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Doing Business in the Baltic States

Richard Abbott

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Richard Abbott : Doing Business in the Baltic States before purchasing it in order to gauge whether or not it would be worth my time, and all praised Doing Business in the Baltic States:

Among the vast market opportunities now open to UK business in Eastern Europe, the Baltic States present one of the richest. However, without a basic level of knowledge of business practice in these countries, establishing even basic communication links prior to attempting business negotiations will prove time consuming, expensive and frustrating. This book provides a clear and authoritative introduction to Baltic trade and investment information. It is divided into three parts, covering Estonia, Latvia and Lithuania respectively. Each part discusses in detail the following: country background - history, geography, economy, politics, recent developments; infrastructure - governmental structure (local and national), foreign investment criteria, the practicalities of moving towards a market economy; and economic sectors - market intelligence on existing and projected sectors and opportunities which exist. "Doing Business in the Baltic States" also explains and rationalizes the fact that Estonia is by far the most advanced, proactive and receptive to foreign investment of the three states. The book accordingly devotes more coverage to Estonia to reflect this fact. Also included are sources of finance and further information as well as some useful case studies.