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concludes that much of the

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recent literature, though novel, has focused excessively on simply adding new products to export portfolios. One branch of these studies centers on the 'discovery' of...

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markets is no straightforward feat. But if there were one lesson that captures all of the above that brands need to embrace, it's this: don't believe your own hype. If Morrisons enters humbly and ensures it has local insights at the core of its launch strategy, no doubt it could make a success of its move.

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specialization in primary products would lead to steady falls in the purchasing power of primary exports and slow breaking into new markets emerging lessons on export by dr



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markets, we gave ourselves a little bit of a head start in the markets we were targeting.

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