# References

### **CHAPTER 1**

- Belous, R., and Wyckoff, A. (September 1987). Trade has job winners too. *Across the Board*, 53-55.
- Daniels, J., and Radebaugh, L. (2004). *International Business*. Upper Saddle River, NJ: Prentice Hall.
- Davis, L. (May 18, 1992). Surge in U.S. exports supports economy, employment. Business America, 113(10): 27.
- Fong, P., and Hill, H. (1991). Technology exports from a small, very open NIC: The case of Singapore. *World Development*, 19: 553-568.
- Fugazza, M. (2004). Export Performance and Its Determinants: Supply and Demand Constraints. Study No. 26. Geneva: UNCTAD.
- Harless, A. (2006). *Exports, Imports and Wages: What Trade Means for US Job Quality*. Washington, DC: Center for National Policy.
- Kaynak, E., and Kothavi, V. (1984). Export behavior of small and medium-sized manufacturers: Some policy guidelines for international marketers. *Management International Review*, 24: 61-69.
- Kletzer, L. (2001). Job Loss from Imports: Measuring the Costs. Washington, DC: Institute of International Economics.
- Lefebvre, E., and Lefebvre, L. (2000). *Small and Medium-Sized Enterprises, Exports and Job Creation: A Firm Level Analysis* (Industry Canada. Paper No. 26). Ottawa: Research and Publications Program.
- Lutz, J. (1994). To import or to protect? Industrialized countries and manufactured products. *Journal of World Trade*, 28(4): 123-145.
- Rostow, W. (1978). The World Economy: History and Prospect. Austin, TX: University of Texas Press.
- Rostow, W. (1992). *Theories of Economic Growth*. New York: Oxford University Press.
- Sarmand, K. (1989). The Determinants of import demand in Pakistan. World Development, 17: 1619-1625.
- U.S. Department of Commerce (1994). The economics of technology and trade. *Business America*, 115(8): 6-8.
- U.S. Government, Securities and Exchange Commission (www.sec.gov). (2006).

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

WTO (2004a). World Trade Developments in 2004 and Prospects for 2005. Geneva: WTO.
WTO (2004b). Singapore Trade Review. Geneva: WTO.

## Internet Sources

### World History Archives

http://en.wikipedia.org/wiki/History\_of\_international\_trade History of International Trade: Pre 1500 to present day.

### **History of International Trade**

http://lsb.scu.edu/~swade/histtrad.html This site provides a brief history of international trade since Marco Polo.

### Meccan Trade and the Rise of Islam

http://www.fordham.edu/halsall/med/crone.html This is an excerpt from a book on commerce in the Middle East and the rise of Islam.

### Mountain Men and the Fur Trade

http://www.xmission.com/~drudy/amm.html This site is an on-line research center to the history, traditions, and mode of living of the trappers, explorers, and traders known as the mountain men.

### Growth of International Trade/Trade Data/Developments

http://www.wto.org/english/news\_e/pres05\_e/pr417\_e.htm http://www.epinet.org/briefingpapers/147/epi\_bp147.pdf http://www.factmonster.com/ipka/A0762380.html http://www.factmonster.com/ipka/A0762380.html http://www.ensus.gov/foreign-trade/balance/c4239.html#2005 http://www.wisegeek.com/what-countries-import-the-most.htm http://www.infoplease.com/cig/economics/world-economies.html http://www.winfoplease.com/cig/economics/world-economies.html http://www.wto.org/English/news\_e/pres05\_e/pr401\_e.htm http://www.infoplease.com/cig/economics/world-economies.html http://www.infoplease.com/cig/economics/world-economies.html http://www.infoplease.com/cig/economics/world-economies.html http://www.unfoplease.com/cig/economics/world-economies.html http://www.unfoplease.com/cig/economics/world-economies.html

## CHAPTER 2

Archer, C., and Butler, F. (1992). *The European Community*. New York: St. Martin's Press.

