

*Zakendoen over de grens* biedt een scala aan nieuwe inzichten over de te maken strategische keuzes in internationaal zakendoen. Internationalisering van bedrijfsactiviteiten is een niet te ontkennen mondiale trend. Door technologische ontwikkelingen en een toenemende kennis over andere landen zijn er weinig branches waar ondernemingen niet internationaal zakendoen, of dit nu gaat om inkoop, productie of verkoop.

Lees hoe bedrijven, met en zonder ervaring, het traject van zakendoen over de grens doorlopen. Wat zijn de belangrijkste beslissingen die genomen moeten worden? Met welke tegenslagen krijgen bedrijven te maken? En hoe starten ze ondanks die tegenslagen succesvol met nieuwe activiteiten? Dit boek geeft essentiële informatie, concrete praktijkvoorbeelden en heldere stappenplannen om aan deze en andere uitdagingen het hoofd te bieden.

Maud Oortwijn heeft als management consultant, academicus en ondernemer uitgebreid ervaring met internationaal zakendoen op diverse continenten. De belangrijkste bevindingen van haar werkzaamheden worden in dit boek op pragmatische wijze uiteengezet.

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# Zakendoen Over De Grens Succesfactoren Voor Internationale Activiteiten

**Maud Oortwijn**



**Zakendoen Over De Grens Succesfactoren Voor Internationale Activiteiten:**

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