

# **NAVIGATING NEW MARKETS ABROAD**

*Charting a Course for the  
International Businessperson*  
*Second Edition*

**David M. Raddock**

# Navigating New Markets Abroad Charting A Course For International Business

**Michael Rajnik**

## **Navigating New Markets Abroad Charting A Course For International Business:**

**Navigating New Markets Abroad** David M. Raddock, 2001 This book emphasizes a central factor in foreign business competition understanding the obstacles and risks that impede new enterprises abroad In an era of globalism Navigating New Markets Abroad offers a judicious approach to corporate strategic planning and international marketing that derives from political science sociology psychology and economics and is applied to the author's own experience with the reality of impact at the bottom line In this updated second edition macroeconomic variables and business conditions are examined along with political influences in order to evaluate the potential problems in doing business in Third World and economically disadvantaged countries The book shows how despite the many factors that can make or break a business ranging from terrorism and social revolution to crises involving change in leadership in the host country and the red tape that our government can produce one can be positioned to maximize the options and determine the outcome of one's venture Praise for previous edition A practical and comprehensive review of the many factors businesses must consider when they approach a foreign market for trade or investment Raddock covers the opportunities as well as the obstacles and land mines The book includes specific and excellent sample studies of the business environments of five nations valuable in themselves plus a description of the role of political risk insurance It ends with a discussion of how a business should structure its coverage of these factors to produce its own business intelligence organization The book is an important tool for any business contemplating operations abroad William Colby former Director U S Central Intelligence Agency A first rate discussion of the conditions business people need to consider when purchasing business opportunities outside their own country The book does not use the business or political science jargon one usually finds in such efforts It shows that Mr Raddock and his contrib

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