

## Market entry strategy

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## Reviews

*This publication is amazing. It is actually loaded with knowledge and wisdom You will like the way the blogger write this publication. (Keon Altenwerth)* 

## MARKET ENTRY STRATEGY



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Grin Verlag Gmbh Grin Verlag. Taschenbuch. Book Condition: Neu. 210x148x1 mm. This item is printed on demand - Print on Demand Titel. Neuware - Seminar paper from the year 2011 in the subject Business economics - Business Management, Corporate Governance, grade: A, State University of New York at Stony Brook, course: BA, language: English, comment: Good work , abstract: Different market entry strategies can be used to enter a new market, these strategies include mergers, acquisitions, joint ventures, exporting, Greenfield project, strategic alliances, franchising/licensing and whole subsidiary ownership (Janssen 2004, p. 556). Some of the factors that influence the choice of a market entry strategy include price localization, trade barriers, competition, export subsidies and localized knowledge (Grunig & Morschett 2012, p. 151). Globalization and foreign direct investments have been vital in global expansion of companies (Hill 2005, p. 67). This study suggests licensing as a market entry strategy that could be adopted by Rodl & Partner in its entry to South Africa (Rodl & Partner, 2012). South Africa is one of the well known markets that have well developed accounting, auditing and consulting industry and this makes the selection a suitable one for Rodl & Partner. South Africa enjoys a stable and developing economy and this has been a key attraction for foreign investors. 12 pp. Englisch.

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