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Title: Export/Import Procedures and Documentation, 4th Edition;  
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The fourth edition of the reference for export/import professionals is revised to include new forms and instructions, new US Customs Service checklists, and new Automated Export System procedures. It overviews the entire export/import process and provides ready-to-use forms with instructions, cost-saving shortcuts, and tips on building a better operation. A training manual for new employees is included, plus a quick course on advanced techniques for more experienced professionals. There is also a glossary of 250 international trade terms. New to this edition is a section on e-commerce in international marketing, listings for export and import software, and a list of Web sites for 94 export and import agencies and information sources. Johnson is a partner in an international trade law firm. Annotation copyrighted by Book News, Inc., Portland, OR

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In View Of The Increasing Thrust Of Exports In The Field Of International Marketing, A Number Of Indian Universities Have Introduced The Subject Export-Import Procedures, Documentation And Logistics At Post Graduation Level, In Particular Mba. This Subject Has Gained Importance, As Doors Of Employment Have Been Opened On This New Front With The Increasing Pace Of Exports. In This Book, All The Topics Have Been Dealt In A Systematic Manner. The Topics Are Covered In The Same Order Of Ugc Syllabus For Student S Convenient Reading. The Students, Pursuing Mba And Other Courses, Who Had Studied This Subject At Graduation/ Postgraduation Level Will Find This Book Useful As Many Business Schools/ Institutions Have The Same Topics, Chosen By Ugc, In Their Course Contents.

International business is more complex today than ever before. Customs and export control requirements, distributors versus agents, payment mechanisms, insurance, transportation . . . Even the most seasoned professionals can find themselves in need of guidance through this never-ending sea of rules, regulations, and paperwork--for multiple countries!Featuring dozens of sample contracts, procedures, checklists, and ready-to-use forms, Export/Import Procedures and Documentation is an authoritative voice in the ever-changing, often-confusing world of international laws and regulations. The revised fifth edition contains new and expanded information on topics including: • Corporate oversight and compliance• Valuation• The Export Control Reform Act• Licensing requirements and exceptions• International Commerce Trade Terminology• The shifting definition of "Country of Origin"• Specialized exporting and importing• And moreYou no longer have to worry about all the dos, don'ts, and details of the vast world of importing/exporting. This all-in-one global-business resource has done it for you already.

Export-Import Theory, Practices, and Procedures is the first book on the market to truly serve the needs of the academic/professional audience, going beyond the usual soft coverage of international trade operations. Discussing theoretical issues in depth, such as the role of exports/imports in the global economy and pertinent regulatory and policy issues, this innovative text offers comprehensive explorations of import processes as well as export activities and incorporates the most relevant and current research information in these areas. New to this edition are important discussions of trends in regional integration agreements, international transfer pricing, terms of sale, US export regulations, export financing programs, and more Expanded coverage in this edition of topics such as taxation of international trade operations, export counseling, export channels of distribution, export sales contracts, transportation, import procedures and techniques and more Other topics include: Exploration of trade agreements such as the GATT/WTO, NAFTA, and the European Economic Community (EEC), and how they affect trade In-depth treatment of

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investment and intellectual property policies, rules on government procurements, safeguard, and services of NAFTA Documentation, risks, and different forms of insurance, as well as assessing the risks of foreign trade Price setting in international trade, export sales contracts, exchange rates, methods of payment for exporting and importing goods, the benefits and theories of countertrade, the entry process for imports, and import relief to domestic industry Export-Import Theory, Practices, and Procedures, Second Edition combines an innovative conceptual and theoretical approach, a deep and broad analytical treatment, and an engaging and accessible presentation style to offer one of the most useful textbooks on the market for students and practitioners alike. Further instructors' materials can be accessed via [www.nova.edu/~seyoum](http://www.nova.edu/~seyoum)

With billions of dollars generated annually, importing and exporting is a potentially lucrative arena for growth—and a bewildering tangle of rules and regulations. Packed with hundreds of cost-effective strategies, ready-to-use forms, and valuable checklists, the second edition of *Mastering Import & Export Management* explains how to efficiently—and legally—navigate the complex world of international trade. From the big picture of pinpointing the best markets to the nitty-gritty of packing a container, this sweeping guide examines how to spot potential risks, apply quality control procedures, prepare documentation accurately, and more. This revised and updated edition addresses how best to handle recent crises like the earthquakes and tsunami in Japan, the economic downturn, or political instability in countries like Egypt, Tunisia, Bahrain, and Libya. It also covers every new compliance and security regulation, as well as evolving best practices, including:

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This edition of *Importing Into the United States* contains material pursuant to the Trade Act of 2002 and the Customs Modernization Act, commonly referred to as the Mod Act. *Importing Into the United States* provides wide-ranging information about the importing process and import requirements. We have made every effort to include essential requirements, but it is not possible for a book this size to cover all import laws and regulations. Also, this publication does not supersede or modify any provision of those laws and regulations. Legislative and administrative changes are always under consideration and can occur at any time. Quota limitations on commodities are also subject to change. Therefore, reliance solely on the information in this book may not meet the "reasonable care" standard required of importers.

Your easy-to-follow primer on the exciting world of import/export With

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an increased focus on global trade, this new edition of Import/Export Kit For Dummies provides entrepreneurs and small- to mid-sized businesses with the critical, entry-point information they need to begin exporting their products around the world—as well as importing goods to sell. Inside, you'll find the most up-to-date information on trade regulations, where to turn for additional guidance on seamlessly navigating the dreaded red tape, and much more. With significant changes in technology, expanding economics, and international trade agreements, the global marketplace continues to grow and change rapidly. In fact, companies that do business internationally are proven to grow faster and fail less often than companies that don't. This authoritative reference is packed with everything you need to get started, so why not get in on the game while the going is good? Gets you up to speed on the lingo of international business Shows you how to follow guidelines for developing a successful business and marketing plan Helps you understand distributor and agent agreement outlines Offers unprecedented insight on pinpointing the right markets for your import/export business Importing and exporting goods is a valuable way to expand your business and take part in the global economy, and this hands-on, friendly guide shows you how.

Foreign trade is a billion dollar business in the United States —and growing. This easy-to-follow guide to starting and building a successful import or export business is packed with invaluable insights and practical advice on tapping into the lucrative global markets. Covering all the bases, from start-up considerations and operational procedures to marketing techniques and trade agreements, this completely updated and expanded edition of Building an Import/Export Business provides essential details on: Determining whether the import/export business is right for you —twenty key questions you should answer before diving in Setting up your business —opening a bank account, establishing your office, obtaining financing, setting up an accounting system Finding buyers —proven strategies to pinpoint your target market Understanding money matters —methods of payment in international trade, export credit and credit insurance, foreign currency transactions Handling documentation —commercial, banking, transportation, insurance, and government formalities documents Taking advantage of trade pacts —GATT, WTO, NAFTA, FTAA

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