

Executive Summaries of Individual Corp. Case Concepts

II. Key Terms

- 1. **Market entry strategies** describe how a firm enters a market
- 2. **Globalization** refers to the process of increasing the number of countries a firm's products or services are sold in
- 3. **Exporting** is the process of selling a firm's products or services in a foreign market
- 4. **Licensing** is the process of allowing a foreign firm to use a firm's intellectual property in a foreign market
- 5. **Joint venture** is a business arrangement in which two or more firms agree to pool their resources to achieve a common goal
- 6. **Acquisition** is the process of buying another firm
- 7. **Strategic alliances** are agreements between two or more firms to cooperate in a specific market or industry
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III. Examples

Example 1

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