Campbell, B. (July 2006). NAFTA's broken promises. http://policyalternatives.ca/ monitorissues/2006/

Collins, S., and Bosworth, B. P., eds. (1994). *The New GATT*. Washington, DC: The Brookings Institution.

Das, D. (2004). Regionalism in Global Trade. Northampton, MA: Praeger.

Echeverri-Carroll, E. ed. (1995). *NAFTA and Trade Liberalization in the Americas*. Austin, TX: Bureau of Business Research, University of Texas.

- Hoekman, B., and Kostecki, M. (1995). *The Political Economy of the World Trad-ing System*. New York: Oxford University Press.
- Hufbauer, G., and Schott, J. (1994). *NAFTA: An Assessment*. Washington, DC: Institute for International Economics.
- International Monetary Fund (IMF) (2000). *World Economic Outlook*. Washington, DC: IMF.
- Jackson, J. (1992). The World Trading System. Cambridge, MA: MIT Press.
- Lederman, D., Maloney, W., and Serven, L. (2005). *Lessons from NAFTA: For Latin America and the Caribbean*. Palo Alto, CA: Stanford University Press.
- Poole, P. (2003). Europe: The EU's Eastern Enlargement. London: Praeger.
- Randall, S., Konrad, H., and Silverman, S. (1992). *North America Without Borders?* Calgary, Canada: University of Calgary Press.
- U.S. Census (1993-2003). U.S. Trade Statistics. http://census.gov
- Van Oudenaren, J. (2002). Uniting Europe: European Integration and the Post-Cold War World. New York: Rowman & Littlefield Publishers.
- Weintraub, S. (2004). *NAFTA's Impact on North America: The First Decade*. Washington, DC: Center for Strategic and International Studies.
- Wild, J., Wild, K., and Han, J. (2006). International Business: The Challenges of Globalization. Upper Saddle River, NJ: Prentice Hall.

WTO (2006). Annual Report. Geneva: WTO. http://www.wto.org

## **Internet** Sources

## The European Union

Information on the European Union and its institutions http://europa.eu.int/institutions/council/index\_en.htm

## NAFTA: Economic and Commercial Information

NAFTA: The complete agreement http://www.tech.mit.edu/Bulletins/nafta.html http://www.policyalternatives.ca/MonitorIssues/2006/07/MonitorIssue1415/ This site provides an analysis of NAFTA http://www.dfait-maeci.gc.ca/nafta-alena/menu-en.asp

## World Trade Organization

Basic information about the WTO, its agreements, and activities http://www.wto.org

## CHAPTER 3

Albaum, G., Stradskov, J., and Duerr, E. (2002). International Marketing and Export Management. New York: Prentice Hall.

Albaum, G., Stradskov, J., Duerr, E., and Dowd, L. (1994). *International Marketing* and *Export Management*. Wokingham, UK: Addison-Wesely Publishing Co.

