

Paul Verdin and Nick Van Heck

From Local Champions to Global Masters



a strategic perspective on
managing internationalization



From Local Champions To Global Masters A Strategic Perspective On Managing Internationalization

Academy of Management



From Local Champions To Global Masters A Strategic Perspective On Managing Internationalization:

From Local Champions To Global Masters P. Verdin, N. Van Heck, Nick Van Heck, 2001-09-26 Globalisation What exactly does it mean for you Drawing on their extensive experience of internationalisation and globalisation in practice the authors focus on the obstacles faced by companies making the transition from local champions to global masters and provide a simple but structured framework to think about how it will affect your business Examining the mistakes and successes of real companies the book links questions regarding if and how companies should internationalize the opportunities challenges and threats and the strategic framework and tools for thinking about internationalization **From Local Champions To**

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Ooghe, Freddy Heylen, Rudy Vander Vennet, Jan Vermaut, 2012-12-06 The Economic and Business Consequences of the EMU A Challenge for Governments Financial Institutions and Firms Hubert Ooghe Conference Chairman Vlerick Leuven Gent Management School alld Ghent University EMU finally got under way on 1 st January 1999 Since then 11 European countries share a common currency the Euro and pursue a common monetary policy managed by the European Central Bank ECB After forty years of economic integration Euroland has the wherewithal with which to enter the 21 st century However monetary union has implications for nearly all areas of economic activity and decision making Throughout the academic world researchers are fully occupied with the theoretical analysis of the impact of the Euro and the effects of incorporating the new operational framework into their economic models Businesses and government departments are concerned primarily with the practical implementation of the single currency For all those who play a part in the economy it is a question of making the most of the macro and micro economic opportunities offered by the Euro and minimising any threats On 17th and 18th March 2000 after the EMU and Euro were in operation for one year an international conference was held in Ghent Belgium on the economic consequences of the introduction of the EMU and the Euro for governments financial institutions and firms

Gateways to Globalisation François Gipouloux, 2011-01-01 Gateways to Globalisation makes a significant contribution to the understanding of the emerging East Asian regional system of financial centres within the broader global context and how they interact within the global circuits of finance In particular it focuses on the emergence of the financial centres of Tokyo Shanghai Hong Kong and Singapore and the attempts by both national governments and the private sector to position them so that they become more competitive in the global and regional context The volume shows much historical sensitivity

showing that while the increase in the importance of these financial centres is principally post 1945 their emergence has been aided by the deep historical roots that go back several centuries The book will be of great value in the interpretation of the role of East Asia in what many commentators have called the Asian Century Terry McGee The University of British Columbia Canada Gateways to Globalisation cogently demonstrates that Hong Kong Singapore Beijing Shanghai and Tokyo operate as gateways to Asia and as linchpins for Asia to the global economy The authors theoretical frameworks and original empirical research support provocative findings that challenge conventional thinking Tokyo may decline as a global city As Beijing and Shanghai ride China's rapid growth they face uncertainty about its future openness to the global economy Vibrant Hong Kong and Singapore confront challenges from other rising centers David Meyer Washington University in St Louis US This book distinguishes itself in its emphasis on historical and cultural links as well as contemporary globalization processes on large East Asian cities Arising from a research program and four seminars the editor has picked scholars who can relate past and present trends Historical links of Japanese cities are explored Leading world cities in the region are analysed in their evolution from entrepôts to modern gateways service integrators transport hubs and financial centres It is a study of the integration and interrelationships of East Asian cities in the global economy Yue man Yeung Chinese University of Hong Kong Asia's trading and financial hubs have become global cities which frequently have more in common and closer linkages with each other than with their corresponding hinterlands As this book expounds these global cities illustrate to what extent world trends deeply penetrate and permeate the national territorial interiors and processes that were otherwise presumed to be controlled by the State Gateways to Globalisation is soundly based on accurate and extensive research including perspectives from historians economists geographers and sociologists from China Japan Singapore and Hong Kong in order to grasp the regional character of trade and finance beyond national borders and traditional academic frameworks The book documents that today major urban centres such as Tokyo Beijing Singapore Hong Kong and Shanghai situated on the periphery of the maritime corridor of East Asia form a system characterised by the intensity of their economic linkages and integration into the world economy Since the mid 1980s these major Asian cities have become the worldwide oriented centres for production trade finance and research This collective effort offers in addition to its regional framework up to date information that strengthens an original trans disciplinary analysis of a region and its economic characteristics which will be of interest to readers within academia and beyond This well detailed and thorough work will interest academics and post graduate students in economics geography finance history regional studies and Asian studies as well as those who have a general interest in globalisation

The Future of the Multinational Company Julian Birkinshaw, Sumantra Ghoshal, Constantinos C. Markides, John M. Stopford, George Yip, 2004-11-19 Recent Events from September 11 to the anti globalization protests to the collapse of the high tech boom have accentuated the sense that the global economy is moving into uncharted waters Bringing together the leading authorities on globalization and international business The Future of the

