

Kā noturēties Zviedrijas tirgū ?



Latvijas Investīciju un attīstības aģentūra
Investment and Development Agency of Latvia

17.06.2014

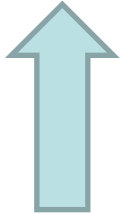
Gints Janums, pārstāvniecības
Zviedrijā vietnieks

Maģiskā panākumu formula!

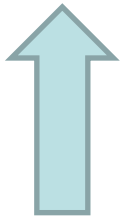
$$\begin{aligned}
 k &= \frac{1}{4\pi \epsilon_0 \epsilon_r} \quad Z = Z_0 \cdot \mu_{ok} = \frac{\Delta \cdot d}{f_1 f_2} \Delta t = \frac{\Delta t'}{\sqrt{1-v^2/c^2}} \quad \mu - \frac{v}{c} \tau' = \frac{d}{f} m = N \cdot m_0 = \frac{\Phi}{N_A} \frac{M_m \phi_e}{\Delta t} \omega = 2\pi f \\
 \log \frac{L}{L_0} - 4 \log \frac{T_{ef}}{K} + 2 \log \frac{R}{R_0} - 4 \log \frac{T_0}{K} & \quad \frac{\sin \alpha}{\sin \beta} = \frac{v_1}{v_2} = \frac{n_2}{n_1} \quad \lambda = \frac{h}{\sqrt{2eUm_e}} \quad \frac{M_m}{N_A} = \frac{M_r \cdot 10^{-3}}{N_A} \quad H_\lambda = \frac{\Delta M_e}{\Delta \lambda} \\
 v_k &= \sqrt{\frac{3kT}{m_0}} = \sqrt{\frac{3kTN_A}{M_m}} = \sqrt{\frac{3R_m T}{M_k \cdot 10^{-3}}} \quad \rho = \frac{E}{c} = \frac{hf}{c} = \frac{h}{\lambda} \quad V = v_1(1 + \beta \Delta t) \quad U_{ef} = \frac{U_m}{\sqrt{2}} \quad f_0 = \frac{1}{2\pi \kappa L} \quad I = \frac{U_e}{R + R_i} \\
 I_m^2 &= U_m^2 \left[\frac{1}{R^2} + \left(\frac{1}{X_c} - \frac{1}{X_L} \right)^2 \right] \quad X_L = \frac{U_m}{I_m} = \omega L = 2\pi f L \quad \vec{F}_m = \vec{B} I l = \mu_0 I_1 I_2 \frac{l}{2\pi d} \quad \sigma = \frac{Q}{S} \quad \psi_2 = U_e I t \\
 R &= R_0 \sqrt[3]{A} \quad E = mc^2 \quad E_k = \frac{h^2}{8mL^2} \quad \beta = \frac{\Delta I_c}{\Delta I_B} \quad \rho = \frac{\vec{F}}{\Delta S} = \frac{m \Delta \vec{v}}{\Delta S \Delta t} \quad \vec{B} = \mu_0 \frac{NI}{l} \quad R = \rho \frac{l}{S} \quad M = \vec{F} d \cos \alpha \\
 M_0 &= \frac{4\pi^2 r^3}{3T^2} \quad v = \frac{nh}{8mL^2} \quad \phi_e = \frac{L}{4\pi r^2} \quad U = \frac{W_{AB}}{\phi} = \frac{|E_{PA} - E_{PB}|}{\phi} = |\varphi_A - \varphi_B| \quad l_t = l_0(1 + d \Delta t) \quad F_h = Sh \rho g \\
 F_d &= M_{12} \frac{v^2}{r} = M_{12} \frac{4\pi^2 r}{T^2} \quad \nabla \times \left(-\frac{\partial \vec{B}}{\partial t} \right) = -\frac{\partial}{\partial t} (\text{rot } \vec{B}) = -\mu_0 \frac{\partial}{\partial t} \left(\frac{\partial \vec{B}}{\partial t} \right) = \epsilon_0 \mu_0 \frac{\partial^2 \vec{E}}{\partial t^2} \quad f_0 = \frac{1}{2\pi} \sqrt{\frac{\rho}{\epsilon}} \\
 v_k &= \sqrt{\frac{k M_z}{R_z}} \quad F_x = \frac{1}{2} C_x \rho S v^2 \quad \int_{c(s)} \vec{E} d\vec{l} = -\iint_S \frac{\partial \vec{B}}{\partial t} \cdot d\vec{S} \quad E_e = k \frac{q_1 q_2}{r^2} \quad \vec{\psi} = \iint_S \vec{B} d\vec{S} = AD \left(\frac{E_t}{E_0} \right) = \frac{2 \cos \vartheta_1 \cos \vartheta_2}{\cos(\vartheta_1 - \vartheta_2) \sin(\vartheta_1 + \vartheta_2)} \\
 F_v &= \int \frac{F_n}{R} \frac{1}{\rho} = \frac{1}{R} \frac{1}{\rho} \int \sin(\omega t + \phi) dy \quad \oint \vec{H} d\vec{l} = \iint_S \left(\vec{J} + \frac{\partial \vec{D}}{\partial t} \right) \cdot d\vec{S} \quad \lambda = \frac{h n_2}{T} \quad L = 10 \log \frac{I}{I_0} \\
 \omega &= U_m \sin \omega(t - L) = U_m \sin 2\pi \left(\frac{t}{T} - \frac{x}{\lambda} \right) \quad E_k = \frac{1}{2} m v^2 \quad S = \frac{1}{A} \frac{dW}{dt} \left(\frac{E_t}{E_0} \right) = \frac{1}{\sqrt{\epsilon_r \mu_r}} \\
 \int_{c(s)} \vec{E} d\vec{l} &= -\iint_S \frac{\partial \vec{B}}{\partial t} \cdot d\vec{S} \quad \vec{E} = k \frac{q_1 q_2}{r^2} \quad \vec{\psi} = \iint_S \vec{B} d\vec{S} = AD \left(\frac{E_t}{E_0} \right) = \frac{2 \cos \vartheta_1 \cos \vartheta_2}{\cos(\vartheta_1 - \vartheta_2) \sin(\vartheta_1 + \vartheta_2)} \\
 E &= \frac{F_e}{\rho_0} = k \frac{Q}{r^2} \quad \oint \vec{B} d\vec{l} = \mu_0 \iint_S \vec{J} d\vec{S} \quad f' = \frac{n_a \cdot n_b}{(n-1)(n_0 - n_a)} \frac{n_1}{x} + \frac{n_2}{x'} = \frac{n_2 - n_1}{n} \vec{S} = \frac{1}{\mu_0} (\vec{E} \times \vec{B}) \\
 E_y &= E_0 \sin(kx - \omega t) \quad \beta = \frac{n_1}{n_2} (\alpha + \tau) + \delta \quad \phi = \frac{2\pi \sin \vartheta_1}{\lambda} \quad B_t = \sqrt{\epsilon_0 \mu_0} E_0 \sin(kx - \omega t)
 \end{aligned}$$

