



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

*Anders Grath*

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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 & Finance offers an extensive and topical explanation of the key finance areas - including risk management, international payments and currency management. 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 3rd edition 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 - export credit insurance - methods of payment - trade finance - bonds, guarantees and standby letters of credit - terms of payment - currency risk management 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.

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