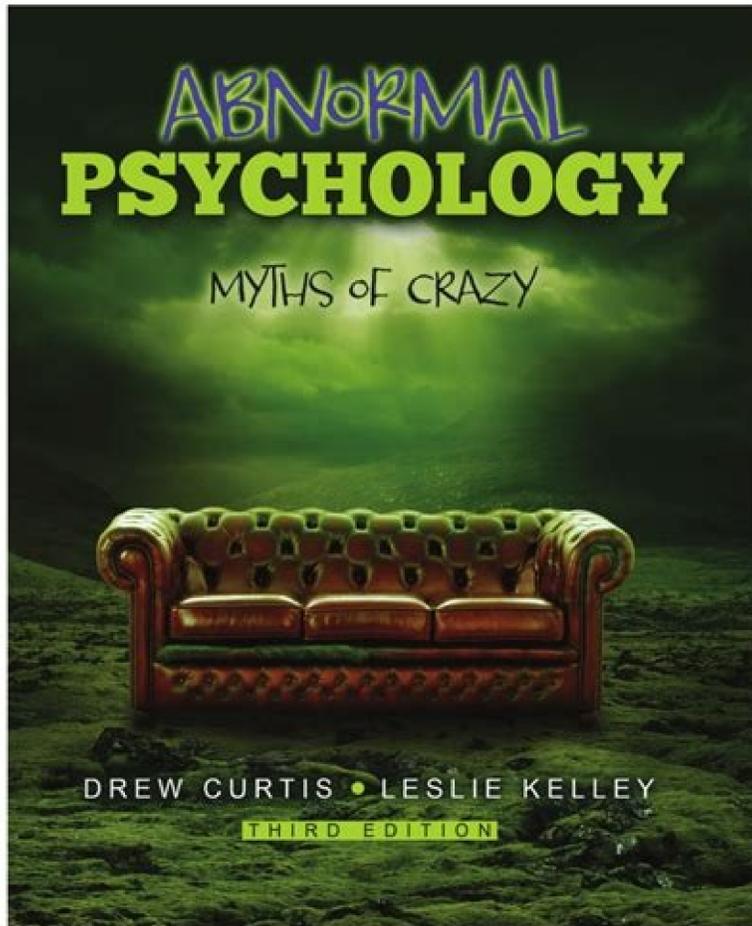
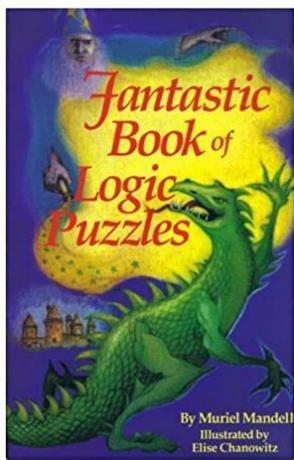


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CHAPTER 14

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Entrepreneurship in Emerging Markets

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Learning Objectives

Upon completion of this chapter, students should be able to:

1. Understand the opportunities, challenges, and risks of entrepreneurial venturing in emerging markets.
2. Comprehend the socio-cultural environments of emerging markets and their impact on international entrepreneurship.
3. Analyze the political, economic, social, and technological (PEST) aspects of emerging market economies and the implications for foreign entrepreneurs.
4. Explore strategic approaches and implications for undertaking entrepreneurial ventures in emerging markets using the 4P marketing framework.
5. Assess entry and operational strategies for entrepreneurial venturing in emerging markets.
6. Develop knowledge in conducting comparative market research across emerging markets.

Key Terms

benefit-cost tradeoffs
bottom of the pyramid
consumerism

corruption
digital divide
economic growth
first mover advantage
geographic factors

global manufacturing
global marketing
grassroots support
hard and soft infrastructure
informal economy

Use the following labels:
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Use the following labels:
Text

