

INTERNATIONAL BUSINESS STRATEGY

INTERNATIONAL BUSINESS STRATEGY guides the operations of a business in international market. There are 4 types of strategies.

INTERNATIONAL

It focuses on import & export & usually have their headquarters in home country. General challenges faced in this are managing global logistics, adhering to foreign regulations, setting up overseas offices & more.

Examples: wine producers from France & Italy.

MULTI-DOMESTIC

Here, business focus on local market & have a decentralized structure. These have headquarter in home as well as in foreign countries & hence, operates independently with little interference from central headquarter. It makes big investment in modification of products. Example: Nestle, Kraft Heinz, etc.

GLOBAL

It is opposite of multi-domestic strategy. It leverages economies of scale to extend reach & sales. Also called as hub & spoke model. Focus on both home & foreign operations.

Example: software & pharma company.

TRANSNATIONAL

It is most complex strategy. It is combo of global & multi-domestic strategies. Every market have its separate marketing, R&D departments to focus on local customers.

Example: General Electric & Toyota.

Strategy And Organization Of International Business

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