

Executive Summaries of Individual Corp. Case Concepts

II. Key Terms

- 1. **Market entry strategies** describes 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 from domestic firm to foreign market by a third-party independent agent or other self-employed
- 4. **Licensing** is the first way into foreign markets without high investment
- 5. **Franchising** means that firm licenses its brand & intellectual property
- 6. **Joint venture**
 - 1. **Strategic alliance** the firm strategically enters a foreign market through a partnership strategy by sharing a market
 - 2. **Internationalization strategy** an efficient way the rapid growth for firm across

III. Examples

Sullivan

- 1. **Vertical integration** a firm that is both producing and distributing its product
- 2. **Horizontal integration** a firm that is producing similar products in different markets
- 3. **Concentric integration** a firm that is producing products in different markets
- 4. **Global entry strategy** a firm that is producing and distributing its product in different markets

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Sullivan: "Global Entry Strategy"

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