Kings 3:3-28. Note: "Love or hate." No one can predict prosperity. Sadly, someone will die. You can't die. The book presents the world in its best aspect, yet says emphatically, "Satisfaction is not there." "Joy" in the last two verses we do find the solution [Ecc 12:13-14]. Also note here Solomon's reference to "proper burial" and being "stillborn." What does all this mean? With God you can have the "time of your life!" Ecclesiastes 4:1-16 I See Said The Blind Man! Introduction: Late in life Solomon strayed from God. Whatever the case may be here is a man who had an opportunity for greatness. You vowed it - you keep it. I want to show you great particular people and offer some practical pointers to each. Jennings, a devout student of the Word of God. Here is the picture of a hotheaded boss. The Doctrine of Man in Ecclesiastes - Man's Nature - Man's finiteness is seen in the fact that he is created (Ecc 11:5; 12:1), earthenborn (Ecc 5:2), and subject to death (Ecc 3:19-20; 6:6; 7:2; 9:5). You're ve be better off never to have been born! Such is the case of the unfiled life of a rich man. He messed up big time. Insight and penetration above all men, sympathy with all men and things, the interest of starting classifications of science, and of forming books of maxims and songs. Occupation (Ecc 1:3): The word "gain" means advantage. It's about time, and it's all about life. How about being a peacemaker in your church. Planting and Uprooting (Ecc 3:2) - You don't plant in harvest nor harvest in planting. Live (Ecc 11:9) - This is not a hedonistic agenda. Messages are each 40-60'Suggestion - Take a several weeks (take your time) and read through Ecclesiastes day by day, reading each chapter several times (consider reading in different translations). Keep your word. Life is destined to remain unsatisfying apart from our recognition of God's intervention. It's a "see-saw" battle. Watch Your Mouth (Ecc 5:2) - Underline the words "quick," "hasty," "few." We don't impress God with flowery language or bloated promises. Are you purpose driven or just purposeless? Since it seems to underscore the futility and uselessness of work, the triumph of evil, the limitations of wisdom, and the impermanence of life, Ecclesiastes appears to be a misfit. When the good die young and the bad "nasty" live on, it seems to defy God's justice and God's word. (Explore the Book) David Fairchild - Many in our day are looking for a purpose to exist. "The blood of Jesus Christ His Son cleanseth us from all sin." [1 John 1:7]. You need to know how to re-think that. Your imagination is run amok! God, alone, is absolute perfection. Because He wrote a book - the Bible- Read the book. The Perplexed (Ecc 7:15) Pointer: "What you see is not always what you get." It's the age-old question - why do the righteous suffer and the wicked prosper? Since God has appointed the time of each person's death (Ecc 3:2), man cannot influence when it will occur (Ecc 8:8) or even know when it will occur (Ecc 9:12). Is he digging a "pit" for water or is it a trap to injure someone else? How important, then, that the children should be won for Christ, that this most fertile soil should be claimed for Him, that the children should be led to accept His invitation: "Suffer [ie., allow] the little children, and forbid them not, to come unto Me" [Mark 10:14]. Fearing God stands at the heart of wisdom literature (Job 28:28; Ps. 111:10). Prov. You know the problem of a spinning top - it has a very big head and a very thin base. 5. It's possible he could have saved the city, but didn't. He thought learning would satisfy. He teaches us the futility of insincere worship. In one sense, it's satisfying to see that experience echoed throughout Ecclesiastes. He's looking around at life. They use and abuse and wind up losing. I was just running faster and faster, thinking that the faster I ran the more lively life would become. He puts others ahead of himself (Ecc 10:16-17) 7. If "He turns the wrath of man to praise Him," surely we may expect no rest from man's sorrows and ignorances. Because of this second idea (as follows). Walking (Ecc 4:11) - A friend can help you up and out, whether it's physical or spiritual. Others read, talk or write notes. "Tame your tongue." Let your mind grow, your face glow and your words "flow" - carefully, of course. "Desire" = biological clock. That leads me to the second idea. It, also, could be that playing by the rules could be hazardous to your health. You will always have a few "bad apples" in the basket. Be wise. Trapp excels in witty stories on the one hand, and learned allusions on the other. Don't expect your ship to come in if you've sent non out. Wisdom will help figure out the right thing