

1. Record Nr.	UNINA9910828506703321
Autore	Papa Davide Giovanni
Titolo	International trade and the successful intermediary [[electronic resource] /] / by Davide Giovanni Papa and Lorna Elliott
Pubbl/distr/stampa	Burlington, VT, : Ashgate, c2009
ISBN	1-315-58955-9 1-317-11368-3 1-317-11367-5 1-282-34475-7 9786612344756 0-566-09223-9
Descrizione fisica	1 online resource (281 p.)
Altri autori (Persone)	ElliottLorna
Disciplina	658.8/4
Soggetti	International trade Businesspeople Entrepreneurship
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Includes index.
Nota di contenuto	Cover; Contents; Preface; Chapter 1 The Intermediary - An Introduction; Chapter 2 The Correct Trading Rules; Chapter 3 PIA: The Primary Intermediary Agent; Chapter 4 Dispelling the Myths: LOI, POP, ASWP and More; Chapter 5 Starting to Trade; Chapter 6 The String Contract; Chapter 7 Securing the Goods; Chapter 8 The Enquiry Letter; Chapter 9 The Undisclosed Principal; Chapter 10 Contacting the End Buyer; Chapter 11 Offers to Buy and Sell; Chapter 12 The Contract of Sale; Chapter 13 Performance Guarantee; Chapter 14 Delivery; Chapter 15 Delivery and Commission Payments Chapter 16 INCOTERMS 2000 Explained FurtherChapter 17 CIF INCOTERMS 2000; Chapter 18 Endorsed Versus Blank Endorsed Delivery Documents; Chapter 19 Case Study; About the Authors; Index
Sommario/riassunto	International Trade and the Successful Intermediary is designed to give independent intermediaries, potential buyers, procurement agents, mandates, lawyers, bankers and companies the fundamental skills to conduct business in the international trade arena, while increasing their

knowledge and confidence to secure commission arising out of successful deals. Using real scenarios, model documents and straightforward language the book dispels the many myths relating to internet trading procedures and explains the rules and laws that must be adhered to when conducting import/export transactions.

---