

# Global Marketing Edition Warren Keegan

Yeah, reviewing a books **Global Marketing Edition Warren Keegan** could ensue your near contacts listings. This is just one of the solutions for you to be successful. As understood, expertise does not suggest that you have fantastic points.

Comprehending as with ease as pact even more than supplementary will present each success. bordering to, the broadcast as without difficulty as insight of this Global Marketing Edition Warren Keegan can be taken as skillfully as picked to act.

## **Global Marketing Management** - Warren J. Keegan 2017

Global Marketing Management, Eighth Edition, presents the latest developments in global marketing within the context of the whole organization, making internal and external connections where appropriate for a deeper understanding of global business from a managerial point of view.

*Studyguide for Global Marketing by Keegan, Warren J., ISBN 9780133849639* - Cram101 Textbook Reviews 2016-07-31

Never HIGHLIGHT a Book Again! Includes all testable terms, concepts, persons, places, and events.

Cram101 Just the FACTS101 studyguides gives all of the outlines, highlights, and quizzes for your textbook with optional online comprehensive practice tests. Only Cram101 is Textbook Specific. Accompanies: 9780133849639. This item is printed on demand.

Global Marketing, Student Value Edition - Warren J. Keegan 2014-01-09

For undergraduate and graduate global marketing courses. The excitement, challenges, and controversies of global marketing. Global Marketing reflects current issues and events while offering conceptual and analytical tools that will help students apply the 4Ps to global marketing. MyMarketingLab for Global Marketing is a total learning package. MyMarketingLab is an online homework, tutorial, and assessment program that truly engages students in learning. It helps students better prepare for class, quizzes, and exams--resulting in better performance in the course--and provides educators a dynamic set of tools for gauging individual and class progress. This program will provide a better teaching and learning experience--for you and your students. Here's how: Improve Results with MyMarketingLab: MyMarketingLab delivers proven results in helping students succeed and provides engaging experiences that personalize learning. Bring Global Marketing to Life with Real-World Examples: The cases in this text were written to encourage student interest and learning, stimulate class discussion, and enhance the classroom experience for students and instructors. Highlight Key Emerging Markets: Continued expanded coverage on the growing impact of emerging nations. Note: You are purchasing a standalone product; MyMarketingLab does not come packaged with this content. If you would like to purchase both the physical text and MyMarketingLab search for ISBN-10: 0133472221/ISBN-13: 9780133472226. That package includes ISBN-10: 0133545008/ISBN-13: 9780133545005 and ISBN-10: 0133576353/ISBN-13: 9780133576351.

MyMarketingLab is not a self-paced technology and should only be purchased when required by an instructor.

## **Global Marketing** - Warren J. Keegan 2017

Revised edition of the authors' Global marketing, 2015.

*Global Marketing Management* - Warren J. Keegan 1999

Global Marketing Management, Sixth Edition, continues to be one of the most widely used graduate-level case texts in international marketing and a popular reference for practitioners as well. This edition focuses on the opportunities and challenges of global markets and on the threat of global competition across a broad spectrum of industries.

**MyLab Marketing with Pearson Etext -- Access Card -- For Global Marketing** - Mark C. Green 2019-03-26

NOTE: Before purchasing, check with your instructor to ensure you select the correct ISBN. Several versions of the MyLab(TM) and Mastering(TM) platforms exist for each title, and registrations are not

transferable. To register for and use MyLab or Mastering, you may also need a Course ID, which your instructor will provide. Used books, rentals, and purchases made outside of Pearson If purchasing or renting from companies other than Pearson, the access codes for the MyLab platform may not be included, may be incorrect, or may be previously redeemed. Check with the seller before completing your purchase. For courses in global marketing. This ISBN is for the MyLab access card. Pearson eText is included. Familiarizes students with global marketing and the global business environment Global Marketing's environmental and strategic approach outlines the major dimensions of the global business environment for students. The 10th Edition brings global marketing out of the classroom and into the real world with up-to-date examples of questions, concerns, and crises facing global markets. New cases have been added while others have been revised as the text considers recent geopolitical developments and technological changes affecting global marketing. Global Marketing offers authoritative content as well as conceptual and analytical tools that will prepare students to successfully pursue careers in global marketing or related areas. Personalize learning with MyLab Marketing By combining trusted author content with digital tools and a flexible platform, MyLab personalizes the learning experience and improves results for each student.

