

# Going Global

## Tips for Taking Your Business International

James Foley  
Bradley University  
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The  
**GLOBAL**  
ENTREPRENEUR  
Taking Your Business  
International

JAMES F. FOLEY

# Don't just fall into international business.



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# Why go global?

Increased sales

Diversification

Lower costs

Enhanced profits

More competitive



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# What Are the Risks?

- ◆ Opportunity costs
- ◆ Financial risk
- ◆ Economic risk
- ◆ Logistics
- ◆ Legal (compliance)
- ◆ Cultural risk





# Risk Assessment

Risk is related to foreign market entry mode.

				Fx Translation Risk
				Fx Transactional Risk
				Fx Translation Risk
				Fx Transactional Risk
				Political Risk
				Fx Economic Risk
		Fx Transactional Risk	Fx Economic Risk	Commercial Risk
	Political Risk	Political Risk	Commercial Risk	
	Fx Economic Risk	Fx Economic Risk	Commercial Risk	
	Commercial Risk	Commercial Risk	Commercial Risk	
----- Export Sales / No Foreign Direct Investment -----			---- Foreign Direct Investment ----	
Indirect Export Sales (EMC, Piggyback)	Direct Export Sales - all sales denominated in the home currency of the seller	Direct Export Sales - sales denominated in the foreign currency of the buyer	Overseas Sales and Marketing Office and Staff	Overseas Manufacturing, Sales and Marketing and Staff
Scenario 1	Scenario 2	Scenario 3	Scenario 4	Scenario 5



# Biggest mistake made by business: A re-active strategy



## Don't let markets and partners choose you!

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# Being more proactive, requires access to data:

## ◆ Online data provides

- Industry reports
- Trade statistics
- Market insights
- Country risk ratings
- Most are all free

Standard Report - Annual Exports  
Author: US Bureau of the Census; Foreign Trade Division USA Trade @ Online.  
◆ Rows 1-50 of 244 ◆ Columns 1-10 of 10

Commodity	IX	9004100000 Sunglasses (doz)									
		July 2008 YTD		2007		2006		2005		2004	
Time	IX	Value	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value	Quantity
Measures	IX	Value	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value	Quantity
Country	IX	Value	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value	Quantity
World Total		198,978,681	973,940	260,992,395	1,385,900	215,319,896	1,379,203	171,310,453	1,508,952	149,756,773	1,431,981
Canada		62,732,936	456,848	78,537,381	588,505	70,149,298	599,567	55,336,233	556,615	48,197,880	529,059
Australia		12,850,531	26,468	26,333,939	65,852	22,432,638	53,739	17,135,110	117,365	13,666,491	74,635
Netherlands		6,776,058	21,423	20,919,694	74,654	9,668,312	32,701	3,250,310	12,868	2,562,758	11,822
United Kingdom		14,969,063	50,091	18,844,376	79,707	12,877,400	59,711	11,726,535	67,884	12,497,599	81,125
Japan		8,478,138	31,342	13,309,097	55,272	10,699,329	41,508	8,523,175	32,530	3,537,337	15,619
Mexico		8,357,294	48,908	12,785,219	62,542	12,313,296	141,335	7,965,008	170,795	8,610,207	165,257
France		12,207,713	24,178	11,464,029	23,897	17,862,715	43,834	19,393,340	48,147	22,790,310	85,116
Italy		17,591,654	52,386	8,058,663	30,815	4,849,640	16,983	3,475,404	26,221	4,408,288	38,196
Brazil		2,707,007	49,110	7,255,354	122,061	7,000,399	134,923	6,885,253	165,865	5,180,452	73,069
Korea, South		4,736,409	16,086	6,476,388	20,767	4,688,488	13,055	3,751,320	9,171	3,246,377	13,003
Federal Republic of Germany		6,354,705	12,732	6,093,203	13,065	4,821,539	13,070	4,944,415	46,206	1,253,714	16,179
United Arab Emirates		3,942,334	31,490	5,233,831	42,102	1,572,949	12,433	593,598	9,161	1,495,203	10,338
Hong Kong		7,518,683	20,742	4,474,398	15,526	3,201,150	13,357	2,891,917	18,854	1,551,549	15,148
Singapore		2,355,362	8,820	3,510,567	12,854	2,004,733	7,429	1,878,206	14,302	411,712	3,812
South Africa		1,588,784	4,216	3,413,159	12,456	2,895,321	14,644	2,303,542	16,879	1,795,614	15,013
Spain		3,024,145	12,355	2,637,292	14,017	2,110,253	15,281	1,249,234	16,786	1,170,966	18,473
Thailand		872,894	1,875	1,796,306	11,187	1,109,839	2,663	1,025,634	3,091	907,502	4,465
Venezuela		789,683	2,202	1,553,486	3,453	2,321,684	10,744	841,017	3,175	478,237	4,779
Iraq		1,210,076	3,825	1,483,274	5,694	2,165,185	6,172	782,799	2,016	69,613	223
Colombia		451,968	1,816	1,325,078	10,327	1,241,352	8,447	761,186	6,505	808,836	5,707
Malaysia		651,161	1,010	1,192,326	3,591	786,517	1,937	669,700	3,090	48,347	223
Indonesia		662,665	1,614	1,154,024	2,610	241,960	421	1,221,242	4,533	768,241	3,097
Israel		505,579	9,893	1,029,172	8,216	579,975	8,777	465,818	11,588	668,783	12,827
Chile		384,628	2,406	896,203	7,541	706,875	6,133	570,298	9,852	586,354	8,484
Panama		1,115,727	5,695	835,619	5,140	489,340	3,780	430,354	5,929	428,852	5,667
China		1,417,956	6,786	832,322	5,607	692,290	7,982	653,322	37,234	485,553	43,496
Cayman Islands		579,861	2,296	817,658	3,109	621,119	1,448	351,034	497	397,138	3,429
Greece		426,820	2,512	813,018	3,431	903,166	6,449	1,049,331	2,225	648,918	4,433
Aruba		583,307	1,047	796,015	1,338	395,771	1,000	349,513	1,518	523,290	4,226

