leo gives fresh insights into concepts such as ethnicity identity Han Chineseness overseas Chinese and migration in relation to Hakka identity Globalization transnationalism deterritorialization and migration drive the rapid transformation and reformation of Hakka identity to the point of no return Dehakalization through cultural adaptation or genetic transfer has created an elastic identity in the global Hakka and different kinds of Hakka communities around the world Jessieca Leo convincingly shows that the concept of being Hakka in the twenty first century is better referred to as Hakkaness a quality determined by lifestyle and personal choices Among the Chinese tradition long resisted the idea of migration In practice however there were many layers of adaptation to different circumstances The Hakka have been exceptional in having always been conscious of their migratory successes This book explores with great sensitivity how Hakka history outside China influences the way they respond to the new global environment Combining careful scholarship with self discovery Jessieca Leo captures the processes by which one group of Chinese became migrants who consider migration as normal Her fascinating and original work takes the study of the Hakka to a higher level and offers fresh insights for understanding how other migratory Chinese are transforming tradition today

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por los empresarios colombianos Funcionarios de las entidades que promueven el emprendimiento y las exportaciones en Colombia los cuales describen sus procedimientos operacionales y la forma como se puede hacer uso de sus servicios

Grandes y pequeños empresarios colombianos quienes narran cómo habiendo comenzado de cero crecieron y están exportando sus productos Diseño y administre su propia empresa - 4ta edición Édgar Van de Berghe, 2015-01-01 Una de las soluciones para lograr mayor desarrollo económico en un país es despertar el sentido de emprendimiento Este libro le indica de manera clara y sencilla la forma como se debe crear y administrar una empresa proyectándola hacia las exportaciones especialmente a Estados Unidos Suiza y Canadá países con los que Colombia firmó los primeros Tratados de Libre Comercio Todos los capítulos incluyen casos de pequeños empresarios de diversos países que han sobresalido algunos partiendo de cero otros venciendo los avatares del destino pero que con grandes éxitos han salido adelante en su empeño de ser empresarios exitosos Al final de cada capítulo se incluyen casos de análisis y estudio de empresas reales Cada capítulo incluye una guía para que el lector la aplique en la creación de su propia empresa así al finalizar la lectura tendrá su proyecto terminado listo para la ejecución y puesta en marcha El libro contiene en un complemento virtual el ejemplo de la creación y promoción de una empresa de ecoturismo en Colombia que puede aplicarse a cualquier país del mundo Contenidos en el Sistema de Información en Línea SIL Al final del libro encontrar el código para ingresar al Sistema de información en Línea SIL donde podrá encontrar un ejemplo práctico sobre el procedimiento de negociación y exportación de productos y servicios desde nuestro país hacia los Estados Unidos Canadá y Suiza el que puede ser aplicado a cualquier país del mundo En este caso se ha tomado de ejemplo el ecoturismo en Colombia el que puede ser modificado y aplicado con los servicios turísticos que ofrece cada país para vender su imagen internacionalmente Además encontrar un ejemplo de una carta de presentación de la empresa en español e inglés y el informe de la empresa sus productos y servicios Forthcoming Books Rose Arny, 2002 *The Cumulative Book Index*, 1909 A world list of books in the English language

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