## **Global Marketing Management** - Warren J. Keegan 2001

This book, the leading text for students in international marketing, adopts a strategic approach reflecting the importance of multinational corporations.

*Studyguide for Global Marketing by Keegan, Warren J.* - Cram101 Textbook Reviews 2013-05

Never HIGHLIGHT a Book Again Includes all testable terms, concepts, persons, places, and events.

Cram101 Just the FACTS101 studyguides gives all of the outlines, highlights, and quizzes for your textbook with optional online comprehensive practice tests. Only Cram101 is Textbook Specific. Accompanies: 9780872893795. This item is printed on demand.

## **Global Marketing Management** - Warren J. Keegan 2002

This leading book in international marketing features comprehensive cases that cover consumer, industrial, low tech and high tech, product and services marketing. Specific chapter topics examine the global economic environment; the social and cultural environment; the political, legal, and regulatory environments; global customers; global marketing information systems and research; global targeting, segmenting and positioning; entry and expansion strategies: marketing and sourcing; cooperation and global strategic partnerships; competitive analysis and strategy; product decisions; pricing decisions; channels and physical distribution; global advertising; promotion: personal selling, public relations, sales promotion, direct marketing, trade shows, sponsorship; global e-marketing; planning, leading, organizing, and monitoring the global marketing effort; and the future of global marketing. For individuals interested in a career in marketing.

## **Global Marketing, Global Edition** - Warren J. Keegan 2019-09-09

For courses in global marketing. Familiarises students with global marketing and the global business environment Global Marketing's environmental and strategic approach outlines the major dimensions of the global business environment for students. The 10th Edition brings global marketing out of the classroom and into the real world with up-to-date examples of questions, concerns, and crises facing global markets. New cases have been added while others have been revised as the text considers recent geopolitical developments and technological changes affecting global marketing. Global Marketing offers authoritative

content as well as conceptual and analytical tools that will prepare students to successfully pursue careers in global marketing or related areas. The full text downloaded to your computer With eBooks you can: search for key concepts, words and phrases make highlights and notes as you study share your notes with friends eBooks are downloaded to your computer and accessible either offline through the Bookshelf (available as a free download), available online and also via the iPad and Android apps. Upon purchase, you'll gain instant access to this eBook. Time limit The eBooks products do not have an expiry date. You will continue to access your digital ebook products whilst you have your Bookshelf installed.

*Principles of Global Marketing* - Warren J. Keegan 1997

This entirely new, designed for undergraduates, groundbreaking book follows the tradition of Keegan's acclaimed Global Marketing Management text. Principles of Global Marketing, a concise introduction to the field that is presented in a lively student-oriented style. The authors integrate relevant real-world cases, vignettes, and boxed features with a clear, engaging narrative to effectively communicate the excitement, challenge and discipline of global marketing.

*Global Marketing Management* - Kiefer Lee 2005

Providing coverage of the issues which define marketing in the world today, this title covers long-standing topics, integrates and draws on new and existing theoretical insights from other management disciplines including services marketing, knowledge management, relationship marketing, e-commerce and e-business and corporate social responsibility.

**Marketing Plans That Work** - Malcolm McDonald 2002

Marketing Plans That Work is a practical and insightful step-by-step guide to successfully preparing and executing a marketing plan. The book combines the very best of current practice with necessary theoretical and technical background. Marketing managers and business executives developing marketing and e-business strategies, especially those integrating new marketing technologies, will profit tremendously from Marketing Plans That Work. Readers praised the first edition of this book its pragmatic marketing framework and best practices. Now this new edition builds on the first edition's success by including new examples, the latest techniques, and new chapters on marketing strategy and e-commerce. This edition adds technology to its focus in response to today's need to enhance sustainable competitive advantage. \* New edition of a bestseller \* Leading-edge strategies for competitive advantage in marketing and e-commerce \* Bridges new technologies and innovative marketing techniques

Studyguide for Global Marketing by Warren J. Keegan, ISBN - Cram101 Textbook Reviews 2015-07-29

Never HIGHLIGHT a Book Again! Includes all testable terms, concepts, persons, places, and events.

Cram101 Just the FACTS101 studyguides gives all of the outlines, highlights, and quizzes for your textbook with optional online comprehensive practice tests. Only Cram101 is Textbook Specific. Accompanies: 9780133545005. This item is printed on demand.