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# Mega-sites: www.export.gov



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Export.gov provides online trade resources and one-on-one assistance for your international business – whether you're just starting or expanding your global sales. Browse our online information or call 1-800-USA-TRADE to find a trade specialist in your area and get answers to your export questions. We are interested in your feedback so let us know what you think.

**What's New in Exporting**

- USDA Raises FY 2005 Agricultural Export Forecast by \$3 Billion to \$59 Billion
- Online Tariff Database -- Know the Tariffs Before You Ship
- Financing Opportunities for U.S. Firms Exporting to Algeria

More News

**Highlighted Trade Events**

- Safety & Security in the Eastern Med, May-June 2005
- CommunicAsia2005, Singapore, June 14-17
- Franchise Symposium & Catalog Show, Jeddah, Saudi Arabia, May 7-8, 2005

More Events

**Export.Gov NewsLetter**



**Success Stories:** Peace at Last: Small Iowa Company Brings Revolutionary Software to Europe

**Commercial News**

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145 Countries!

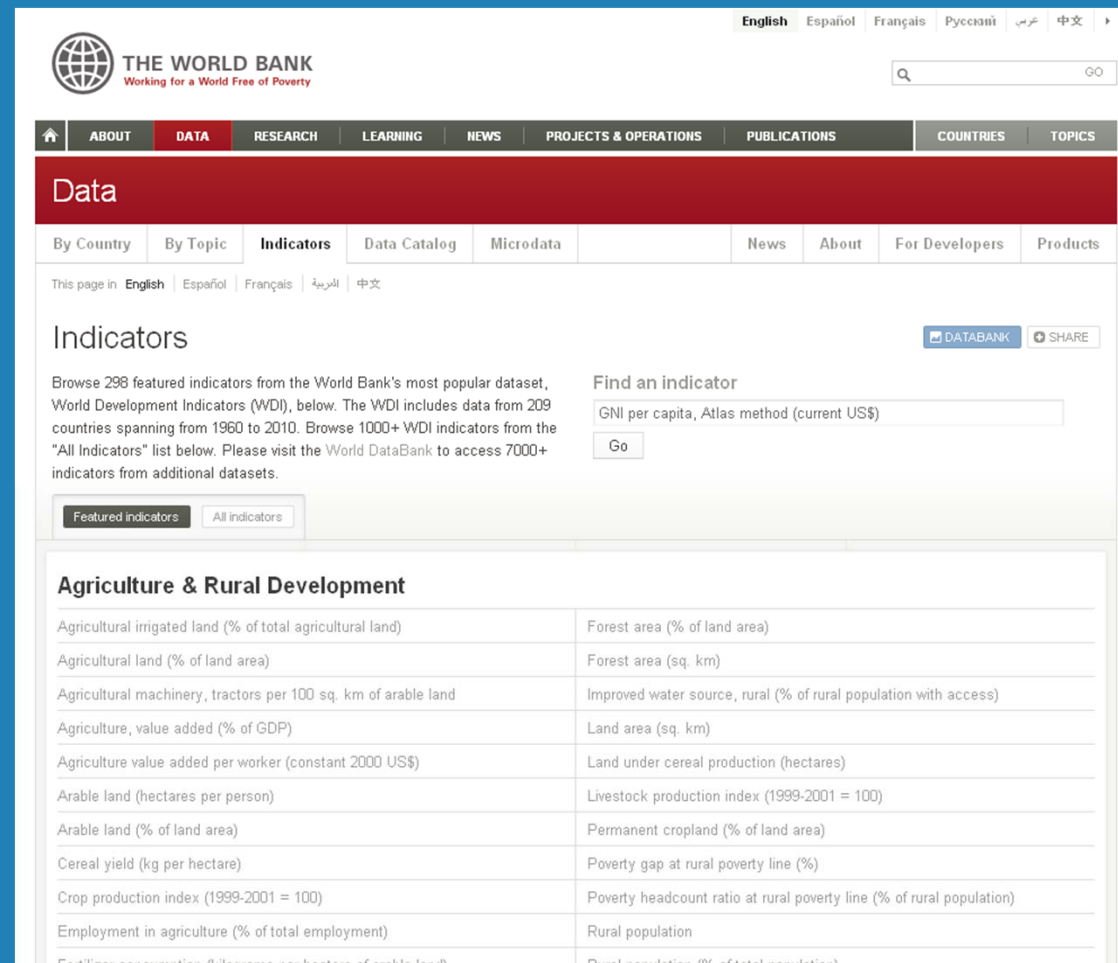
Next Deadline: March 11th

Call 1-800-581-8533

Click Here To Visit Our Web Site



# World Bank Development Indicators data.worldbank.org



The screenshot shows the World Bank Development Indicators website. The header includes the World Bank logo and the tagline "Working for a World Free of Poverty". The navigation bar has tabs for ABOUT, DATA, RESEARCH, LEARNING, NEWS, PROJECTS & OPERATIONS, PUBLICATIONS, COUNTRIES, and TOPICS. The "Data" section is highlighted, and the "Indicators" tab is selected. Below the navigation bar, there is a search bar and a "Find an indicator" section. The "Find an indicator" section contains a search box with the text "GNI per capita, Atlas method (current US\$)" and a "Go" button. Below the search bar, there is a table of indicators under the heading "Agriculture & Rural Development". The table has two columns and lists various indicators such as "Agricultural irrigated land (% of total agricultural land)", "Forest area (% of land area)", "Agricultural land (% of land area)", "Forest area (sq. km)", "Agricultural machinery, tractors per 100 sq. km of arable land", "Improved water source, rural (% of rural population with access)", "Agriculture, value added (% of GDP)", "Land area (sq. km)", "Agriculture value added per worker (constant 2000 US\$)", "Land under cereal production (hectares)", "Arable land (hectares per person)", "Livestock production index (1999-2001 = 100)", "Arable land (% of land area)", "Permanent cropland (% of land area)", "Cereal yield (kg per hectare)", "Poverty gap at rural poverty line (%)", "Crop production index (1999-2001 = 100)", "Poverty headcount ratio at rural poverty line (% of rural population)", "Employment in agriculture (% of total employment)", "Rural population", and "Fertilizer consumption (kilograms per hectare of arable land)", "Rural population (% of total population)".

