

# 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"><li>Designate program leaders and export teams</li><li>Benchmark company export preparedness</li><li>Developing long term financial objectives</li><li>Add text here</li></ul>	Formulated export team of <b>18</b> employees
02	Target high potential markets	<ul style="list-style-type: none"><li>Establish market selection screening criteria</li><li>Evaluating growth of high potential markets</li><li>Evaluating laws and policies of target market</li><li>Add text here</li></ul>	South American market growing at <b>15%</b> CAGR
03	Building export market expansion plan	<ul style="list-style-type: none"><li>Determine market entry methods</li><li>Select market segments and distribution channels</li><li>Determining product, price and promotion</li><li>Add text here</li></ul>	Promotion to be done through online ads
04	Building export distribution network	<ul style="list-style-type: none"><li>Recruit distribution partner candidates</li><li>Screen and select distribution partners</li><li>Finalize distribution partner agreements</li><li>Add text here</li></ul>	Finalized <b>3</b> distributor partners
05	Build profitable global export sales	<ul style="list-style-type: none"><li>Initiate export sales activities</li><li>Screen and respond to export sales inquiries</li><li>Prepare and ship export orders</li><li>Add text here</li></ul>	Add text here Add text here
06	Add text here	<ul style="list-style-type: none"><li>Add text here</li><li>Add text here</li><li>Add text here</li><li>Add text here</li></ul>	Add text here Add text here

# Export Strategy

**Clemens Wendtner**



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