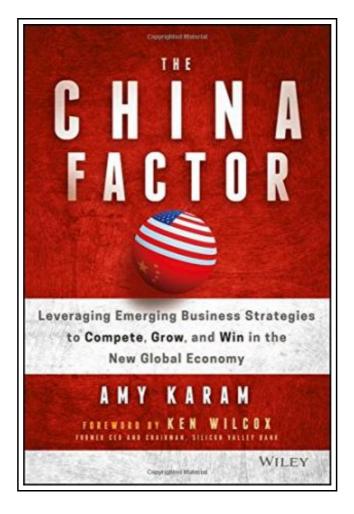
The China Factor: Leveraging Emerging Business Strategies to Compete, Grow, and Win in the New Global Economy (Hardback)



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Reviews

Undoubtedly, this is the greatest job by any author. It is actually filled with wisdom and knowledge I am quickly could get a pleasure of reading a written book.

(Kade Ankunding)

THE CHINA FACTOR: LEVERAGING EMERGING BUSINESS STRATEGIES TO COMPETE, GROW, AND WIN IN THE NEW GLOBAL ECONOMY (HARDBACK)



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John Wiley Sons Inc, United States, 2016. Hardback. Book Condition: New. 233 x 163 mm. Language: English. Brand New Book. The Innovation of Globalization proven strategies to succeed and out-compete emerging competition Does your company know how to compete effectively in the evolving global business arena? What tactics must your company use to overcome price discounting wars that cut into your margins? What are the strategies your new rivals incorporate that may prove more valuable to customers than the superior products you offer? The China Factor equips Western businesses with a practical framework for competing successfully in today s ever-changing global markets. Written by an expert in competitive strategy and global market expansion, this book is packed with insights gained through first-hand experience leading competitive programs at a high-tech multinational corporation and extensive research. When it comes to globalization, the rules have changed what was once nice-to-know is now need-to-know, and this book lays it out in a clear, nononsense style. Based on cases with over 50 countries, you will learn why a premium product, though domestically successful, may not be well received in foreign markets. You II also discover the critical factors that contribute to success in both emerging and established markets. Disruptive competitors are transformed from threats to examples as you learn to recognize opportunities for re-evaluation, and shift your strategy to stay ahead of the curve. The economic rise of China and other new entrants is challenging Western companies in new ways. This book explains why, and provides actionable strategies for success in any market. * Grow and maintain an Innovation Advantage using 5 models * Learn from disruptors how to win your emerging markets customers * Understand the power of politics in business * Develop a deeper Culture IQ to expand your customer base *...

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