THE WORLD BANK  
Working for a World Free of Poverty

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Home ABOUT DATA RESEARCH LEARNING NEWS PROJECTS & OPERATIONS PUBLICATIONS COUNTRIES TOPICS

Data

By Country By Topic Indicators Data Catalog Microdata News About For Developers Products

This page in English Español Français العربية 中文

Indicators

Browse 298 featured indicators from the World Bank's most popular dataset, World Development Indicators (WDI), below. The WDI includes data from 209 countries spanning from 1960 to 2010. Browse 1000+ WDI indicators from the "All Indicators" list below. Please visit the World DataBank to access 7000+ indicators from additional datasets.

Find an indicator

GNI per capita, Atlas method (current US\$)

Go

Featured Indicators All Indicators

**Agriculture & Rural Development**

Agricultural irrigated land (% of total agricultural land)	Forest area (% of land area)
Agricultural land (% of land area)	Forest area (sq. km)
Agricultural machinery, tractors per 100 sq. km of arable land	Improved water source, rural (% of rural population with access)
Agriculture, value added (% of GDP)	Land area (sq. km)
Agriculture value added per worker (constant 2000 US\$)	Land under cereal production (hectares)
Arable land (hectares per person)	Livestock production index (1999-2001 = 100)
Arable land (% of land area)	Permanent cropland (% of land area)
Cereal yield (kg per hectare)	Poverty gap at rural poverty line (%)
Crop production index (1999-2001 = 100)	Poverty headcount ratio at rural poverty line (% of rural population)
Employment in agriculture (% of total employment)	Rural population
Fertilizer consumption (kilograms per hectare of arable land)	Rural population (% of total population)

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# Finland – World Dev Indicators

## People

Population, total	5.2 million
Population growth (annual %)	0.2
Life expectancy at birth, total (years)	77.5
Fertility rate, total (births per woman)	1.7
Mortality rate, infant (per 1,000 live births)	3.7
Mortality rate, under-5 (per 1,000)	4.0
Births attended by skilled health staff (% of total)	..
Immunization, measles (% of children ages 12-23 months)	96.0
Prevalence of HIV, total (% of population ages 15-49)	..
Primary completion rate, total (% of relevant age group)	97.1
School enrollment, primary (% gross)	100.5
School enrollment, secondary (% gross)	124.3
School enrollment, tertiary (% gross)	82.8
Ratio of girls to boys in primary and secondary education (%)	104.8

## Environment

Surface area (sq. km)	338.2 thousand
Forest area (sq. km)	224.8 thousand
Agricultural land (% of land area)	7.3
CO2 emissions (metric tons per capita)	10.3
Improved water source (% of population with access)	..
Improved sanitation facilities, urban (% of urban population with access)	..
Energy use (kg of oil equivalent per capita)	6,374.0
Energy imports, net (% of energy use)	54.1
Electric power consumption (kWh per capita)	15,285.5

