



# **Export-Import Theory, Practices, and Procedures**

**Second Edition**

**Belay Seyoum, PhD**

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**Second Edition**



*Pre-publication  
REVIEWS,  
COMMENTARIES,  
EVALUATIONS . . .*

**"T**his book covers a number of significant gaps that are not addressed elsewhere. By focusing specifically on trade rather than other forms of international expansion, Dr. Seyoum has achieved the near-impossible—in-depth and thorough coverage of both the theory and the practice of exporting, and significantly broader coverage of importing than is the norm, thus offering the most complete coverage of all facets of trade that I have seen. It excels by integrating theory with practice and exports with imports. The fact that

this book starts with a brief history of international trade and concludes with a sample distributorship agreement, speaks to the singular achievement of this book: true cover-to-cover, and top-to-bottom, coverage of all relevant issues in exporting and importing."

**Dr. Nicolas Papadopoulos, PhD**  
*Professor of Marketing and International  
Business; Associate Dean (Research);  
Director, International Business Study  
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*More pre-publication*

*REVIEWS, COMMENTARIES, EVALUATIONS . . .*

**I**nternational Trade has always been a hands-on subject and the few books that are out there do not address anywhere near the width and depth that *Export-Import Theory, Practices, and Procedures: Second Edition*, does. Each of the twenty chapters in this book closes with a great summary. The student here is also provided with enough references, case studies, and international perspectives on the subject matter covered within the chapter. There are even review questions for further self-study. The chapters on import regulations is especially valuable to the student of international trade and the section on export licensing and regulations of the

Commerce Department is a boon to any new or seasoned export manager. The useful presentation of typical import and export transactions as well as samples of distributor agreements and business plans put this book way above any other in its class."

**Ashok Sadhwani, BCom, GDMM, CHB**  
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*Instructor, Business and Legal Programs,*  
*UCLA Extension, Los Angeles;*  
*Associate Professor, International Trade,*  
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