

# Winning Strategies for the New Latin Markets

Fernando Robles, Francoise Simon, Jerry Haar



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Global corporations are rapidly discovering an emerging market of nearly 600 million Latin consumers in the United States and Latin America. In *Winning Strategies for the New Latin Markets*, three experts analyze the Latin market's unique dynamics and offer end-to-end strategies for success. They illuminate dramatic transformations in demographics, economics, local competition, regulation, technology, and culture. Then, through executive interviews and case studies, they offer insights into key strategies for every aspect of doing business: regional market expansion, market segmentation, branding, distribution, financing, and corporate structure.

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