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#### From the Foreword

"If multinational firms and their suppliers are to achieve and sustain success in Latin America, they will need to develop and implement sound strategies. Winning Strategies for the New Latin Markets contributes to this goal."

# winning strategies for the



# A A R K E T S

Fernando Robles

Françoise Simon



# **Winning Strategies For The New Latin Markets**

Fernando Robles, Françoise Simon, Jerry Haar

#### **Winning Strategies For The New Latin Markets:**

Winning Strategies for the New Latin Markets Fernando Robles, Françoise Simon, Jerry Haar, 2003 Global corporations are rapidly discovering an emerging market of nearly 600 million Latin consumers in the United States and Latin America In Winning Strategies for the New Latin Markets three experts analyze the Latin market's unique dynamics and offer end to end strategies for success They illuminate dramatic transformations in demographics economics local competition regulation technology and culture Then through executive interviews and case studies they offer insights into key strategies for every aspect of doing business regional market expansion market segmentation branding distribution Presenting to Win Jerry Weissman, 2003 In Presenting to Win Persuading Your financing and corporate structure Audience Every Time the world s 1 presentation consultant shows how to connect with even the toughest most high level audiences and move them to action Jerry Weissman shows presenters of all kinds how to dump those PowerPoint templates once and for all and learn to tell compelling stories that focus on what s in it for their listeners Drawing on dozens of practical examples and real case studies Weissman shows presenters how to identify their real goals and messages before they even open PowerPoint how to stay focused on what their listeners really care about and how to capture their audiences in the first crucial 90 seconds From bullets and graphics to the effective sparing use of special effects Weissman covers all the practical mechanics of effective presentation and walks readers through every step of building a Power Presentation from brainstorming through delivery Unlike the techniques in other presentation books this book s easy step by step approach has been proven with billions of dollars on the line in hundreds of IPO road shows before the world's most jaded investors

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