

Steps to build export strategy for global expansion

This slide showcases processes that can help organization to create export strategy for global expansion. Its key steps are initiate expansion program, target high potential markets, build expansion plan, build export distribution network and build profitable global export sales.

01	Initiating export market expansion program	<ul style="list-style-type: none">Designate program leaders and export teamsBenchmark company export preparednessDeveloping long term financial objectivesAdd text here	Formulated export team of 18 employees
02	Target high potential markets	<ul style="list-style-type: none">Establish market selection screening criteriaEvaluating growth of high potential marketsEvaluating laws and policies of target marketAdd text here	South American market growing at 15% CAGR
03	Building export market expansion plan	<ul style="list-style-type: none">Determine market entry methodsSelect market segments and distribution channelsDetermining product, price and promotionAdd text here	Promotion to be done through online ads
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05	Build profitable global export sales	<ul style="list-style-type: none">Initiate export sales activitiesScreen and respond to export sales inquiriesPrepare and ship export ordersAdd text here	Add text here Add text here
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Export Strategy

Hussin A.Rothana



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