## Economy

GNI, Atlas method (current US\$)	129.0 billion
GNI per capita, Atlas method (current US\$)	24,920.0
GDP (current US\$)	119.9 billion
GDP growth (annual %)	5.1
Inflation, GDP deflator (annual %)	3.2
Agriculture, value added (% of GDP)	3.9
Industry, value added (% of GDP)	34.4
Services, etc., value added (% of GDP)	61.7
Exports of goods and services (% of GDP)	43.0
Imports of goods and services (% of GDP)	33.7
Gross capital formation (% of GDP)	20.6
Revenue, excluding grants (% of GDP)	41.6
Cash surplus/deficit (% of GDP)	6.9

## States and markets

Time required to start a business (days)	..
Market capitalization of listed companies (% of GDP)	244.9
Military expenditure (% of GDP)	1.3
Fixed line and mobile phone subscribers (per 1,000 people)	1,270.7
Internet users (per 1,000 people)	372.3
Roads, paved (% of total roads)	62.0
High-technology exports (% of manufactured exports)	27.3

## Global links

Merchandise trade (% of GDP)	67.2
Net barter terms of trade (2000 = 100)	100.0
Foreign direct investment, net inflows (BoP, current US\$)	9.1 billion
Workers' remittances and compensation of employees, received (US\$)	473.0 million

International

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# U.S. Statistics: [www.usatradeonline.gov](http://www.usatradeonline.gov)



You have not logged in yet today. [Click here to login to USA Trade Online now!](#)  
[Click here to access the trade data.](#)

**USA Trade<sup>®</sup> Online**

Offering the most U.S. Foreign Trade Data **a.s.a.p.!**

## **Feb. 10, 2005 -- Notice to USA Trade Online Subscribers:**

STAT-USA has been notified that the **data for U.S. Exports to Canada (and therefore Exports to the World) for November 2004 were understated by about \$1.4 billion** when they were first released (January 12, 2005). Although this discrepancy was corrected in our most recent release of merchandise trade statistics (February 10), this erroneous data were available on USA Trade Online for about a month. We urge all users who downloaded reports during this time period to update their files with the correct statistics. We apologize for the inconvenience.



**New!** February 1, 2005: Version 2.2 of the USA Trade Online software is now the production version. It provides a lot of enhanced capabilities. [Click here for more information about the new version.](#)

**Need time to adjust to the new system?** [Click here for the old version of USA Trade Online.](#) We understand that it will take our users some time to learn the intricacies of our new system. We will keep the old site available until March 15, 2005.

If you want the most accurate and timely U.S. Merchandise Trade data, straight from the source, you have come to the right place! Now you can find out what's being shipped where.

STAT-USA and the Foreign Trade Division of the U.S. Census Bureau are pleased to bring you **USA Trade Online**, where you can find specific U.S. export and import information on more than 18,000 commodities world wide, 24 hours a day, seven days a week! We are committed to delivering accessible foreign market intelligence that will keep you on the leading edge of your competition.

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# Alternate trade data site – Free

## <http://dataweb.usitc.gov/>



The screenshot shows the homepage of the United States International Trade Commission (USITC) DataWeb. The header features the USITC seal, the text "UNITED STATES INTERNATIONAL TRADE COMMISSION", and navigation links for "entire site" and "tariff info". A search bar is also present. Below the header is a main navigation menu with links to Home, Press Room, Import Injury, Intellectual Property, Industry / Economic Analysis, and Tariff Affairs. A secondary menu includes News Releases, Notices, and APO Service Lists. The main content area is titled "USITC Home > DataWeb" and features a large image of a modern building. To the right of the image is a section titled "Interactive Tariff and Trade DataWeb" with an "Announcements" section stating that July, 2010 trade data are now posted. Below this is a "Login" button. To the left of the main content is a "Quicklinks" section with a list of links including "About the USITC", "Full USITC Calendar", "Commissioner Bios", "Careers at USITC", "Harmonized Tariff Schedule", "Publications By Type", "Publications Archive", "Federal Register Notices by Type", "Federal Register Notices Archive", "Rules and Procedure", and "Contact Us/Help". To the right of the main content is a "Classification Systems" section with links to "Tariff Search Tool", "Classification Systems", "Commodity Translation Wizard", and "Description Lookup". Below this is a "Trade Data Reports" section with links to "Trade Data Reports", "Graphs of Trends", "Trade Shifts", "Certain Steel Products", "Sub-Saharan Africa", "Trade by Geographic Regions", "Trade by Partner Country", "AVE Duties 1891-2008", and "Principal Supplier Analysis".

site map : acronyms : usitc faqs : print

entire site : tariff info

Search

Home Press Room Import Injury Intellectual Property Industry / Economic Analysis Tariff Affairs

News Releases Notices APO Service Lists

USITC Home > DataWeb

**Interactive Tariff and Trade DataWeb**

**Announcements**

July, 2010 trade data are now posted.

**Interactive Tariff and Trade DataWeb Login**

**Quicklinks**

- About the USITC
- Full USITC Calendar
- Commissioner Bios
- Careers at USITC
- Harmonized Tariff Schedule
- Publications By Type
- Publications Archive
- Federal Register Notices by Type
- Federal Register Notices Archive
- Rules and Procedure
- Contact Us/Help

**Offices**

- Congressional Relations Office

The USITC Interactive Tariff and Trade DataWeb provides international trade statistics and U.S. tariff data to the public full-time and free of charge.