- Anderson, R., and Dunkelberg, J. (1993). *Managing Small Business*. New York: West Publishing.
- August, R. (2004). *International Business Law*. Upper Saddle River, NJ: Prentice Hall.
- Beamish, P., Karavis, L., Goerzon, A., and Lane, C. (1999). The relationship between organizational structure and export performance. *Management International Review*, 39(1): 37-55.
- Cheeseman, H. (2006a). *Contemporary Business and Online Commerce Law*. Upper Saddle River, NJ: Prentice Hall.
- Cheeseman, H. (2006b). *Essentials of Business and Online Commerce Law.* Upper Saddle River, NJ: Prentice Hall.
- Cooke, R. (1995). Doing Business Tax-Free. New York: John Wiley and sons.
- Enderwick, P., and Ranayne, E. (2004). Reconciling entrepreneurship and organizational structure in international operations: Evidence from New Zealand specialist food exporters. *Journal of Asia Pacific Marketing*, 3(2): 53-69.
- Friedman, R. (1993). *The Complete Small Business Legal Guide*. Dearbon, MI: Enterprise.
- Harper, S. (1991). The McGraw-Hill Guide to Starting Your Own Business. New York: McGraw-Hill Inc.
- Internal Revenue Service (1996a). *Business Use of Your Home*. Washington, DC: Department of the Treasury, Publication 587.
- Internal Revenue Service (1996b). *Business Expenses*. Washington, DC: Department of the Treasury, Publication 535.
- Internal Revenue Service (1996c). *Travel, Entertainment, Gift and Car Expenses*. Washington, DC: Department of the Treasury, Publication 463.
- McDaniel, P., Ault, H., and Repetti, J. (1981). Introduction to United States International Taxation. Boston: Kluwer.
- McGrath, K., Elias, S., and Shena, S (1996). *Trademark: How to Name a Business or Product*. Berkeley, CA: Nolo Press.
- Ogley, A. (1995). Principles of International Tax. London: Interfisc Publishing.
- Pak, S., and Zdanowicz, J. (2002). US trade with the world. http://dorgan.senate. gov/newsroom
- Plender, J. (July 21-22, 2004). Counting the cost of globalisation: How companies keep tax low and stay within the law. *Financial Times*, 15.

### Fictitious Business Names

Fictitious Business Names: Information on filing fictitious business names http://www.smcare.org/business/fictitious/default.asp

Tips on choosing a business name

http://www.bcentral.co.uk/startingup/planning/choose-a-business-name.mspx Seven secrets of great business names

http://www.gmarketing.com/articles/read/133/The\_7\_Secrets\_of\_Great\_Business Names.html

Information on assumed business names http://www.leg.state.or.us/ors/648.html

### Starting a Business

Starting a business: Provides answers to frequently asked questions about starting a business

http://www.irs.gov/businesses/small/article/0,,id=99336,00.html

### **CHAPTER 4**

- Ashegian, P., and Ibrahimi, B. (1990). *International Business*. Philadelphia, PA: Harper Collins.
- Ball, D., Mc Culloch, W., Frantz, P., Geringer, M., et al. (2006). *International Business*. Chicago: Irwin.
- Beal, M. (2000). Competing effectively: Environmental scanning, competitive strategy and organizational performance in small manufacturing firms. *Journal of Small Business Management*, 38(1): 27-47.
- Cohen, W. (1995). *Model Business Plans for Product Business*. New York: John Wiley and Sons.
- Czinkota, M., Ronkainen, I., and Moffett, M. (2003). *International Business*. Mason, OH: South-Western.
- Schwartz, M. (July 10, 2006). ABM research finds trade shows attract buyers: Despite success of Internet, traditional advertising still pushing sales needle. *B to B*, 9: 7-10.
- Silvester, J. (1995). *How to Start, Finance and Operate your Own Business*. New York: Birch Lane Press.
- Subramanian, R., Fernandes, N., and Harper, E. (1993). Environmental scanning in U.S. companies: Their nature and their relationship to performance. *Management International Review*, 33: 271-275.
- Tuller, L. (1994). Exporting, Importing and Beyond. Holbrooke, MA: Bob Adams.
- U.S. Department of Commerce (1990). A Basic Guide to Exporting. Lincolnwood, Chicago: NTC Books.
- Weiss, K. (1987). *Building an Import/Export Business*. New York: John Wiley and Sons.
- Williams, E., and Manzo, S. (1983). *Business Planning for the Entrepreneur*. New York: Van Nostrand Rienhold Co.