*Global Marketing Pearson Etext Combo Access Card* - Mark Green 2019-05-15

For courses in global marketing. This ISBN is for the Pearson eText combo card, which includes the Pearson eText and loose-leaf print edition (delivered by mail). Familiarizes students with global marketing and the global business environment Global Marketing's environmental and strategic approach outlines the major dimensions of the global business environment for students. The 10th Edition brings global marketing out of the classroom and into the real world with up-to-date examples of questions, concerns, and crises facing global markets. New cases have been added while others have been revised as the text considers recent geopolitical developments and technological changes affecting global marketing. Global Marketing offers authoritative content as well as conceptual and analytical tools that will prepare students to successfully pursue careers in global marketing or related areas. Pearson eText is a simple-to-use, mobile-optimized, personalized reading experience that can be adopted on its own as the main course material. It lets students highlight, take notes, and review key vocabulary all in one place, even when offline. Seamlessly integrated videos and other rich media engage students and give them access to the help they need, when they need it. Educators can easily customize the table of contents, schedule readings and share their own notes with students so they see the connection between their eText and what they learn in class -- motivating them to keep reading, and keep learning. And, reading analytics offer insight into how students use the eText, helping educators tailor their instruction. NOTE: Pearson eText is a fully

digital delivery of Pearson content and should only be purchased when required by your instructor. This ISBN is for a Pearson eText access code plus a loose-leaf print edition (delivered by mail). In addition to your purchase, you will need a course invite link, provided by your instructor, to register for and use Pearson eText.

*Marketing Aspects of International Business* - G.M. Hampton 2012-12-06

The old ways break down, times change, and new life blossoms from the ruins. Frederich Schiller These words of a great poet express a basic fact of life-the inevitability of change. If marketers were asked to envision the future, they would not hesitate to answer that the entire globe is involved in a human revolution like no other in history. The changes now taking place, in both industrially developed and developing nations, are indications of the problems, challenges, and opportunities confronting future economic growth and development. Perhaps the most prominent characteristic of this change is the growing economic interdependence of all nations. Today it seems quite unnecessary to point out that any nation's problems and opportunities anywhere are now every nation's problems and opportunities everywhere. This economic and business interdependence on a global scale is the new reality, regardless of whether we want to accept it. The task ahead for all corporate managers becomes one of adapting to this new international business reality. It also requires them to assume the leadership role in helping individuals of all nations to become more and more aware of their mutual need for another's products and services. Today every corporation, whether confined within one nation or not, operates in this dynamic, changing, international business environment.

Studyguide for Global Marketing by Keegan, Warren J., ISBN 9780133472226 - Cram101 Textbook Reviews 2016-04-02

Never HIGHLIGHT a Book Again! Includes all testable terms, concepts, persons, places, and events.

Cram101 Just the FACTS101 studyguides gives all of the outlines, highlights, and quizzes for your textbook with optional online comprehensive practice tests. Only Cram101 is Textbook Specific. Accompanies: 9780133472226. This item is printed on demand.

**Consumer Behavior** - Wayne D. Hoyer 2012-08-10

CONSUMER BEHAVIOR combines a foundation in key concepts from marketing, psychology, sociology, and anthropology with a highly practical focus on real-world applications for today's business environment. The new edition of this popular, pioneering text incorporates the latest cutting-edge research and current business practices, including extensive coverage of social media influences, increased consumer power, emerging neuroscience findings, and emotion in consumer decision making. In addition, the Sixth Edition includes an increased emphasis on social responsibility and ethics in marketing. With even more real-world examples and application exercises, including new opening examples and closing cases in every chapter, CONSUMER BEHAVIOR provides a thorough, yet engaging and enjoyable guide to this essential subject, enabling students and professionals alike to master the skills they need to succeed. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version.

Global Marketing - Warren J. Keegan 2010-12-31

Studyguide for Global Marketing by Keegan, Warren J., ISBN 9780133575682 - Cram101 Textbook Reviews 2016-07-31

Never HIGHLIGHT a Book Again! Includes all testable terms, concepts, persons, places, and events.

