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international trade it is written from a nigerian perspective and aims to contribute to changing the culture and thinking in nigeria from import dependency to orientation towards export by analysing the issues and providing guidance and direction which exporters require contents introduction to export documentation in internal trade organising and preparing for for export business environment and management exporting from nigeria to europe acp countries international trade laws and conventions export marketing and consumer behaviour export costing methods export finance payments and repatriation of proceeds agencies in the export chain produce exports and commodity exchange international standards and inspection services insurance and risk management cargo handling and ecowas the ultimate guide to navigating the increasingly complicated world of export and import guidelines international business is more complex today than ever before from customs and export control requirements and distributors versus agents to payment mechanisms insurance and transportation 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 this 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 more you no longer have to worry about all the dos don ts and details of the vast world of importing exporting export import procedures and documentation has done it for you already this textbook now in its second edition continues to provide an easy and accessible introduction to the import export and logistics management with the globalization international trade procedures and documentation have undergone remarkable changes over the last decade or so this process of change got accelerated after the enactment of the foreign exchange management act 1999 this coupled with the thrust given to the liberalization process by the government has brought to fore the importance of export procedures and documentation and international logistics management this comprehensive and revised book includes a new chapter on foreign exchange risk management and elaborates the procedures for availing different export incentives divided into eight parts the text discusses the export import environment the procedures for obtaining finance by the exporter convertibility of rupee liberalization and its impact the foreign exchange market export import procedures and documentation finally the book also dwells upon the essentials of imports and logistics management including distribution channels and international marketing this book dealing with the principles and practice of the management of exports imports and logistics should be of a great benefit to the postgraduate students of business management mba and inter national business management mib besides the book would prove to be useful as a handy reference for exporters importers managers and entrepreneurs a comprehensive easy to follow textbook cum guidance

companion that understands the growing importance of export business helps entrepreneurs businesses understand the advantages subtleties of this business to create a strong footprint globally this book highlights critical entry point practical information of the export business with the best authentic solutions that entrepreneurs small to mid sized enterprises need to start exporting their goods around the globe inside readers will find the most up to date information on export trade regulations export documentation letter of credit export pricing incoterms finding winning products finding target foreign markets finding foreign buyers sales agreements solving export related various problems many more in many educational institutions international trade is now part of the curriculum students need to have good knowledge on this topic this book becomes a valuable resource for them step by step guidance with case study the book is specially designed to inculcate a deeper understanding of how to be successful in the export business inside several case studies help the readers to make correlations with the real problems so that readers can easily understand how to solve the problems of export business all the chapters are sequentially interlinked allowing readers to manage the export business step by step strategies that works for export who does not want to be successful in the export business did you know that 12 important steps can create a road map to achieve the desired results in the export business please read chapter 4 very carefully to learn these effective 12 steps for successful export finding winning products at first buyers show interest in the product and the truth is that every product is saleable but no one can offer everything to a customer at once therefore export sales success depends on offering the right product this book guides you as to what are the products that you can choose to export from a developing or developed country finding target foreign markets almonds cannot be exported to any country which holds the top position in the world in terms of its production finding an overseas market is a matter of developing a good marketing plan this book helps to create a framework for developing a marketing plan finding foreign customers no business can be imagined without a buyer this is the most challenging job of the business aspect finding overseas customers can be a cumbersome process without knowing the proper equipment this book guides you in finding customers in two ways online and offline read chapter 8 with case studies competitive export pricing studies show that cost pricing ranks fifth among the top 20 reasons startups fail take the help of this book to calculate the total export price international business communication the art of explaining your business message leads to getting an export order learn this art effectively in chapter 10 of this book fearless releasing the first export shipment the first export shipment is like a dream come true sometimes even many professionals do not know the exact process of releasing the first export shipment chapter 10 has been specially prepared to solve this problem payment risk management handling various export problems every business works to earn money profit what if the payment for an export shipment gets stuck this may ruin the entire business of a startup chapter 14 explains the different types of international business risk

management read chapter 15 to learn how to deal with various export problems of ftp customs fema etc test your export knowledge appendix i helps build confidence to take the first step towards success a guide through each stage of export procedure pointing out the pitfalls setting out the alternative courses of action and showing you where to get help this ready reference guide should help new and inexperienced businesses to become active exporters it shows those already exporting how to perform more professionally and profitably and provides valuable guidance for banks and other institutions who advise on export some of the topics covered include letters of credit export documentation insurance exchange control how to assess the market and obtain payment the details of international business are growing more complex by the day and even the most seasoned professionals can find themselves in need of guidance this comprehensive answer book supplies readers with a clear view of the entire export import process explaining the ins and outs of shipping and insurance payment mechanisms distributors vs agents customs and export control requirements and transportation issues featuring dozens of sample contracts procedures checklists and ready to use forms export import procedures and documentation is an authoritative voice in the everchanging 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 more thorough and accessible this trusted resource provides readers with the tools they need to manage supply chain dynamics around the world and keep everything organized up to date and above board each step of the way stand alone training and refernce texts designed as practical guides with immediate applications

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