

Preface

This book resulted from the author's realization of the inadequacy of existing books to serve the needs of the academic/professional audience. Most of the books published in this area lack substance and provide only soft coverage of international trade operations. Another problem is that they hardly discuss theoretical issues such as the role of exports/imports in the global economy or pertinent regulatory and policy issues. Current books are almost exclusively devoted to export activities and provide only cursory treatment of import processes. Furthermore, most offer no discussion of current research information in the area.

STRENGTHS AND FEATURES OF THIS BOOK

1. *Conceptual and theoretical approach:* The book develops a conceptual/theoretical framework to explain international trade operations. Important scholarly studies are adequately treated in each chapter. Sufficient attention is also given to important legal and policy issues affecting export/import trade.
2. *Depth and breadth:* The book provides a comprehensive and analytical treatment of pertinent topics in the area. In addition to exports, the book provides an in-depth examination of import trade. Adequate coverage is also given to emerging areas such as intellectual property, countertrade, the role of logistics and transportation, regional trade arrangements, and so forth. No book on the market comes close in terms of scholarly substance.
3. *Presentation:* The book is written in a pedagogically sound manner by including end-of-chapter summaries, a reference section, and Internet sources, as well as learning aids such as vignettes, figures, and tables.

CHANGES IN THE SECOND EDITION

1. *Current coverage:* Important developments in the area of international trade since the publication of the first edition are discussed.

Export-Import Theory, Practices, and Procedures, Second Edition

This includes, but is not limited to, trends in regional integration agreements, international transfer pricing, terms of sale, U.S. export regulations, and export financing programs.

2. *Expanded coverage:* The book has expanded the coverage of certain topics, such as taxation of international trade operations, export counseling, export channels of distribution, export sales contracts, transportation, and import procedures and techniques.
3. *Review questions and cases:* Every chapter summary is followed by review questions and cases, many of which were written for this book.
4. *Learning package:* The text is accompanied by instructor's manual, test bank, and answers to review questions.