



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

By Anders Grath

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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 & 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. 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.

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Editorial Review

Review

"Now more than ever, purchasing and supply chain professionals need to be fully conversant with the elements of international trade and the associated risks. This handbook covers the financial mechanisms in a factual and accessible manner." (*Supply Management*)

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"Provides an explanation of the key finance areas of international trade, including risk management, international payments, and currency management. Discusses trade risks and risk assessment; methods of payment; bonds, guarantees, and insurance; trade finance; structured trade finance; and terms of payment." (*Journal of Economic Literature*)

About the Author

Anders Grath has over 25 years' experience in international trade and finance within major European financial institutions, as head of both international departments and corporate units. He is the author of a series of similar titles on individual country markets.

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