# Case Study on Marketing Strategy: Starbucks Entry to China

Starbucks is one of the largest coffee chains in the World. The company has a unique style and atmosphere in their coffee houses. We chose China because it is the world's most populous country with over 1.3 billion people live there and second-largest country by land area. After 1978, the country's economy were underwent dramatic changes which involved such relief as permission for entrepreneurs to start up their own business and opening the country for foreign investment. It is obviously that Starbucks managers decided to take advantage of such opportunity to expand their business into new region. To evaluate Chinese market the company used several steps of analyses.



# Who might be interested in buying coffee in China?

To introduce the Starbucks brand the company begun to distribute coffee for free to guests in several Beijing's hotels in 1994. This initiative indicated that there was a strong demand for their products, particularly among foreigners in China. Local people, who strived to imitate the Western lifestyle, also showed interest for coffee drinking. In addition young generation were enchantment by brands and products from the West. These factors led Starbuck's managers to learn and understand more about business climate in that Asia country.

Next step for Starbucks was to determine financial and economic conditions of China, Company's managers were aware that Chinese Gross Domestic Product (GDP) continuously grew approximately 9 % on an average and a GDP per capita was US\$3,800. All these factors led to rising income of middle class. That was undoubted advantage for entering Chinese market for Starbucks.

At the third level of screening Starbucks faced with political restrictions. China is highly bureaucratic country with difficult processes of getting permissions and sanctions to start and run business. In order to avoid these challenges the company built and maintain firm relationship with Chinese local partners as well as government officials. In addition, Starbucks Soong Ching-Ling Foundation received \$5 million donation from Starbucks to support education in country's poorest regions.

The fourth level of screening involved socio-cultural forces. It showed the biggest challenges for Starbucks, because of the old tradition of tea drinking in China. At the beginning managers didn't know how to accustomed Chinese to drink and appreciate coffee. To acquaint employees and

# **Starbucks China Case Study Answers**

Raj Venkatesan, Jim Lecinski

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#### **Table of Contents Starbucks China Case Study Answers**

- 1. Understanding the eBook Starbucks China Case Study Answers
  - The Rise of Digital Reading Starbucks China Case Study Answers
  - Advantages of eBooks Over Traditional Books
- 2. Identifying Starbucks China Case Study Answers
  - Exploring Different Genres
  - Considering Fiction vs. Non-Fiction
  - Determining Your Reading Goals
- 3. Choosing the Right eBook Platform
  - Popular eBook Platforms
  - Features to Look for in an Starbucks China Case Study Answers
  - User-Friendly Interface
- 4. Exploring eBook Recommendations from Starbucks China Case Study Answers
  - Personalized Recommendations
  - Starbucks China Case Study Answers User Reviews and Ratings
  - Starbucks China Case Study Answers and Bestseller Lists
- 5. Accessing Starbucks China Case Study Answers Free and Paid eBooks
  - Starbucks China Case Study Answers Public Domain eBooks
  - Starbucks China Case Study Answers eBook Subscription Services

- Starbucks China Case Study Answers Budget-Friendly Options
- 6. Navigating Starbucks China Case Study Answers eBook Formats
  - ∘ ePub, PDF, MOBI, and More
  - Starbucks China Case Study Answers Compatibility with Devices
  - Starbucks China Case Study Answers Enhanced eBook Features
- 7. Enhancing Your Reading Experience
  - Adjustable Fonts and Text Sizes of Starbucks China Case Study Answers
  - Highlighting and Note-Taking Starbucks China Case Study Answers
  - Interactive Elements Starbucks China Case Study Answers
- 8. Staying Engaged with Starbucks China Case Study Answers
  - Joining Online Reading Communities
  - Participating in Virtual Book Clubs
  - Following Authors and Publishers Starbucks China Case Study Answers
- 9. Balancing eBooks and Physical Books Starbucks China Case Study Answers
  - Benefits of a Digital Library
  - Creating a Diverse Reading Collection Starbucks China Case Study Answers
- 10. Overcoming Reading Challenges
  - Dealing with Digital Eye Strain
  - Minimizing Distractions
  - Managing Screen Time
- 11. Cultivating a Reading Routine Starbucks China Case Study Answers
  - Setting Reading Goals Starbucks China Case Study Answers
  - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Starbucks China Case Study Answers
  - Fact-Checking eBook Content of Starbucks China Case Study Answers
  - Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
  - Utilizing eBooks for Skill Development
  - Exploring Educational eBooks
- 14. Embracing eBook Trends

- Integration of Multimedia Elements
- Interactive and Gamified eBooks

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