

Executive Summaries of Individual Corp. Case Concepts

II. Key Terms

- 1. **Market entry strategies** describe how a firm enters a market
- 2. **Global entry strategy** describes how a firm enters foreign markets where it produces/sells goods
- 3. **Exporting** involves shipping goods across international boundaries to a foreign market independent of other local operations
- 4. **Licensing** is the first step into foreign markets without high investment
- 5. **Franchising** means that a firm licenses its intellectual property to others
- 6. **Joint venture**
 - 1. **Strategic alliance** the firm collaborates with other firms to produce a product or service by sharing a market
 - 2. **Internationalization strategy** the firm's activities are not limited to the local market but international

III. Examples

Solutions

- 1. **Global entry strategy** the firm enters foreign markets independent of other local operations
- 2. **Exporting** the firm sells its goods to other countries
- 3. **Licensing** the firm licenses its intellectual property to others to produce/sell goods in other countries without high investment
- 4. **Franchising** the firm licenses its intellectual property to others to produce/sell goods in other countries without high investment

Notes

- 1. **Global entry strategy** the firm enters foreign markets independent of other local operations
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