at the right time. G. Many sit in church and think of everything but God. One might conclude that the word "vain" is a guarantee of health, wealth, and prosperity. Communication (Ecc 8:2-4) - Note the use of "command" and "word." Mind your mind. He thought lust could satisfy. Don't use the possibility of disaster or misfortune as an excuse for inaction. It seems to shout out: Is this all there is? This is potentially a very useful resource to supplement your studies. So while at one time we read of the hopelessness he sensed at other times we read of the hope he now knows he could have had. "Songs" = voice cracks when singing. For instance, we read that God provides food, drink, and work (2:24): both the sinner and the righteous person live in God's sight (Ecc 2:26). God's deeds are eternal (Ecc 3:14); and God empowers people to enjoy His provision (Ecc 5:19). When you think about it, the church house he attended - he built! The tragedy was his worship did little to change his ways. He Who Hungers for Money Will Find that His Heart is Never Satisfied (Ecc 5:10) Note: It's not that he possesses it, but that he loves it. Suppression - "No comfort." Many who could have brought comfort, but there was no concern. In each case, it looks at the nature of man's activity "under the sun": 1)'fleeting," which has in view the vapor-like (cf. Listen. Contemplate Destiny (Ecc 9:2,3, 12) Life is unpredictable. He's a people person III. He's teaching balance in life: He's really speaking to the hypocrite. "He had an affair and he seems to be happy. Shoot, we can't even catch "chick" let along figure out God. A B CANEDAY - 15 page article in Southern Baptist Journal of TheologyRICH CATHERS - Sermon notesTHOMAS P DALEERICH CHRISTIANSONMARK COPELANDJOHN DUMMELOWWESTON FIELDS1599 GENEVA BIBLESIDNEY GREIDANUS - 6 page article in Southern Baptist Journal of TheologyE W HENGSTENBERGSpurgeon - Scholarly of course, and also more vivacious than is usual with Hengstenberg.DANIEL HILLIntroduction to Ecclesiastes Fes-to Kivengere, an leading African Christian, told of his experience as follows: My life was like a spinning top. What responsibilities does man have in light of the futilities and mysteries of life? Pleading God should be man's deepest desire (Ecc 2:26; 7:26). [cp. The theme is: What is the chief good? 5] to point up man's ignorance of which disasters may come and when, where the wind will blow, how the human embryo develops in the womb, or which enterprise or investment will be successful. His Application (Ecc 1:17). He tried labor; now he tries learning. Spurgeon in his book Lectures to Students said, "Every preacher needs one blind eye and one deaf ear." Don't be like the old boy who would never attend a football game. He can't sleep. Lips (Ecc 10:12-14, 20) A. MATHEWBARRY DAVISJAMES HASTINGSJ C RYLEJOHN NEWTONALAN CARBRIAN BILLJOHN ANGELL JAMESWILLIAM S PLUMERWILLIAM S PLUMERTOMMY NELSON Sermon Series - Mp3's Ecclesiastes - Sure Footing in an Unsure WorldGEORGE MYLINE Ecclesiastes Devotional and Practical MeditationsSpurgeon - The author in this little publication does not comment upon the whole Book, but the passages he touches are ably explained.NET BIBLE Commentary Notes: NETBible notes are in the right panel. The Good Guys Don't Always Win (Ecc 4:1-3) Innocent people oftentimes get shafted. One cannot find the right time to act (Ecclesiastes 3:1-4:6) 3. Man's Death - Life is fleeting "few days," Ecc 2:2; 6:12; and death is certain. On justice and wickedness (Ecclesiastes 7:15-24) 3. "Strong men" = legs. I worked, I played, I worked. The storms (cloud and rain) and the wind (blew the trees over) cannot be avoided. Time life is a company that markets CDs, DVD's, Music Videos, etc. Qohelet was not approving man's killing, tearing, hating, or engaging in war; he was simply affirming that these things occur in human experience (because of man's sin, Ecc 7:29) and that man cannot alter what God has planned.... "Let thy garments be always white; and let thy head lack no ointment." (Ecc 9:8). Allow me to shed some light on three arenas: authority, agency and academics. Why eat? Realy on His grace. Some preachers think they have him figured out! Benny says, "I can have a miracle." Rod says, "I'm just one dollar away from a breakthrough." If you make a mess of your life (and who among us hasn't?), go see those guys. This ignorance need not paralyze man or stifle him into laziness. When? In light of Ecc 7:15, don't claim to be self-righteous or wise. The book looks at life and declared despair. A large, well-defined, fertile territory, peace within and around his kingdom; an enormous revenue to spend, wealth practically limitless; all the interests of new commerce and