



The Global Experience Learning Curve

Read the overview below and complete the activities that follow.

An understanding of marketing beyond home markets develops over time as a company gets more international business experience. This process is referred to as the global experience learning curve. Review the stages of the global experience learning curve and categorize the following statements by the stage in which it belongs.

This activity is important because expansion into international markets comes with great opportunities and great risks. Marketing managers need to understand how best to navigate the global experience curve.

The goal of this activity is for you to demonstrate an understanding of the different stages of the global experience learning curve by determining how industry-specific examples fit into each of the stages.

The global experience learning curve moves a company through four distinct stages: no foreign marketing, foreign marketing, international marketing, and global marketing. The process is not always linear; companies may, for example, move directly from no foreign marketing to international marketing without necessarily engaging in foreign marketing. In addition, the amount of time spent in any stage can vary; some companies remain in a stage for many years.

Read the statements. Drag and drop each item into the correct spot within the chart.

Apparel Maker

Fiber
Manufacturer

Companies with
No Foreign
Marketing

Companies with
Foreign
Marketing

Erewhon
Organic

ABC
Appliances

International
Marketing

Global
Marketing

Reset

The Global Experience Paperback By

A Gutmann



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Understanding the Global Experience Thomas Arcaro, Rosemary Haskell, Chinedu Eke, Robert Anderson, Stephen Braye, Ann Cahill, Brian Digre, Anne Bolin, Mathew Gendle, Duane McClearn, Jeffrey Pugh, Laura Roselle, Jean Schwind, Kerstin Sorensen, Anthony Weston, 2016-03-22 First Published in 2016 In this anthology of essays for Global Studies students the editors hope to encourage readers to live intelligent and thoughtful lives not only as citizens of their native countries but also as citizens of the world

Global Experience Industries Jens Christensen, 2009-08-30 The experience economy is a fourth economic field different from commodities goods and services Experiences are an economic value added to a product or identical with the product When you buy an experience you pay to spend time enjoying a series of memorable events that a company stages to engage the customer in a personal way The experience dimension has moved into a predominant place since the 1990s fueled by an expanding global and digital economy In developed countries people get richer and more individualized and having met all basic material needs they focus increasingly on personal development and self realization Demand for experience based products increases such as tourism and sports as well as film music and other contents of media and interactive technologies Furthermore the demand for experience values is extended to include any product and dimension of modern societies such as the design of houses furniture clothes cars computers etc This is not a completely new story Commercial entertainment and design has been around for a century or so And in addition universal values of love sex belief family and the meaning of life have always been vital to human beings What is new is the fact that capitalism is invading more and more fields of experiences connected with emotions and the extension of life proportions In all developed countries and increasingly on a global scale a series of expanding industries have emerged to supply the market with experience oriented goods In this book the business development of markets and industries is covered from tourism to media and entertainment and from design to sex including leading companies and trends in all industries involved

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