Multinational Company looks ahead to the new challenges facing multinational firms and predicts what the multinational company will look like in ten years time Brings together the leading authorities in the field of global international business Academically rigorous but accessible Addresses a topic of concern to practitioners and academics alike **Perspectives on Localization** Keiran J. Dunne, 2006-01-01 Over the past two decades international trade agreements such as GATT and NAFTA have lowered international trade barriers At the same time the information revolution has fueled profound shifts in the ways companies conduct business and communicate with their customers and worldwide acceptance of the ISO 9000 standard has established the notion that quality must be defined in terms of customer satisfaction Falling trade barriers and rising quality standards have made linguistic and cultural issues increasingly important To successfully compete in today's global on demand economy companies must localize their products and services to fit the needs of the local market in terms of language culture functionality work practices as well as legal and regulatory requirements In recognition of the growing importance of localization this volume explores a certain number of key issues including Return on investment and the localization business case Localization cost drivers and cost containment strategies Localization quality and customer focused quality management Challenges posed by localization of games including Massively Multiplayer Online Role Playing Games MMORPGs Using a meta language to facilitate accurate translation of disembodied content The case for managing source language terminology Terminology management in the localization process Reconciling industry needs and academic objectives in localization education Localization standards and the commoditization of linguistic information The creation and application of language industry standards Rethinking customer focused localization through user centered design Moving from translation reuse to language reuse Enterprise Resource Planning for Global Economies: Managerial Issues and Challenges Ferran, Carlos, Salim, Ricardo, 2008-04-30 Local functional systems that create inefficient islands of information are being replaced by expensive enterprise wide applications that unify the functional areas however while we have not yet been able to completely and seamlessly integrate across functions we find that the new islands of information are no longer functional but political cultural linguistic and geographical The global village is a reality and enterprise resource planning ERP implementations face new issues and challenges Enterprise Resource Planning for Global Economies Managerial Issues and Challenges provides authoritative research on the theoretical frameworks and pragmatic discussions on global implementations of information systems particularly ERP systems This book offers professionals managers and researchers who want to improve their understanding of the issues and challenges that arise when information systems cross national boundaries with an authoritative essential research resource **The Bibliographic Index**, 2005 **Žraloci a malé ryby** Andrej Vizjak & tým A.T. Kearney, 2009 The British National Bibliography Arthur James Wells, 2001 *Books In Print 2004-2005* Ed Bowker Staff, Staff Bowker, Ed, 2004 **Books in Print Supplement**, 2002 *Academy of Management Annual Meeting* Academy of Management, 2001 The Art of Going Global Olga E. Annushkina, Alberto Regazzo, 2020-09-04

Internationalizing your firm presents both exciting opportunities and daunting challenges regardless of your industry While strategy will vary from firm to firm this book provides a solid set of decision making tools that will support you as you take your company global Starting with the most important step cultivating a truly international perspective in your senior management team it sets out the pros and cons of each choice you will face as you define and shape a global strategy With a pragmatic toolkit provided at the end of each chapter The Art of Going Global will help to improve your decision making capabilities in relation to a range of challenges including Selecting foreign markets Adapting your business model Navigating uncertain global markets Managing across cultures Choosing between entry mode options With case studies and insights illustrating how to apply each toolkit this book is ideal for practitioners MBA students and those in executive education It will help you to consider a variety of alternative solutions for key managerial decisions on internationalization the costs and benefits of different strategic scenarios and ultimately drive you to create a clear global vision for your firm Firm-Level Internationalization, Regionalism and Globalization J. Berrill, E. Hutson, R. Sinkovics, 2011-03-04 The current international business environment is characterized by two contradictory but at times mutually supplementary trends Regionalization is part of the process of globalization but it can also be a counter force to globalization as stakeholders act to protect their perceived interests This book expands the debate on this interesting topic *Internationalisation of Hidden Champions* Alessa Witt, 2010 Developing International Strategies Rudolf Grünig, Dirk Morschett, 2016-09-09 This book focuses on the development of strategies for the successful internationalization of large and medium sized companies Becoming international offers important opportunities for companies of all sizes but in an increasingly complex environment the strategic planning involved is also a challenge The book addresses this putting forward suggestions that allow large and medium sized companies to profit from internationalization After a comprehensive introduction to internationalization and strategic planning the authors make clear recommendations suggesting detailed processes for developing international strategies The book distinguishes between going global for new markets and internationalizing production and sourcing For both the book proposes procedures for performing meaningful strategic analyses and for developing successful international strategies Lastly it highlights the challenges faced by international companies and discusses useful decision processes The book offers valuable insights for company executives participants in Executive MBA programs and master's students

Local Champions to Global Masters Upinder Dhar, Santosh Dhar, Mala Srivastava, 2003-12-01 **Developing International Strategies** Rudolf Grünig, Dirk Morschett, 2011-10-22 The internationalization of the human society and mainly of the economy will continue It will create threats but also big opportunities to most companies This is where the book makes its contribution putting forward suggestions for medium sized companies to become a winner of internationalization After a comprehensive introduction to internationalization and to strategic planning concrete recommendations are made The book first looks at going international for new markets Then it shows how to develop an internationalization strategy for

production and sourcing Finally strategic planning in an international company is explained The book is aimed at company executives master students and participants of EMBA programs It is intended to serve as a support for developing successful strategies for going and being international

Internationalization of Business Stefan Schmid, 2018-12-30 This book illustrates the various facets of internationalization in managerial practice starting with a strategic outline of the many options firms have when formulating internationalization strategies Designed as a textbook for Bachelor Master and MBA classrooms the core of the book consists of six case studies on firms from diverse industries such as sporting goods aviation grocery discount motorcycle computer and IT and fast food The cases present a variety of ways of entering and operating in foreign markets such as export franchising joint ventures strategic alliances greenfield investments acquisitions and mergers In addition to market entry strategies the cases provide readers educators and students with insights into target market strategies timing strategies allocation strategies and coordination strategies of well known companies

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