Cram101 Just the FACTS101 studyguides gives all of the outlines, highlights, and quizzes for your textbook with optional online comprehensive practice tests. Only Cram101 is Textbook Specific. Accompanies: 9780133575682. This item is printed on demand.

*Outlines & Highlights for Global Marketing* - Cram101 Textbook Reviews 2009-11-30

*Global Marketing, Global Edition* - Warren J. Keegan 2013-11-06

For courses in International Marketing and Global Marketing. This is the leading MBA text in international marketing—with comprehensive cases. The full text downloaded to your computer With eBooks you can: search for key concepts, words and phrases make highlights and notes as you study share your notes with

friends eBooks are downloaded to your computer and accessible either offline through the Bookshelf (available as a free download), available online and also via the iPad and Android apps. Upon purchase, you'll gain instant access to this eBook. Time limit The eBooks products do not have an expiry date. You will continue to access your digital ebook products whilst you have your Bookshelf installed.

**Retail Marketing Management** - Dhruv Grewal 2018-12-03

A leading Professor of Retail Marketing presents 5 new frames through which students and practitioners can understand and approach the evolving environment of retailing today: Entrepreneurial mindset, Excitement, Education, Experience, and Engagement. Due to the influence of online shopping, social media, retailing analytics, and the growth of mobile shopping, the retail business environment has had to evolve dramatically in recent years. Dhruv Grewal believes that this change in the retail market means the marketing mix, or 4Ps definition – place, price, product, and promotion, must be transformed. In its place, Grewal introduces the 5Es retail Management framework. A new perspective for retailers to follow in order to be innovative and to ensure ongoing success. The book provides insights and ideas from retailers across the world to reinforce this new perspective, and offers direct examples of best practice from leading retailers such as Amazon, Victoria's Secret, Kroger, Tesco, Zara and Groupon, amongst others. Online resources include PowerPoint Slides, Video links and Testbank Suitable reading for students of retail marketing.

*Successful Product and Business Development, First Edition* - N. Giragosian 1978-11-01

This book shows how the people carrying out industrial commercial development perform the vital functions and deals with the organization and structure of commercial development. It describes the change in thinking of chemical companies from a product-oriented outlook to a business-oriented one.

**Offensive Marketing** - Hugh Davidson 2012-06-25

Offensive Marketing is the best source for competitive executives who are serious about strengthening their marketing skills and producing new outcomes. The authors bring the acclaimed POISE (Profitable, Offensive, Integrated, Strategic, Effectively Executed) framework to a North American audience. POISE brings together advances in strategy, innovation, and approach to produce a new level of effectiveness and market results. Extensively used by companies and individuals worldwide, this freshly adapted book is an essential resource for all marketing students and professionals interested in achievable strategies and profitable marketing.

**Studyguide for Global Marketing by Warren J. Keegan, Isbn 9780132719155** - Cram101 Textbook Reviews Staff 2013-01-01

Never HIGHLIGHT a Book Again! Virtually all of the testable terms, concepts, persons, places, and events from the textbook are included. Cram101 Just the FACTS101 studyguides give all of the outlines, highlights, notes, and quizzes for your textbook with optional online comprehensive practice tests. Only Cram101 is Textbook Specific. Accompanys: 9780132719155 .

**E-Marketing** - Raymond Frost 2018

Earlier editions have Judy Strauss as the first named author.

**Global Marketing** - Warren J. Keegan 2005

WHAT MAKES THIS BOOK UNIQUE? Warren Keegan and Mark Green approached the fourth edition of "Global Marketing" with this goal: To write a book that reflects current issues and events, features conceptual and analytical tools that will help the reader apply the "4P"s to global marketing, and is authoritative in content yet relaxed and assured in style and tone.

**Global Marketing** - Kate Gillespie 2015-07-03

This textbook introduces students to the important concepts of global marketing today, and their managerial implications. Designed to be shorter than many other textbooks, Global Marketing focuses on getting to the point faster. Increasingly, marketing activities must be integrated at a global level. Yet, the enduring influence of culture requires marketers to adapt local strategies in light of cultural differences. Global Marketing takes a similar strategic approach, recognizing the need to address both the forces of globalization and those of localization. Other key features include: Coverage of often overlooked topics, such as the competitive rise of China's state-owned enterprises; the importance of diasporas as target markets; and the emerging threat to legitimate marketers from transnational criminal organizations A

chapter dedicated to understanding global and local competitors, setting the stage for ongoing discussion of both buyers and competitors in an increasingly competitive global marketplace Extensive real-life examples and cases from developed and emerging markets, including insights into the often-overlooked markets of Africa, Latin America, and the Middle East Written in a student-friendly style, previous editions have received praise from both students and instructors. This edition continues to build on this strong foundation, making this the book of choice for students of global marketing classes.

