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Nota di contenuto	Contents; Foreword; Preface; Acknowledgments; About the Authors; Part I: Organizing for Export and Import Operations; Chapter 1. Organizing for Export and Import Operations; A. Export Department; B. Import Department; C. Combined Export and Import Departments; D. Manuals of Procedures and Documentation; E. Record-Keeping Compliance; F. Software; G. Federal, State, International, and Foreign Law; Part II: Exporting: Procedures and Documentation; Chapter 2. Exporting: Preliminary Considerations; A. Products; B. Volume; C. Country Market and Product Competitiveness Research D. Identification of Customers: End Users, Distributors, and Sales Agents E. Compliance With Foreign Law; F. Export Controls and Licenses; G. Patent, Trademark, and Copyright Registrations and Infringements; H. Confidentiality and Non-Disclosures Agreements; I. Antiboycott Compliance; J. Employee Sales Visits to Foreign Countries-Immigration and Customs Compliance; K. Utilization of Freight Forwarders and Foreign Customs Brokers; L. Export Packing and

Labeling (Hazardous Materials); M. Terms of Sale; N. Consignments; O. Leases; P. Marine and Air Casualty Insurance; Q. Methods of Transportation  
Booking Transportation R. Country of Origin Marking; S. Foreign Warehousing and Free Trade Zones; T. Export Financing and Payment Insurance; U. Tax Incentives; V. Export Trading Companies, Export Trade Certificates of Review, and Export Management Companies; W. Translation; X. Foreign Branch Operations, Subsidiaries, Joint Ventures, and Licensing; Y. Electronic Commerce; Chapter 3. Exporting: Sales Documentation; A. Isolated Sales Transactions; B. Ongoing Sales Transactions; C. Export Distributor and Sales Agent Agreements; D. Foreign Corrupt Practices Act Compliance  
Chapter 4. Exporting: Other Export Documentation A. Freight Forwarder's Power of Attorney; B. Shipper's Letters of Instructions; C. Commercial Invoices; D. Bills of Lading; E. VOCC's and NVOCC's; F. Packing Lists; G. Inspection Certificates; H. Marine and Air Casualty Insurance Policies and Certificates; I. Dock and Warehouse Receipts; J. Consular Invoices; K. Certificates of Origin; L. Certificates of Free Sale; M. Delivery Instructions and Delivery Orders; N. Special Customs Invoices; O. Shipper's Declarations for Dangerous Goods; P. Precursor and Essential Chemical Exports  
Q. Animal, Plant, and Food Export Certificates R. Drafts for Payment; S. Letters of Credit; T. Electronic Export Information; U. Freight Forwarder's Invoices; V. Air Cargo Security and C-TPAT; Chapter 5. Export Controls and Licenses; A. Introduction; B. Scope of the EAR; C. Commerce Control List; D. Export Destinations; E. Customers, End Users, and End Uses; F. Ten General Prohibitions; G. License Exemptions and Exceptions; H. License Applications and Procedures; I. Re-Exports; J. Export Documentation and Record-Keeping; K. Special Comprehensive Licenses  
L. Technology, Software, and Technical Assistance Exports

Sommario/riassunto

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