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this reader deals with the environment external and internal strategic dimensions and implementation considerations from the viewpoint of the new entrant into the international market exporting from the standpoint of both smaller and medium sized firms is given primary emphasis features theoretical and pragmatic viewpoints are reflected to encourage a thorough understanding of foreign market entry requirements opportunities and strategies the first section on the environment outlines the growing interdependencies and linkages that make all firms part of international marketing trading blocs and international trade relationships are illustrated using the ec the former communist bloc the u s and japan as examples government assistance to firms in the start up phase of international market entry is highlighted in the second section these

chapters include overviews of export promotion with detail on who is helped and who isn't. Chapter 8 presents a detailed study of a state government's efforts in export promotion. Part 3 studies the factors affecting a firm's decision to internationalize or not. It also deals with the challenges that might be unfamiliar to

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