

Tapping into New and International Markets

Advantages and disadvantages of different exporting processes

Exporting process are the set of procedures that are executed by firms with a view to export their offerings in a number of locations across the globe. In this relation, there are mainly 2 types of exporting procedures which can be opted by organizations for execution of export in nations.



Both of them are described in a brief manner as underneath:-

Direct Exporting

This can be referred to as the procedure of sale of offerings in a new nation in the absence of middlemen. Hereby, the sale activities are executed by the firm itself. In this relation, there are several modes with the help of which export can be done (Ibeh, Crick, and Etemad, 2019). These are acknowledged to be acquisition, partnership and so on.

- **Advantage:** This provides assistance in protection of trademarks, patent, goodwill and other IPR.
- **Disadvantage:** The cost to the firm for adopting this method is very high. Further, the risk involved is also huge.

Indirect Exporting

This can be referred to as a procedure whereby a firm is engaged in sale of its offerings in foreign markets with the usage of intermediaries. Hereby, the mediator sells the offerings to customers or wholesalers.



- **Advantage:** Financial resources needed to do indirect exporting are relatively lower than needed in direct exporting. Further, it provides effective access to markets to the firm.
- **Disadvantage:** Hereby, there is no control over marketing, distribution and other activities associated with sales. Further, there is extensive risk in relation to choice of distributor as any adversity would place a substantial influence over the company.

Tapping The Market

Shasha Hu



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