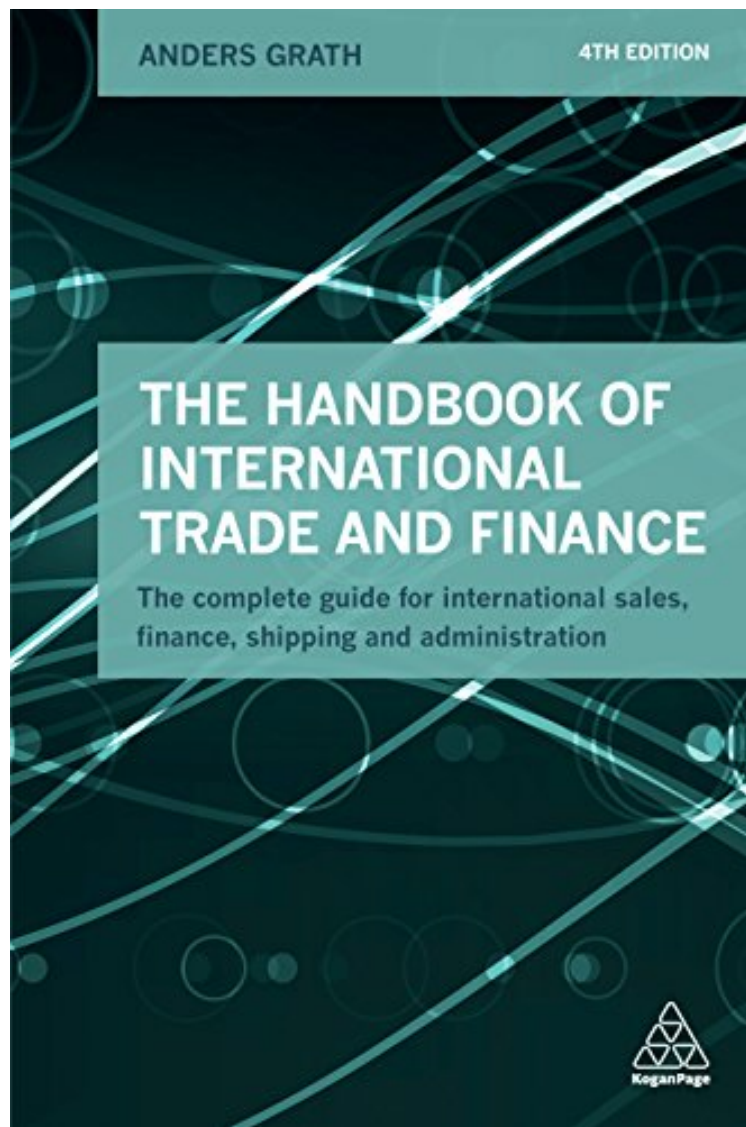


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The Handbook of International Trade and Finance: The Complete Guide for International Sales, Finance, Shipping and Administration

Anders Grath

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Anders Grath : The Handbook of International Trade and Finance: The Complete Guide for International Sales, Finance, Shipping and Administration before purchasing it in order to gauge whether or not it would be worth my time, and all praised The Handbook of International Trade and Finance: The Complete Guide for International Sales, Finance, Shipping and Administration:

0 of 0 people found the following review helpful. UsefulBy DarrenIngram_dot_comBilled as the complete guide for international sales, finance, shipping and administration, this book has set itself an ambitious target to be a somewhat essential guide to a broad area. Yet in this case it is not undeserved hyperbole. This is quite a slim volume, all things considered, yet surprisingly this revised (fourth) edition manages to pack a lot of actionable, useful and informative information within. This book has a great heritage, with it originally published over 40 years ago, and it has undergone extensive modification over the years. It is definitely a book focussed on doing instead of being a deeper, theoretical textbook and it arguably can serve a number of audiences well. Don't mix up brevity with a lack of information; the reader gets a short but sufficient overview (or reminder) about a particular point and they can then always search deeper, broader information if required, such as currency risks and how to seek to mitigate them. Chapters cover subjects such as trade risks and risk assessment, payment methods, risk management, credit insurance, finance and exporting. It is incredibly easy to navigate through the book and get the nugget of information you are looking for. If that's not enough, there's always the excellent index to consult. A sequential read is not necessarily a bad use of your time either. Obviously this book cannot be an encyclopaedia, whereby you can search for country-specific information, so a certain level of generality is expected. That said, the less-experienced can soon get up-to-speed with relevant issues and then search out specific information from other sources. This book could also be ideal for students and those who have tangential need for such knowledge too. It is certainly not dumbed-down or over-simplified, yet the detail is patiently explained. It was a very useful book, deserving of its ambitious billing! It can be highly recommended reading for those who may need this sort of intelligence.

International trade, and its financing, is now a key component of many undergraduate and postgraduate qualifications. For anyone involved in international sales, finance, shipping and administration, or for those studying for academic or professional qualifications in international trade, *The Handbook of International Trade and Finance* offers an extensive and topical explanation of the key finance areas. This essential reference resource provides the information necessary to help you to reduce risks and improve cash flow, identify the most competitive finance alternatives, structure the best payment terms, and minimize finance and transaction costs. This fully revised and updated 4th edition of *The Handbook of International Trade and Finance* also describes the negotiating process from the perspectives of both the buyer and the seller, providing valuable insight into the complete financing process, and covering key topics such as: trade risks and risk assessment; structured trade finance; methods and terms of payment; currency risk management and bonds, guarantees and standby letters of credit. The Handbook gives a complete and thorough assessment of all the issues involved in constructing, financing and completing a cross-border transaction and is an indispensable guide for anyone who deals with international trade. It also includes a section on risk management, which plays an increasingly important role in international trade from currency fluctuations to political risk and natural disasters. N.B. The book covers the principles of international trade and finance that are common across the globe and is relevant to anyone wanting to understand the subject, wherever they are located. Specific national issues (eg the UK's Brexit decision) do not affect the content. Online supporting resources for this book include a powerpoint summary of each chapter

About the Author Anders Grath