**Global Marketing and Global Human Resources Management - Internationale**

**Unternehmensführung** - Lena Schmidtman 2008-04

Seminar paper from the year 2004 in the subject Business economics - Business Management, Corporate Governance, grade: 1,7, University of Applied Sciences Fulda, 3 entries in the bibliography, language: English, abstract: 1. Introduction The moving of the business world into an interdependent global economic system is referred to as globalization<sup>1</sup>. The principal goal of a globalization strategy is successful economic development in different countries, but we see also the influence of the globalization process on social, political and culture life. One of most difficult barriers for this process is cultural values and norms of civilisations. Despite of process of market and production globalization and as of world modernisation that could guide to universal civilisation, the countries are different, because their evolution process and culture are different. Even if there is no reason to think, that these differences bring to conflict between civilisations in future, it is necessary to know, that making contact between various cultural societies demands great effort. In following paper we will discuss about a global marketing management, a new-product development and implementation at the global market, and also about global human resources management. We will illustrate some aspects to which a manager of an international firm must do attention doing business. We look at such elements, which constitute a firm's global managing such as: brands and their attributes, distribution system, exactly said, differences in distribution system, then we look at principal facts challenging a new-product development. Each product must be viewed in light of how it is perceived by each culture with which it comes in contact. An established product in one culture may be considered an innovation in another is critical in planning and developing consumer products for foreign markets. If we will discuss about managing functions, we will examine also global human resource management.

**Marketing Plans** - Malcolm McDonald 2011-03-29

Now in its 7th edition, Marketing Plans is a highly renowned international bestseller. The book has been thoroughly revised, and every chapter has been carefully updated with special attention to the latest developments in marketing. To accomplish this, Professor Malcolm McDonald has been joined in this edition by Professor Hugh Wilson, a leading expert on CRM and multichannel strategy as well as marketing planning. Major changes to this edition include new chapters based on the very latest research on: Planning for integrated marketing communications and digital marketing Developing multichannel strategy Developing the CRM plan Marketing effectiveness and accountability Marketing Plans is designed as a tool and a user-friendly learning, resource. Every point illustrated by powerful practical examples and made actionable through simple, step-by-step templates and exercises. The book is established as essential reading for all serious professional marketers and students of marketing, from undergraduate and postgraduate to professional courses for bodies such as CIM. Above all it provides a practical, hands-on guide to implementing every single concept included in the text. "It is clearly and powerfully written and is probably the best book on the theory and practice of marketing planning ever written. It is a best-seller in Europe and I strongly recommend the book to anyone with an interest in marketing planning." —Warren J. Keegan, Professor of International Business and Marketing Director, Institute for Global Business Strategy, Pace University, New York "I am extremely impressed by the step lucidity of what is presented." —Dr D. H. Eaton, North Carolina University "A book reaching the quantities sold of Marketing Plans must be a book that is really used. It is not difficult to see why. Malcolm McDonald writes about what to do in marketing and how to do it. Unlike many academic marketing writers, he will never let you forget that marketing ends with -ing." —Kenneth Simmonds, Professor of Marketing and International Business, London Business School "Malcolm McDonald is clearly one of the most respected Professors of Marketing in Europe and the author of a number of outstanding books. The fact that Marketing Plans has been such a massive seller

offers testimony of this. McDonald writes with clarity and insight that is becoming increasingly rare today. It is powerful, up to date and has proved that it works. I recommend it to you!" —John D. Ryans, Jr, Bridgestone Professor of International and Professor of International Marketing, Kent State University, Ohio

Principles of Global Marketing - Warren J. Keegan 1997

Designed for undergraduates, this text provides an introduction to the field of global marketing. The authors integrate relevant real-world cases, vignettes and boxed features. A supplements package accompanies the text.

