



Strategic Management In Developing Countries

James E. Austin

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James E. Austin's case studies are designed to help managers effectively compete in the Third World business environment.

Designed for business school courses and in-house company training programs, this companion to *Managing in Developing Countries* presents 35 case studies organized around Professor Austin's Environmental Analysis Framework, a powerful, field-tested tool designed to help managers examine, prepare for and compete in the Third World business environment. Through comprehensive and thoroughly tested classroom-tested cases, Austin systematically examines the economic, political, and cultural factors of each country at international, national, industry, and company levels. The cases also reveal the critical strategic issues and operating problems that managers will encounter in developing countries--in governmental relations, finance, marketing, production, and organization.

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