### **Internet** Sources

### Small Business

http://www.entrepreneur.com/article/0,4621,324792,00.html SBA information on starting, financing, and expanding a small business http://www.sba.gov/

### U.S. Export Inc.

Export Assistance to small and medium-sized firms http://www.export.gov/ http://www.trade.gov/mas/ http://www.usda.gov/wps/portal/usdahome

- Anderson, E., and Coughlin, A. (1987). International market entry and expansion via independent or integrated channels of distribution. *Journal of Marketing*, 51(1): 80-85.
- Anderson, P. (2005). Export intermediation and the Internet: An activity unbundling approach. *International Marketing Review*, 22(2): 147-164.
- Anonymous (1992). EMCs/ETCs: What they are and how they work. *Business America*, 2: 3-5.
- Ball, D., McCulloch, W., Frantz, P., Geringer, J., et al. (2004). *International Business*. New York: McCraw Hill-Irwin.
- Bello, D., and Gilliland, D. (1997). The effect of output controls, process controls and flexibility on export channel performance. *Journal of Marketing*, 61: 22-38.
- Cateora, P. (1996). International Marketing. New York: Irwin.
- Clarke, G., and Wallsten, S. (2004). Has the Internet Increased Trade? Evidence from Industrial and Developing Countries. Washington, DC: World Bank Policy Research Working Paper No. 3215.
- Czinkota, M., Ronkainen, I., and Moffett, M. (2003). *International Business*. Mason, OH: Thomson-South-Western.
- Freund, C., and Weinhold, D. (2000). *On the Effect of the Internet on International Trade*. International Finance Discussion Paper No. 693. Washington, DC: World Bank.
- International Telecommunications Union (2003). World Telecommunication Development Report 2003: Access Indicators for the Information Society. Geneva, Switzerland: ITU.
- Kim, L., Nugent, J., and Yhee, S. (1997). Transaction costs and export channels of small and medium-sized enterprises. *Contemporary Economic Policy*, 15(1): 104-120.
- Klein, S., Frazier, G., and Roth, V. (1990). A transaction cost analysis model of channel integration in international markets. *Journal of Marketing Research*, 27: 196-208.
- Kogut, B. (1986). On designing contracts to guarantee enforceability: Theory and evidence from East-West trade. *Journal of International Business Studies*, 17: 47-61.
- McNaughton, R. (1996). Foreign market channel integration decisions of Canadian Computer software firms. *International Business Review*, 5(1): 23-52.
- McNaughton, R. (2002). The use of multiple export channels by small knowledgeintensive firms. *International Marketing Review*, 19(2/3): 190-203.

- Meloan, T., and Graham, J. (1995). *International Global Marketing*. New York: Irwin.
- Onkvisit, S., and Shaw, J. (1997). *International Marketing*. Upper Saddle River, NJ: Prentice Hall.
- Osborne, K. (1996). The channel integration decision for small to medium-sized manufacturing exporters. *International Small Business Journal*, 14(3): 40-56.
- Peterson, B., Welch, L., and Liesch, P. (2002). The Internet and foreign market expansion by firms. *Management International Review*, 42(2): 207-221.
- Seifert, B., and Ford, J. (1989). Export distribution channels. Columbia Journal of World Business, 14-18.
- Sletten, E. (1994). *How to Succeed in Exporting and Doing Business Internationally*. New York: Wiley.
- Tesfom, G., Lutz, C., and Ghauri, P. (2004). Comparing export marketing channels: Developed versus developing countries. *International Marketing Review*, 21(4/5): 409-422.
- Williamson, O. (1991). Comparative economic organization: The analysis of discrete structural alternatives. Administrative Science Quarterly, 36(2): 269-274.

Information on overseas distributors and other channels

http://www.unzco.com/basicguide/c4.html

Assistance with international trade for U.S. exporters

http://www.ita.doc.gov/td/oetca/

World Business Exchange: Includes topics such as assistance with exporting, channels of distribution, market research, service exports, pricing, documentation, and financing.

http://www.wbe.net/index.phtml

Information on channels of distribution for U.S. agricultural exports

http://www.fas.usda.gov/agx/exporter\_assistance.asp

International Export Guide: A Guide to Exporting

http://www.unzco.com/basicguide/toc.html

- Cheeseright, P. (November 5, 1994). Maker of reliant in receivership. *Financial Times*: 4-6.
- Christopher, M. ed. (1992). *Logistics: The Strategic Issues*. London: Chapman and Hall.
- Czinkota, M., Ronkainen, I., and Moffett, M. (2003). *International Business*. Mason, OH: South-Western.
- Day, D., and Griffin, B. (1993). *The Law of International Trade*. London: Butterworths.