U.S. import statistics, U.S. export statistics, U.S. tariffs, U.S. future tariffs and U.S. tariff preference information are available on a self-service, interactive basis. The USITC DataWeb responds to user-defined queries integrating international trade statistics with complex tariff and customs treatment, and allows both expert and non-expert users to create and save customized country and product lists for future re-use from anywhere in the world.

International trade data are available for years 1989- present on a monthly, quarterly, annual, or year-to-date basis and can be retrieved in a number of classification systems, including the Harmonized Tariff Schedule (HTS), the Standard International Trade Classification (SITC), or the North American Industry Classification System (NAICS). Pre-defined reports on

**Interactive Tariff and Trade DataWeb**

- Trade DataWeb Login
- DataWeb Assistance
- DataWeb FAQ
- DataWeb How To

**Classification Systems**

- Tariff Search Tool
- Classification Systems
- Commodity Translation Wizard
- Description Lookup

**Trade Data Reports**

- Trade Data Reports
- Graphs of Trends
- Trade Shifts
- Certain Steel Products
- Sub-Saharan Africa
- Trade by Geographic Regions
- Trade by Partner Country
- AVE Duties 1891-2008
- Principal Supplier Analysis

# Data from United Nations: <http://data.un.org/>

The screenshot shows the UNdata website interface. At the top is the UNdata logo with the tagline 'A world of information'. Below the logo is a navigation bar with links: Data, Glossary, Metadata, and More. A search bar contains the text 'grand pianos' and a 'Search' button. Below the search bar, it indicates '30 databases - 60 million records' and an 'Update calendar' link. A large banner for '20.10.2010 WORLD STATISTICS DAY' is displayed. Below this is a banner for 'MBS MONTHLY BULLETIN OF STATISTICS ONLINE'. Another banner announces 'UNdata WINS 2010 UN21 AWARD for Improvements In Client Services'. A paragraph of text describes the award ceremony held on 29 July 2010, recognizing UNdata as the winner in the category 'Improvements in Client Services'. The bottom section features three columns: 'Databases' (listing Crime, Education, and Energy), 'Updates' (listing recent updates like '#Greenhouse Gas Inventory #Data' and '#UNHCR has provided UNdata with'), and 'Country data services' (listing Afghanistan, Albania, Algeria, and Andorra).

**UNdata**  
A world of information

**Data** Glossary Metadata More

grand pianos

30 databases - 60 million records ☐ Update calendar

**20.10.2010** WORLD STATISTICS DAY

**MBS** MONTHLY BULLETIN OF STATISTICS ONLINE

**UNdata WINS** 2010 UN21 AWARD for Improvements In Client Services

**UN21** AWARD

In a ceremony held on 29 July 2010, the Secretary General presented the United Nations Statistics Division with its third UN21 Award. This latest award recognized UNdata as the winner in the category "Improvements in Client Services". UNdata is an innovative service which enables free and easy access to UN statistical databases to users of statistical information around the world. UNdata currently has 32 databases with 60 million records. Plans are underway to include country databases into this searchable, metadata-enabled database environment. The UN 21 Awards were established in 1996 to recognize outstanding initiatives by United Nations individual staff members or teams to improve the delivery of the Organization's programmes and services. The Awards serve to highlight innovations across the Organization which have a multiplier effect and ensure sustainable results.

Databases	Updates	Country data services
Crime <ul style="list-style-type: none"><li>International Homicide Data, UNODC</li></ul>	UNdata now offers the latest #Greenhouse Gas Inventory #Data: <a href="http://data.un.org/Explorer.aspx?d=GHG">http://data.un.org/Explorer.aspx?d=GHG</a> 27 days ago	Afghanistan
Education <ul style="list-style-type: none"><li>UIS Data Centre, UNESCO UIS</li></ul>	#UNHCR has provided UNdata with	Albania
Energy		Algeria
		Andorra

# United Nations (Power User) Site: comtrade.un.org

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Statistics Division

Search the site  GO

HOME | **STATISTICAL DATABASES** | PUBLICATIONS | METHODS AND CLASSIFICATIONS | STATISTICAL COMMISSION

▼ **Comtrade Database**

**Quick Search**

Search

**Comtrade Access**

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[Basic Selection](#)  
[Comtrade Explorer](#)  
[Express Selection](#)

**Data Availability**

[Interactive](#)  
[in Graph](#)  
[Reporters](#)  
[Commodities](#)  
[Years](#)  
[by Date of Loading](#)

**Metadata & Reference**

[Commodity list](#)  
[Country list](#)  
[Explanatory Notes](#)  
[Glossary](#)

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**UN Commodity Trade Statistics Database (UN Comtrade)**

**Shortcut Query**

Show **Export** of  in the year   
 from **Cape Verde** to **World**  
 in **any** classification.

