

Tapping into New and International Markets

Advantages and disadvantages of different exporting processes

Exporting process are the set of procedures that are executed by firms with a view to export their offerings in a number of locations across the globe. In this relation, there are mainly 2 types of exporting procedures which can be opted by organizations for execution of export in nations.



Both of them are described in a brief manner as underneath:-

Direct Exporting

This can be referred to as the procedure of sale of offerings in a new nation in the absence of middlemen. Hereby, the sale activities are executed by the firm itself. In this relation, there are several modes with the help of which export can be done (Ibeh, Crick, and Etemad, 2019). These are acknowledged to be acquisition, partnership and so on.

- **Advantage:** This provides assistance in protection of trademarks, patent, goodwill and other IPR.
- **Disadvantage:** The cost to the firm for adopting this method is very high. Further, the risk involved is also huge.

Indirect Exporting

This can be referred to as a procedure whereby a firm is engaged in sale of its offerings in foreign markets with the usage of intermediaries. Hereby, the mediator sells the offerings to customers or wholesalers.



- **Advantage:** Financial resources needed to do indirect exporting are relatively lower than needed in direct exporting. Further, it provides effective access to markets to the firm.
- **Disadvantage:** Hereby, there is no control over marketing, distribution and other activities associated with sales. Further, there is extensive risk in relation to choice of distributor as any adversity would place a substantial influence over the company.

Tapping The Market

R Pring



Tapping The Market:

The Machinery Market, 1884 **Globalisation, Development and Plantation Labour in India** K. J. Joseph, P. K. Viswanathan, 2016-04-28 This book provides a detailed examination of the impact of globalisation on plantation labour dominated by women labour in India The studies presented here highlight the perpetuation of low wages inferior social status and low human development of workers in this sector and point out the movement of labour away from this sector and the resultant labour shortage It also highlights the perils involved in doing away with the Plantation Labour Act 1951 and provides a plausible way forward for improving the conditions of plantation workers Rich in empirical analysis this volume will prove essential for scholars and researchers of labour economics development studies gender studies and sociology

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The Forgotten Vocabulary of Strategy Vol.2 Gunter Maier, 2020-09-01 Strategy literature is abundant but there is no book that shows you how to actually think strategically The Forgotten Vocabulary of Strategy Vol 1 and Vol 2 fills this gap For the first time it reveals the ways of thinking acting and teaching of successful Western and Asian strategists as well as Arab and Indian mirrors for princes and looks 2500 years into the past In its essence the book demystifies the 12 most renowned strategic approaches distills them into a holistic system and thus enables the reader to develop a universally strategic mind through a scientifically founded process STRATEGISTS THINK IN PATTERNS These patterns also called Strategic Principles are based on the rules of the social world They are learnable and limited in number Decision makers project managers as well as specialists and leaders of all levels and areas need this universal practical knowledge as they are involved in social interaction every day These two textbooks are therefore aimed at all strategy teachers who are looking for

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Financing Review ,1995 The Belt and Road Initiative at Ten CICC Research, CICC Global Institute,2024-08-27 This open access book analyzes the achievements and challenges of the Belt and Road Initiative BRI from the macro and industrial real and financial domestic and international perspectives and explores the opportunities for future development and related public policy issues It is a new research achievement of CICC Research and CICC Global Institute on major issues in China s new development stage The year 2023 marks the tenth anniversary of the Belt and Road Initiative BRI Over the past decade BRI has established more than 3 000 cooperation projects galvanized nearly 1 trillion U S dollars of investment created more than 420 000 jobs and lifted nearly 40 million people out of poverty BRI has made remarkable achievements in promoting connectivity and cooperative development between China and participating countries and has been welcomed by the international community both as a public good and a cooperation platform Compared with ten years ago the global environment has undergone profound changes COVID 19 epidemic has brought great impacts to the world and the post epidemic economic recovery is uneven with some long term scarring effects still emerging New changes and constraints such as geopolitical events industry chain adjustment and green transition have also exerted far reaching influences on the economic fundamentals and global governance Under the new situation international cooperation mechanisms including BRI are facing new problems and challenges which need to be explored and solved in practice This book is both academically rigorous and readable and provides valuable references for public policy departments enterprises and financial institutions who seek to better understand the macro financial and industrial trends of BRI **Machinery Market** ,1893

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Marketing: An Asia-Pacific Perspective Richard Fletcher, Heather Crawford, 2013-08-28 International Marketing 6e is written from a wholly Australasian perspective and covers issues unique to local marketers and managers looking towards the Asia Pacific region the European Union and beyond It presents a wide range of contemporary issues faced by subsidiaries of multinational enterprises MNEs as well as small and medium scale enterprises SMEs mainly exporters which make up the vast bulk of firms involved in international business in the Australasian region International Marketing 6e clearly demonstrates the links between the different stages of international marketing connecting analysis with planning planning with strategy and strategy with implementation Key concepts are brought to life with comprehensively updated statistics recent illustrations and a variety of real world examples and case studies The American Engineer ,1891 Littell's Living Age Eliakim Littell, Robert S. Littell, 1889 **Cyclopedia of Modern Shop Practice** Howard Monroe Raymond, 1906

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