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| Titolo                  | A basic guide to exporting // U.S. Department of Commerce ;<br>[compiled by] Alexandra Woznick   |
| Pubbl/distr/stampa      | Novato, CA, : World Trade Press, c2000   |
| ISBN                    | 1-282-18467-9<br>9786612184673<br>1-60780-124-8  |
| Edizione                | [3rd ed.]  |
| Descrizione fisica      | 1 online resource (193 p.)   |
| Altri autori (Persone)  | WoznickAlexandra <1962->   |
| Disciplina              | 658.848  |
| Soggetti                | Export marketing - United States<br>Export sales contracts - United States   |
| Lingua di pubblicazione | Inglese  |
| Formato                 | Materiale a stampa   |
| Livello bibliografico   | Monografia   |
| Note generali           | Description based upon print version of record.  |
| Nota di bibliografia    | Includes bibliographical references (p. [182]-185).  |
| Nota di contenuto       | A Basic Guide to Exporting 3rd Ed.; Table of Contents; Introduction;<br>PART A. Before the Sale; Chapter 1: Export Strategy; Chapter 2: Export<br>Advice; Chapter 3: Market Research; Chapter 4: Methods of Exporting<br>and Channels of Distribution; Chapter 5: Preparing Products for Export;<br>Chapter 6: Service Exports; Chapter 7: Making Contacts; Chapter 8:<br>Business Travel Abroad; PART B. Making the Sale; Chapter 9: Selling<br>Overseas; Chapter 10: Pricing, Quotations, and Terms; Chapter 11:<br>Export Regulations, Customs Benefits, and Tax Incentives; PART C.<br>After the Sale<br>Chapter 12: Documentation, Shipping, and LogisticsChapter 13:<br>Methods of Payment; Chapter 14: Financing Export Transactions;<br>Chapter 15: After-Sales Service; Appendices; Appendix I: Export<br>Glossary; Appendix II: Directory of Federal Export Assistance; Appendix<br>III: State and Local Sources of Assistance; Appendix IV: U.S. and<br>Overseas Contacts for Major Foreign Markets; Appendix V: Selected<br>Bibliography |
| Sommario/riassunto      | A Basic Guide to Exporting is the world's largest-selling introductory<br>reference to exporting goods from the United States. Tens of<br>thousands of exporters got their start using this easy to understand<br>reference.   |