**Trade in Graph**

Georgia in 2004 :  
 Top 5 imported commodities (6 digit code HS1996)  
 from World

Commodity	Percentage
Petroleum oils & oils obta	10.09%
Automobiles, spark ignition engine of 1500-3000 cc	5.15%
Natural gas in gaseous state	4.00%
Medicaments nes, in dosage	3.69%
Pipe (oil/gas line) iron or steel nes, diameter >406mm	3.66%
Others	73.41%

■ 271000  
 ■ 870323  
 ■ 271121  
 ■ 300490  
 ■ 730519  
 ■ Others

1. **Petroleum oils & oils obta** (10.09%)  
 2. **Automobiles, spark ignition engine of 1500-3000 cc** (5.15%)  
 3. **Natural gas in gaseous state** (4.00%)  
 4. **Medicaments nes, in dosage** (3.69%)  
 5. **Pipe (oil/gas line) iron or steel nes, diameter >406mm** (3.66%)  
 6. **Others** (73.41%)  
[\(details\)](#), [graph more...](#)

**Data Availability**  
 The latest reported data from **Georgia** was in 2004 with 44084 records. [\(details\)](#)

**First Time User**

Please visit [this page](#) first!

**What's New**

Explanatory Notes and Comtrade SDMX are available (March 2005)

**Comtrade Access**

Welcome to UN Comtrade!  
 You are login as **Comtrade Guest**.  
 No password required. Just go to any page.

Login as individual user:

User Name   
 Password

☒ Remember me

Forgot your password? Just type your e-mail below:



# Nation Master

## www.nationmaster.com


**NationMaster**.COM

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**Iraq War Statistics**  
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[GOP.com/TheWarOnTerror](http://GOP.com/TheWarOnTerror)

**Healthcare Information**  
 Comprehensive & Updated Databases Across the Healthcare Continuum  
[www.billionshealthdata.com](http://www.billionshealthdata.com)

**1 flat stomach rule: obey**  
 Cut down 9 lbs of stomach fat every 11 days by obeying this 1 tiny rule  
[FatLoss4Idiots.com](http://FatLoss4Idiots.com)

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FACTS & STATISTICS

Search encyclopedia, statistics and forums:

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**WHAT'S NEW**

- [NationMaster and FactBites top »](#)
- [Vastly improved internal search](#)
- [Forums are back, better »](#)
- [Time Series Data and »](#)
- [CIA Update](#)

**ADS BY GOOGLE**

**1 flat stomach rule: obey**  
 Cut down 9 lbs of stomach fat every 11 days by obeying this 1 tiny rule  
[FatLoss4Idiots.com](http://FatLoss4Idiots.com)

**1 rule of a flat stomach:**  
 I cut down 8 lbs of stomach fat in 1 month by obeying this 1 old rule.  
[Wu-YiSource.com](http://Wu-YiSource.com)

**MySeniorCenter Software**  
 No more data entry/sign-in sheets. Access live, unduplicated stats.  
[www.myseniorcenter.com](http://www.myseniorcenter.com)

**Statistics**  
 Everything to do with

*"astounding and easy to use"*  
 - New York Times

*"a statistician's dream"*  
 - BBC World [\[reviews\]](#)

Welcome to NationMaster, a massive central data source and a handy way to graphically compare nations. NationMaster is a vast compilation of data from such sources as the CIA World Factbook, UN, and OECD. Using the form above, you can generate maps and graphs on all kinds of statistics with ease.

We want to be the web's one-stop resource for country statistics on everything from [soldiers](#) to [wall plug voltages](#).

You can also view profiles of [individual countries](#) including their [maps](#) and [flags](#), use [correlation reports](#) and [scatterplots](#) to find relationships between variables, and refer to fully integrated [encyclopedia](#) with over one million articles.

**NATIONMASTER AND FACTBITES TOP WEB 2.0 APPS**  
 Thursday, 10 July 2008

We are honoured to be [listed](#) among Australia's best web 2.0 applications this week. Ross Dawson produced a list for the prestigious [Business Review Weekly](#) showing our most internationally successful, innovative sites.

**VIEW DATA:** Per \$ GDP Per capita Definition

Rank	Country	Amount (top to bottom)	Bar Gra
#1	British Virgin Islands	\$110,321.00 per person	
#2	Luxembourg	\$58,198.20 per person	
#3	Norway	\$39,843.20 per person	
#4	United States	\$39,731.70 per person	
#5	Guernsey	\$39,706.90 per person	
#6	Jersey	\$39,642.30 per person	

[Bar Graph](#) [Pie Chart](#) [Map](#) [Correlations](#)



Spain	41.6%
France	12%
Canada	9.1%
Denmark	8.5%
Colombia	7.2%
Sweden	6.9%
Belgium	5.5%
Japan	3.4%
Norway	2%
Finland	2.9%

**NationMaster: Where Stats Come Alive!**

# People Category

People ( = Graphable)

Age at first marriage for men \*

Go

Select People Stat

Age at first marriage for men \*

Age at first marriage for women \*

Age structure > 0-14 years \*

Age structure > 0-14 years \*

Age structure > 15-64 years \*

Age structure > 65 years and over \*

Attitude of women > Should have equal rights \*

Attitude of women > Women are happier now \*

Attitude of women > Women do have equal rights \*

Average size of households \*

Birth rate \*

Chinese population \*

Chinese population (per capita) \*

Couples with children \*

Death rate \*

Divorce rate \*

Divorces per 100 marriages \*

Ethnic groups

Gender development \*

People ( = Graphable)