**Global Marketing, Global Edition** - Warren J. Keegan 2015-04-30

For undergraduate and graduate courses in global marketing The excitement, challenges, and controversies of global marketing. Global Marketing reflects current issues and events while offering conceptual and analytical tools that will help students apply the 4Ps to global marketing. MyMarketingLab for Global Marketing is a total learning package. MyMarketingLab is an online homework, tutorial, and assessment program that truly engages students in learning. It helps students better prepare for class, quizzes, and exams—resulting in better performance in the course—and provides educators a dynamic set of tools for gauging individual and class progress.

Repositioning Asia - Philip Kotler 2002

A repositioning effort has become crucial to Asia in 2002 as a result of economic crisis, which served as a catalyst for change. This book provides a new model for the Asian region, one which offers the prospect of vital and sustainable growth to the region's economies and companies.

*Business to Business Marketing Management* - Alan Zimmerman 2017-09-25

Business to business markets are considerably more challenging than consumer markets and as such demand a more specific skillset from marketers. Buyers, with a responsibility to their company and specialist product knowledge, are more demanding than the average consumer. Given that the products themselves may be highly complex, this often requires a sophisticated buyer to understand them. Increasingly, B2B relationships are conducted within a global context. However all textbooks are region-specific despite this growing move towards global business relationships – except this one. This textbook takes a global viewpoint, with the help of an international author team and cases from across the globe. Other unique features of this insightful study include: placement of B2B in a strategic marketing setting; full discussion of strategy in a global setting including hypercompetition; full chapter on ethics and CSR early in the text; and detailed review of global B2B services marketing, trade shows, and market research. This new edition has been fully revised and updated with a full set of brand new case studies and features expanded sections on digital issues, CRM, and social media as well as personal selling. More selective, shorter, and easier to read than other B2B textbooks, this is ideal for introduction to B2B and shorter courses. Yet, it is comprehensive enough to cover all the aspects of B2B marketing any marketer needs, be

they students or practitioners looking to improve their knowledge.

Outlines and Highlights for Global Marketing by Warren J Keegan, Mark Green, Isbn - Cram101 Textbook Reviews 2009-11

Never HIGHLIGHT a Book Again! Virtually all of the testable terms, concepts, persons, places, and events from the textbook are included. Cram101 Just the FACTS101 studyguides give all of the outlines, highlights, notes, and quizzes for your textbook with optional online comprehensive practice tests. Only Cram101 is Textbook Specific. Accompanys: 9780131754348 .

**Outlines and Highlights for Global Marketing by Warren J Keegan, Isbn** - Cram101 Textbook Reviews 2010-12

Never HIGHLIGHT a Book Again! Virtually all of the testable terms, concepts, persons, places, and events from the textbook are included. Cram101 Just the FACTS101 studyguides give all of the outlines, highlights, notes, and quizzes for your textbook with optional online comprehensive practice tests. Only Cram101 is Textbook Specific. Accompanys: 9780137023868 9780136157397 .

**Global Marketing Management** - Warren J. Keegan 2013-04-15

The leading MBA text in international marketing—with comprehensive cases. This leading book in international marketing features comprehensive cases that cover consumer, industrial, low tech and high tech, product and services marketing.

*Global Marketing Management* - Masaaki (Mike) Kotabe 2016-12-01

The 7th Edition of Global Marketing Management prepares students to become effective managers overseeing global marketing activities in an increasingly competitive environment. The text's guiding principle, as laid out concisely and methodically by authors Kotabe and Helsen, is that the realities of international marketing are more "multilateral." Suitable for all business majors, the text encourages students to learn how marketing managers work across business functions for effective corporate performance on a global basis and achievement of overall corporate goals. Global Marketing Management brings timely coverage in various economic and financial as well as marketing issues that arise from the acutely recessionary market environment.

**Entry Strategies for International Markets** - Franklin R. Root 1994-01-01

Sage Advice on Going Global Root's perspective is extremely insightful, and clearly the work of one who knows his topics from personal experience. It encapsulates what some of us have taken decades to learn through trial and error. --Larry D. Bouts, president, International Division, Toys-R-Us, Inc. The North American Free Trade Agreement, the new European common market, and the opening of Eastern Europe--among other recent geopolitical developments--have created unprecedented opportunities for American companies seeking to enter foreign markets. This guide offers executives practical advice, recently updated and expanded, on deciding which markets to enter, choosing a product for international distribution, designing an entry strategy, and developing an effective international marketing plan.