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On Globalization

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ABSTRACT: This paper describes the personal experiences of the chief executive officer of a small U.S. company working in the global marketplace. It uses these experiences to provide some guidance to those unfamiliar with working outside the United States. This paper contains highlights from a presentation made to the Globalization Roundtable on May 19, 2005, in Boston, Massachusetts. The roundtable was organized and sponsored by Donovan Hatem LLP of Boston.