THE OFFICIAL



Alibaba.com SUCCESS GUIDE

Insider Tips and Strategies for Sourcing Products from the World's Largest B2B Marketplace

Pereword by Jack Ma, founder of Alibaba.com

DEBRA SCHEPP | BRAD SCHEPP

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The Official Alibaba.com Success Guide Brad Schepp,Debra Schepp,2009-11-16 The official guide to making a bundle buying and selling through Alibaba com the world's largest online B2B marketplace Alibaba com is the world's leading global business to business online marketplace People around the world use it every day to import and export products for big profits But newcomers are often overwhelmed by the sheer number of products and the quantity of information available The Official Alibaba com Success Guide shows you how to ramp up your business or build an entirely new business using the Alibaba com brand and web site as your supplier This practical guide provides simple answers for complex questions from navigating the site to finding products at the right price to branding and much more Plus the book includes best practices for importing locating and vetting suppliers and protecting yourself against online fraud An answer packed guide for all your questions about doing business through Alibaba com Officially licensed and supported by Alibaba com this is the only guide you need Includes inspirational profiles of people who have used Alibaba com successfully to launch new businesses or revive old ones The first and only step by step guide to using Alibaba com effectively Alibaba com gives you the opportunity to make real money online Here you Il find a wealth of inside information that will help you use Alibaba com safely and profitably

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Exporting Laurel J. Delaney,2014-01-25 Delaney s excellent book truly is the definitive guide It easily and thoroughly explains everything you need to know Steve Strauss USA Today Exporting The Definitive Guide to Selling Abroad Profitably is generously sprinkled with Notes and Tips that deliver concise insightful bursts of advice and counsel These suggestions alone are worth the price of the book From planning to execution Laurel Delaney is like a trusted guide encouraging one forward pointing out potential pitfalls and helping navigate the way through the exciting and challenging world of exporting

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Monday and be trading with the world by Wednesday The web has made this perfectly possible and faced with a sluggish UK market there s never been a better time to leverage technology and look overseas after all a connection to the internet is a connection to over 1 billion potential customers Our politicians are encouraging it and technology is in place to enable it yet small business owners are resisting the international trade opportunity for fear of perceived language currency cultural and business barriers In this book bestselling author Emma Jones puts paid to these perceptions and shows you don't need big budgets or to be a big business to be a globally successful one She offers a route map that will have you trading across the globe and illustrates how it can be done with stories from 20 successful exporters. Whether you re selling tangibles or services if you ve considered exporting but didn t know where to start or you re making international sales and want to grow further this is the book for you Consider it your guide as you embark on a journey of international deals and discovery www alibaba com http www enterprisenation com events go global The Alibaba Way: Unleashing Grass-Roots Entrepreneurship to Build the World's Most Innovative Internet Company Ying Lowrey, 2016-02-12 The amazing e commerce success story that provides a powerful new growth model for small business start ups and grassroots entrepreneurs One of the world's fastest growing Internet companies Alibaba and its founder Jack Ma have inspired a generation of young Chinese not just as a road map to riches but as a lesson in entrepreneurial individualism This illuminating guide takes readers inside this global giant of e commerce and shows entrepreneurs how to build their own businesses from a grassroots vision to a world class operation Using Alibaba's incredible success as a case study the book identifies the driving forces behind job growth innovation and sustainability in the Digital Age It shows small business owners how to unleash their entrepreneurial spirit realize their grassroots ambitions and use technology driven platforms to grow their companies across multiple markets The Alibaba Way offers a proven way to survive and thrive The first book length case study of the Alibaba phenomenon Alibaba is receiving incredible positive coverage in the media its IPO is likely to be the largest in the US and one of the largest in the world Dr Lowry is an expert in Chinese economics with experience in American markets Dr Ying Lowrey is an Economics Professor at the School of Social Sciences Tsinghua University and Deputy Director of Tsinghua Research Center for Chinese Entrepreneurs International Management: Managing Cultural Diversity Helen Deresky, Elizabeth Christopher, 2015-05-20 International Management Managing Cultural Diversity International Management explores the dynamic global environment of business management by examining the political legal technological competitive and cultural factors that shape corporations worldwide With its hallmark clear and concise approach International Management places fundamental management theories in an international context Students will gain a comprehensive understanding of the practices cultural skills and sensitivities needed to operate successfully in a wide range of cross national situations The second Australian edition of International Management focuses on the expanding economics of Australasia China India and their increasing trade amongst themselves the European Union and the Americas

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