



Journal of Research in International Business and Management (ISSN: 2251-0028)
Vol. 12(4) pp.01-02, August, 2025
DOI: <http://dx.doi.org/10.14303/jribm.2025.038>
Available online@ <https://www.interestjournals.org/research-international-business-management.html>
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Short Communication

Global Strategic Decision-Making and Its Impact on International Business Performance

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Received: 04-Aug-2025, Manuscript No. JRIBM-25-177391; **Editor assigned:** 6-Aug-2025, PreQC No. JRIBM-25-177391 (PQ); **Reviewed:** 20-Aug-2025, QC No. JRIBM-25-177391; **Revised:** 25-Aug 2025, Manuscript No. JRIBM-25-177391(R); **Published:** 27-Aug-2025

Abstract

Global strategic decision-making involves the formulation and implementation of decisions that shape organizational direction across international markets. This study examines the role of strategic decision-making in enhancing performance and competitiveness in global business environments. It explores decision-making processes related to market entry, resource allocation, and competitive positioning. The paper highlights challenges associated with uncertainty, complexity, and cultural diversity in international contexts. It also discusses the importance of data-driven analysis, managerial experience, and strategic alignment. By integrating decision-making theory with international business strategy, this study emphasizes that effective global strategic decision-making enables firms to navigate complexity, seize opportunities, and achieve sustainable success in international markets.

Keywords: Global Strategic Decision-Making, International Strategy, Strategic Planning, Managerial Decision Processes, Competitive Positioning, Multinational Enterprises.

INTRODUCTION

Global strategic decision-making is a critical process that determines how organizations compete and grow in international markets. As firms expand across borders, decision-makers face complex environments characterized by uncertainty, cultural diversity, and rapid change. Strategic decisions related to market selection, entry modes, and resource allocation shape long-term outcomes. Effective decision-making enhances competitiveness and sustainability (Oyedokun et al., 2024). The complexity of global strategic decision-making arises from the need to consider multiple markets simultaneously. Managers must evaluate diverse economic, political, and institutional conditions across countries. Balancing global integration with local responsiveness requires careful strategic judgment. Strategic coherence supports international success (Nummela et al., 2014). Information quality plays a vital role in global strategic decision-making. Access to reliable data on market trends, competitors, and regulatory environments informs strategic choices. Data-driven decision-making reduces uncertainty and improves accuracy. Analytical capability strengthens strategic insight.

Citation: Laurent Dubois (2025). Global Strategic Decision-Making and Its Impact on International Business Performance. JRIBM. 12: 038.

Cultural diversity influences managerial decision-making processes. Decision styles, risk tolerance, and communication patterns vary across cultures. Multinational firms must develop culturally inclusive decision frameworks. Cultural intelligence enhances decision effectiveness.

Strategic planning supports global decision-making by providing structured analysis and long-term perspective. Planning frameworks help organizations align objectives and resources across markets. Strategic planning enhances coordination and control (Guchhait & Sarkar, 2024). Uncertainty and risk are inherent in global strategic decision-making. Political instability, economic volatility, and technological disruption affect outcomes. Firms must incorporate risk assessment into decision processes. Risk-aware decision-making supports resilience (Leiblein et al., 2022).

Organizational structure influences global strategic decision-making. Centralized structures facilitate coordination, while decentralized structures support local responsiveness. Hybrid structures balance control and flexibility. Structural alignment enhances decision execution. Leadership plays a key role in shaping global strategic decisions. Leaders set vision, priorities, and decision norms. Strong leadership supports strategic alignment and commitment. Leadership-driven decision-making enhances performance.

Learning and experience improve global strategic decision-making over time. Firms accumulate knowledge from international operations and adapt decision frameworks accordingly. Organizational learning enhances adaptability. Experience-based decisions reduce error. Digital technologies increasingly support global strategic decision-making. Advanced analytics, simulation tools, and decision-support systems improve forecasting and evaluation (Frynas & Mellahi, 2015). Digital decision tools enhance speed and accuracy.

Overall, global strategic decision-making is a core capability in international business. Firms that develop robust decision-making processes achieve superior performance and sustainable competitive advantage.

CONCLUSION

Global strategic decision-making plays a vital role in shaping international business performance. This study highlights that data-driven analysis, cultural awareness, and strategic alignment enhance decision effectiveness. Multinational enterprises that strengthen strategic decision-making capabilities are better positioned to succeed in complex global environments.

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