

Exporter Pratique Du Commerce International

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exporter présente les concepts qu'il convient aujourd'hui de maîtriser pour développer et consolider les positions de l'entreprise sur les marchés étrangers cette nouvelle édition tient compte des nouveaux équilibres géopolitiques et de l'évolution des techniques commerciales

marketing de négociation exporter propose également de nombreux exemples de cas d'entreprises des conseils des éléments spécifiques aux relations intracommunautaires et des références bibliographiques 29 modules abondamment documentés regroupés en 8 parties Élaborer la stratégie de développement international choisir les modes d'entrée sur les marchés étrangers construire la politique marketing définir et déployer la politique commerciale optimiser la logistique gérer la dimension financière des opérations internationales intégrer la dimension juridique Évoluer à l'international 106 fiches techniques regroupées en fin d'ouvrage développent d'une manière synthétique une technique ou un aspect particulier exporter s'adresse aux étudiants en commerce international et aux responsables des entreprises exportatrices ou importatrices

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