3 K

Klients



Komunikācija



Kvalitāte



Klients

Jaunie klienti

- 20/80

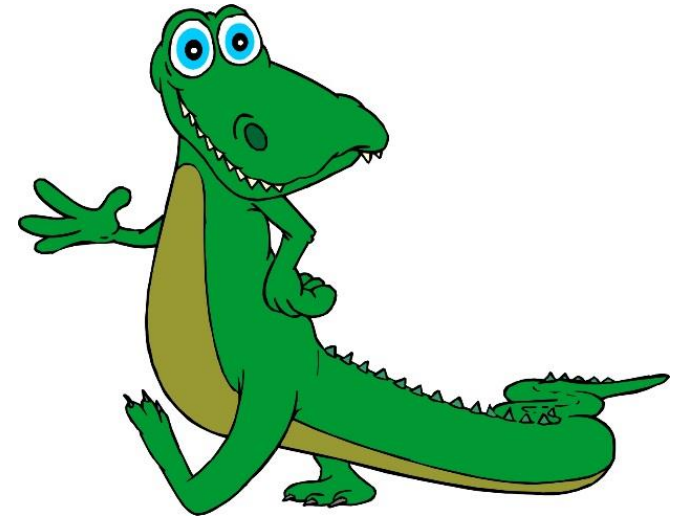
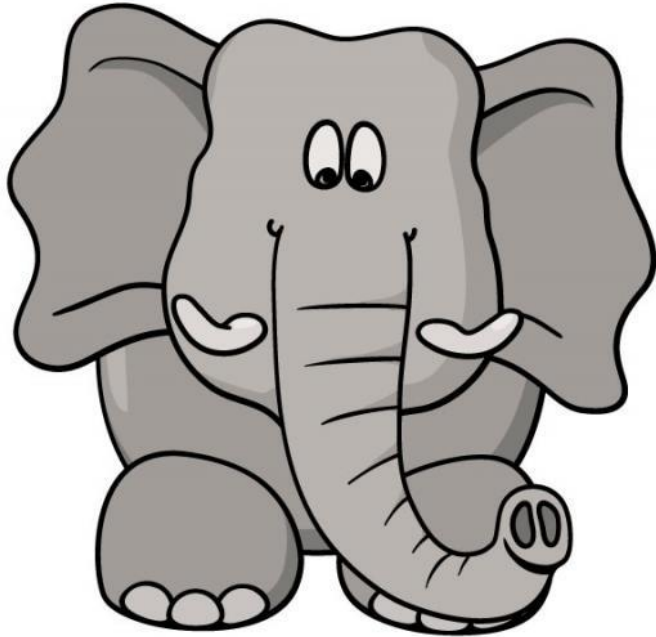


Esošie klienti

- 80/20



Komunikācija



Komunikācija

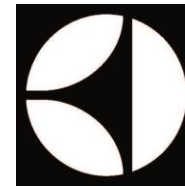
Zelta likums – 80/20

Interneta/Google ēra

- Klausieties savā klientā
- Runājiet ar klientu
- Atgādiniet par sevi
- Nespēlējat paslēpes!



Kvalitāte



Thinking of you
Electrolux



Valsts agentūra Latvijas Investīciju un attīstības agentūra
Investment and Development Agency of Latvia

4 K



Līdz 440 SEK!!!

Paldies par uzmanību!



Latvijas Investīciju un attīstības aģentūra
Investment and Development Agency of Latvia

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