Age at first marriage for men \*

Go

Gender empowerment \*

Home ownership \*

Marriage rate \*

Nationality > Noun

Nobel prize laureates \*

Nobel prize laureates (per capita) \*

One person households \*

Percentage living in urban areas \*

Persons per room \*

Population \*

Population growth rate \*

Population in 2015 \*

Projected population growth \*

Sex ratio > 15-64 years \*

Sex ratio > 65 years and over

Sex ratio > At birth

Sex ratio > sex ratios > over 65 \*

Sex ratio > sex ratios > total \*

Sex ratio > sex ratios > under 15 \*

Sex ratio > Total population

People ( = Graphable)

Age at first marriage for men \*

Go

Sex ratio > Under 15 years

Size of houses \*

South American countries by population density > Density \*

South American countries by population density > Population

Teenage birth rate \*

Total fertility rate \*

Total Population \*

Total population > Age 10-14 \*

Total population > Age 10-14 > % of the total \*

Total population > Age 100-104 \*

Total population > Age 100-104 > % of the total \*

Total population > Age 15-19 \*

Total population > Age 15-19 > % of the total \*

Total population > Age 20-24 \*

Total population > Age 20-24 > % of the total \*

Total population > Age 25-29 \*

Total population > Age 25-29 > % of the total \*

Total population > Age 30-34 \*

Total population > Age 30-34 > % of the total \*

Total population > Age 35-39 \*

Industry

Agriculture

Background

Crime

Currency

Democracy

Disasters

Economy

Education

Energy

Environment

Food

Geography

Government

Health

Identification

Immigration

Industry

Internet

Labor

Language

Total population > Age 90-94 > % of the total \*

Total population > Age 95-99 \*

Total population > Age 95-99 > % of the total \*

Total Population > Female \*

Total Population > Male \*

Total Population, thousands \*

Urban population \*

Urban population (per capita) \*

Urban population growth > annual % \*

Urbanization \*

Urbanization in 1975 \*

Urbanization in 2015 \*

Women > Adult literacy rate females as a % of males \*

Women > Antenatal care coverage % \*

Women > Contraceptive prevalence % \*

Women > Life expectancy females as a % of males \*

Women > Maternal mortality ratio > reported \*

Women > Maternal mortality ratio adjusted \*

Women > Skilled attendant at delivery % \*

... more People Stats

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Global En



# Mega-sites: [www.fas.usda.gov](http://www.fas.usda.gov)

**USDA** United States Department of Agriculture  
**Foreign Agricultural Service**

Linking U.S. Agriculture  to the World


About a fourth of total farm cash receipts come from exports. [Show Factoids](#) 

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You are here: [FAS Home](#) / [Market and Trade Data](#) / **Statistical Market Information**

## Statistical Market Information

FAS offers several different databases for data on international agricultural trade. These databases are maintained by FAS and other U.S. government agencies. If you have any questions or comments about these databases, please send them to [info@fas.usda.gov](mailto:info@fas.usda.gov).

### Latest Trade News

**FY2005 Agricultural Trade Forecast (02/24/05)**

### PS&Donline

The FAS [Production, Supply and Distribution \(PS&D\) online database](#) contains current and historical official USDA data on production, supply and distribution of agricultural commodities for the United States and key producing and consuming countries. Users may select from a menu of pre-defined tables categorized by commodity or commodity group.

### Import & Export Data


U.S. export/import data is available from FAS databases in two different forms:

- **BICO Reports** provides bulk, intermediate, and consumer-oriented agricultural product data in both a calendar or fiscal year format.
- **U.S. Trade Reports** provides a more comprehensive commodity by commodity breakdown of exports and imports over a two- or five-year period.

Databases of [Foreign Agricultural Trade of the United States \(FATUS\)](#) are available in MS Excel spreadsheet format from USDA's Economic Research Service. These include the following:

- [State export data](#)
- [Agricultural exports by state for five fiscal years](#)
- [Top 10 exporting states by commodity](#)

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## RESOURCE DESK

### COUNTRY INSIGHTS



**India:** As the world's fastest growing free-market democracy, India offers profitable business opportunities for all types of companies. Most of India's progress thus far can be attributed to private enterprises such as software, IT, and pharmaceutical companies. Services are a major source of economic growth, and account for half of India's total output. In the last decade, India's economy has posted an average growth rate of 7%, and poverty has been reduced by about 10 percentage points.

Although India is not the only eastern country experiencing growth, many experts believe that India's business model is superior compared to China's. India's development model primarily involves private entrepreneurs, whereas China's model is based heavily on government-owned enterprises. There are advantages and difficulties associated with both models, but it seems that India's model makes it easier to compete in the global market.

[\[More Countries\]](#)

### GLOBAL RESOURCES

**Oxfam Fair Trade:** Oxfam was one of the pioneers of Fair Trade more than forty years ago. Since then, it has been involved in every aspect of Fair Trade and has contributed to its success in the UK. Oxfam is devoted to finding lasting solutions to poverty around the world.