- Davies, G. (1987). The international logistics concept. International Journal of Physical Distribution and Material Management, 17-23.
- European Commission (1994). Cross Border Payments. Brussels: EEC.
- Fabey, M. (September 1997). Software for shippers. World Trade, 54-56.
- Green, M., and Trieschmann, J. (1984). *Risk and Insurance*. Cincinnati, OH: South-Western Publishing Co.
- Guelzo, M. (1986). Introduction to Logistics Management. NJ: Prentice Hall.
- Luesby, J. (November 5-6, 1994). Brussels calls time for EU late payers. *Financial Times*: 3-4.
- Mehr, R., Cammack, E., and Rose, T. (1985). *Principles of Insurance*. Homewood, IL: Irwin.
- Seyoum, B., and Morris, B. (1996). Economic and trade characteristics as discriminators of countries' payment behavior. *Journal of Global Business*, 7(12): 59-69.
- Thuermer, K. (March 1998). Move 'em or wilt. World Trade, 11(3): 61.
- Vance, W. (1951). *Handbook of the Law of Insurance*. St. Paul, MN: West Publishing Co.
- Woolley, S. (March 1997). Replacing inventory with information. *Forbes*, 159(6): 2-3.

#### **Logistics World**

http://www.logisticsworld.com/logistics/forumsearch.asp http://209.51.193.25/logtalk.asp (International logistics discussion group)

### Sites on Risks and Insurance

http://www.internationalbusiness.com/feb/log297.htm (cargo theft)

http://www.duke.edu/~charvey/Country\_risk/pol/pol.htm (political, economic, and financial risk)

http://www.duke.edu/~charvey/Country\_risk/pol/polappa.htm (Country risk) http://www.score.org/guest (credit insurance)

- Anonymous (October 4, 1993). Price quotations and terms of sale are key to successful exporting. *Business America*, 114(20): 12-15.
- Brinton, C., Christopher, J., Wolff, R., and Winks, R. (1984). A History of Civilization, vol. I. Upper Saddle River, NJ: Prentice-Hall.
- Dussauge, P., Hart, S., and Ramanantsoa, B. (1987). Strategic Technology Management. New York: John Wiley and Sons.
- Herman, A. (March 30, 1989). Growth in international trade law. Financial Times, 10.
- Hiam, A., and Schewe, C. (1992). *The Portable MBA in Marketing*. New York: John Wiley and Sons.

- International Chamber of Commerce (Incoterms) (1990; 2000). New York: ICC Publishing.
- Martens, J., Scarpetta, S., and Pilat, D. (April 1996). Mark-up ratios in manufacturing industries. OECD Working paper, No. 162: 10-12.
- Oster, S. (1990). Modern Competitive Analysis. London: Oxford University Press.
- Piercy, N. (1982). *Export Strategy: Markets and Competition*. London: Unwin Hyman.

Reich, R. (1991). The Work of Nations. New York: Knopf.

Silberston, A. (1970). Price behavior of firms. Economic Journal, 80(319): 511-570.

### **Internet** Sources

### **Export Pricing**

http://sominfo.syr.edu/facstaff/fgtucker/ (information on export pricing)

### **Pricing for Profits**

- http://www.smartbiz.com/sbs/arts/ieb6.htm (information on pricing for an exportimport business)
- http://www.wbnet.com/guest4.htm (Encyclopedia of exporting including pricing, quotations, and terms)

### Incoterms, 1990

http://ananse.irv.uit.no/trade\_law/documents/sales/incoterms/nav/inc.html (terms of sale)