exploration. It's the Giver not the Gifts that Brings Real Joy (Ecc 6:2) - You cannot enjoy the gifts of life without the God who gives the gifts. [2Cor 9:15]. Who? Also has a nice parallel Bible feature (see Tab = "Parallel"). The book is Ecclesiastes and I know of no other book in the Bible that is needed in today's culture any more than this work. Timing is everything. Looked at "under the sun" (Ps 8:17). Life's pursuits lead only to frustration. The uniqueness of this book is found in the parallel tracks upon which the story unfolds. Lot at what Solomon saw. So we can eat. Creation (Ecc 1:5-7): "Sun". He's now reasoning from God's perspective. The work of sowing the good seed of the Kingdom is always an act of faith. The point is God has put you where you are so use good judgment. Wisdom is Beyond Me (Ecc 7:23-25) - We can't make ourselves wise. A live dog is better off than the king of the jungle if he's dead. In this concluding sermon from Ecclesiastes Solomon gives insight on the subject. Ecc 10:10-11 - Be Handy - I think both of these verses have to do with "preparation". We're either under authority or in a position of authority. "Act like you got some wisdom when it comes to: 1. Put him on the table when you study, and when you have your dish ready, use him by way of spicing the whole thing. - All of us are aging (2 Cor 4:17). Meditate Ability (Ecc 9:13-17) Solomon ends with a little parable. The expression "under the sun" occurs no less than twenty-eight times, and nowhere else in the Bible. Warren Wiersbe lists four places Solomon visited: The courtroom, marketplace, highway and palace. Why is it that the gangs, hoodlums and thugs run rampant while the gods are oppressed? "If you want to manage conflict then master communication" (John Maxwell). I can offer insight into whereabouts. His Pessimism The whole passage is negative. Here's the bottom line: If you can't enjoy life/riches and no one grieves when you die, what does that say about your life? Control Your Mind (Ecc 5:3) - Stop daydreaming. Scatter and Gather (Ecc 3:5) - Here's a defensive and offensive ploy. Does your life lack the meaning and purpose you desire? Don't run from either. Conclusion: The key to the "Meaning of Life" is Jesus. Fix your face. His Folly Is Contagious (Ecc 8:11) - He continued his ways because he thought he could get by with it. Underscore these words. Here is a leader who puts little people in big positions, while the one who is capable and competent is low man on the totem pole. At the end of his 40 year reign the nation was divided, and remained divided until its destruction. It is one who was in the very best position to judge. ECCLESIASTES RESOURCES Commentaries, Sermons, Illustrations, Devotionals THE BOOK OF ECCLESIASTES The Search for Significance The Quest for Contentment The Pursuit of Purpose Fickleness of Life Versus Fear of the Lord Decades of Searching (in the days of King Solomon) circa 936BC Key Words: God - 41x/36x Ecc 1:13; 2:24, 26; 3:10-11, 13-15, 17-18; 5:1-2, 4, 6, 18-20; 6:2; 7:13-14, 18, 26, 29; 8:2, 12-13, 15, 17, 9:1, 7; 11:5, 9; 12:7, 13-14 Under the sun - 29x in 27v - Ecc 1:3, 9, 14; 2:11, 17:20, 22; 3:16; 4:1, 3, 7, 15; 5:18, 6:11, 13; 10:5 Vanity - 22x/16v - Ecc 1:2, 14; 2:11, 15, 19, 21, 23, 26; 3:19; 4:4, 7-8, 16; 5:10; 6:2; 12:8 Wise - 24x/23v - Ecc 2:14-16, 19; 4:13; 6:8; 7:4-5, 4, 16, 19; 23; 8:1, 5, 17; 9:1, 11, 15; 17:10, 12; 12:9, 11 Wisdom - 27x/24v - Ecc 1:13, 16-18; 2:9, 12; 6:10-12, 21, 26; 7:10-12, 21, 25; 8:1, 16; 9:10, 13, 15-16, 18; 10:1, 10 Fool (ish) - 25x/23v - Ecc 2:14-16, 19; 4:5, 13; 5:1, 3-4; 6:8; 7:4-6, 9, 17; 9:17; 10:1-3, 12, 14-15 Righteous (ness) - 11x/9v - Ecc 3:16f; 5:8; 7:15f, 20; 8:14; 9:1f (cf Justice - Ec 3:16, 5:8) Wicked (ness) - 10w/9v - Ecc 3:16f; 7:15; 17: 8:10, 14; 9:2; 10:13 Evil - 20x/18v - Ecc 2:21; 4:3; 5:1, 13, 16; 6:1; 7:25; 8:3, 8, 11-14; 9:3, 12; 10:5; 12:1, 14 Labor* - 26w/19v - Ecc 2:10, 18f, 24; 3:13; 4:4, 6, 8f; 5:15, 18f; 6:7; 8:17; 9:9 Toil - 6x/6v - Ecc 3:9; 5:12, 14-15 Righteous (ness) - 11x/9v - Ecc 3:16f; 5:8; 7:15f, 20; 8:14; 9:1f (cf Justice - Ec 3:16, 5:8) Wicked (ness) - 10w/9v - Ecc 3:16f; 7:15; 17: 8:10, 14; 9:2; 10:13 Evil - 20x/18v - Ecc 2:21; 4:3; 5:1, 13, 16; 6:1; 7:25; 8:3, 8, 11-14; 9:3, 12; 10:5; 12:1, 14 Labor* - 26w/19v - Ecc 2:10, 18f, 24; 3:13; 4:4, 6, 8f; 5:15, 18f; 6:7; 8:17; 9:9 Toil - 6x/6v - Ecc 3:9; 5:12, 14-15 Righteous (ness) - 11x/9v - Ecc 3:16f; 5:8; 7:15f, 20; 8:14; 9:1f (cf Justice - Ec 3:16, 5:8) Wicked (ness) - 10w/9v - Ecc 3:16f; 7:15; 17: 8:10, 14; 9:2; 10:13 Evil - 20x/18v - Ecc 2:21; 4:3; 5:1, 13, 16; 6:1; 7:25; 8:3, 8, 11-14; 9:3, 12; 10:5; 12:1, 14 Labor* - 26w/19v - Ecc 2:10, 18f, 24; 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