[\[More Resources\]](#)



## NEWS AND VIEWS

### NEWS

**[Spain Now EU's Fastest-Growing IT Market](#)**  
*BusinessWeek; October 13, 2006*  
The Spanish IT market is ready to pop the lid, as the United Kingdom (UK) plays catch-up. The former is racing to a peachy annual growth

## search

☒ Global Resources   
☐ Entire Site

## jump to:

Select a Country



[select your region](#)

## quick poll

**When will India exceed China's impressive economic success?**

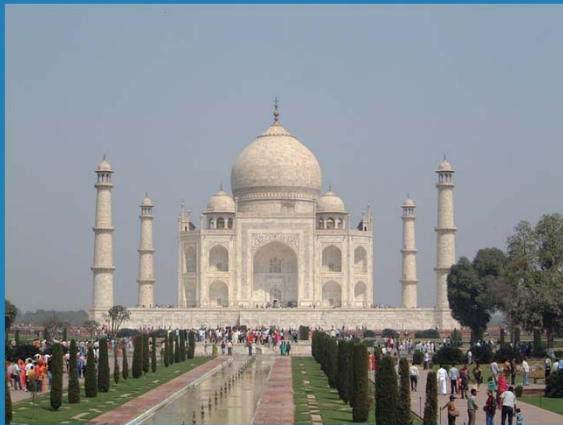
☐ In 5 years  
☐ In 25 years  
☐ Never

[View Poll Archive](#)

## new @ globalEDGE

We can compete - especially  
in a flat world....

By becoming 'untouchable'.



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Global Entrepreneur – Tips for Going Global

# What are the skills needed for international business?



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# Don't Look Back – Look Forward. Keep a Long-term Orientation.



# Leverage Resources

1) Expanding your opportunities:  
Trade Assistance  
Agencies



2) Helping with the risks: Freight forwarders, banks, accountants, lawyers



# What about cultural differences?

“Superiority and inferiority are individual, not racial or national.” Philip Wylie, Generation of Vipers (1942)



JAMES F. FOLEY

Global Entrepreneur – Tips for Going Global

Embrace your own culture,  
and other cultures.

But be world class  
in your business  
behavior.



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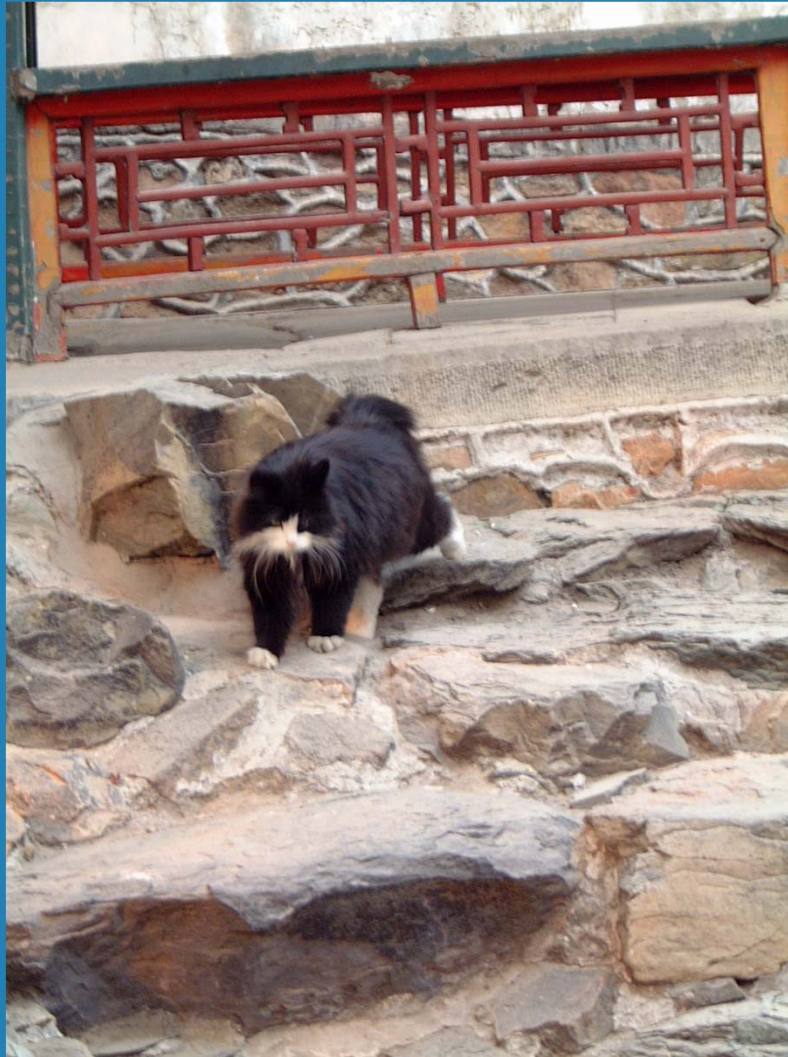
# Why this matters!

## Globally engaged workers make more money for themselves and their companies.

## And have more fun!



And  
sometimes  
you have  
to be  
daringly  
lucky!



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# Thank You!

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