DESCRIPTION

This book is the first strategic guide for multi-national corporations (MNCs) who are contemplating expanding into both China and India. Gupta and Wang explain how many MNCs view China and India solely from the lens of off-shoring and cost-reduction, and focusing their marketing strategies on only the top 5-10% of the population. This is a missed opportunity. China and India are the only two countries that constitute four realities that are strategically crucial for the global enterprise:

• Both provide mega-markets for almost every product and service

• Both have platforms that will dramatically reduce the company's global cost structure

• Both have platforms that will significantly boost the company's global technology and innovation base

• Both are springboards for the mergence of new fearsome global competitors.

This book aims to shed light on the brutal competition for markets and resources in China and India as well as lays out the strategic action implications for those companies who want to emerge as the global players of tomorrow.
ABOUT THE AUTHOR

Anil K. Gupta is the Ralph J. Tyser Professor of Strategy and Organization at the Smith School of Business, The University of Maryland at College Park. A world-renowned scholar on global strategy, he is a regular speaker at major conferences and serves as an adviser and director for corporations in the United States, Europe, and Asia.

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FEATURES

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• Helps business leaders develop robust global strategies in the age of China and India by uncovering the surprising range of hidden opportunities and challenges presented by these emerging giants

• Discusses how China and India are the only two countries to feature four different realities, each strategically crucial to the future of any global enterprise

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