## CHAPTER 8

- DiMatteo, L. (1997). An international contract formula: The informality of international business transactions plus the internationalization of contract law equals unexpected contractual liability. *Syracuse Journal of International Law and Commerce*, 23: 67-111.
- Hornick, R. (March, 1990). Jakarta court declares standard international sales contract illegal. *East Asian Executive Reports*, 6-14.
- Lubman, S. (1988). Investment and exports in the People's Republic of China: Perspectives on the evolving patterns. *Brigham Young University Law Review*, 3: 543-565.
- Rosett, A. (1982). Unification, harmonization, restatement, codification and reform of international commercial law. North Carolina Journal of International and Commercial Regulation, 7(1): 683-698.

## **Internet** Sources

### **General Legal Information**

Information on trade agreements and commercial treaties: http://fletcher.tufts.edu/multi/secretariatslinks.html http://fletcher.tufts.edu/inter\_resources/intertrade.htm

#### International Commercial Law

Information on electronic commerce:

http://www.uncitral.org/uncitral/en/uncitral\_texts/electronic\_commerce.html Information on international commercial law and electronic commerce:

http://www.jus.uio.no/lm/

Information is also provided on treaties, rules, and other laws pertaining to international business.

Information on international trade law:

http://www.law.cornell.edu/wex/index.php/International\_trade

Guide to international economic law:

http://www.asil.org/resource/iel1.htm

### **CHAPTER 9**

- Anonymous (April 1998a). Boeing eyes commercial sector for C-17. *American Shipper*, 101.
- Anonymous (April 1998b). Trackers back car con train technology. American Shipper, 104-105.
- Department of Commerce (1990). A Basic Guide to Exporting. Chicago: NTC.
- Federal Maritme Commission Regulations of Ocean Freight Forwarders. Part 510, 49 Federal Regulations 36297, September 14, 1984; 46 U.S. Code app. 1702-1708.
- Flint, D., and O'Keefe, P. (1997). Admiralty and maritime Law. *The International Lawyer*, 31: 234-243.
- Force, R. (1996). A comparison of the Hague, Hague-Visby and Hamburg rules: Much ado about nothing. *Tulane Law Review*, 70: 2051-2089.
- Kendall, L. (1983). The Business of Shipping. Centerville, MD: Cornell Maritime Press.
- Murr, A. (1979). Export/Import Traffic Management and Forwarding. Centerville, MD: Cornell Maritime Press.
- Reyes, B., and Gilles, C. (April 1998). Lufthansa Fights Back. American Shipper, 94-98.

Schmitthoff, C. (1986). Schmitthoff's Export Trade. London: Butterworths.

- Wells, F., and Dulat, K. (1996). *Exporting from Start to Finance*. New York: McGraw Hill Publishing.
- Wood, D., Barone, A., Murphy, P., and Wardlow, D. (1995). *International Logistics*. New York: Chapman and Hall.
- Ullman, G. (1995). U.S. Regulation of Ocean Transportation, Under the Shipping Act of 1984. Centerville, MD: Cornell Maritime Press.
- Yancey, B. (1983). The carriage of goods: Hague, COGSA, Visby and Hamburg. *Tulane Law Review*, 57: 1238-1259.
- Zodl, J. (1995). Export-Import. Cincinnati, OH: Betterway Books.

## Sites on Documentation and Shipping

http://www.ibs-ibp.com/rp01m.htm (Information on export documentation and shipping)

http://www.exportproco.com/guide.htm (An interactive guide to export documentation)

http://wisdairyexport.org/export.htm (export documentation and labeling of agricultural exports).

## CHAPTER 10

CNN Money (2006). Currencies. Available at: http://money.cnn.com/data/currency. Retrieved August 21.

DeRosa, D. (1991). Managing Foreign Exchange Risk. Chicago: Probus; London: MacMillan.

O'Connor, D., and Bueso, A. (1990). International Dimensions of Financial Management. London: MacMillan.

Salvatore, D. (2005). Introduction to International Economics. New York: Wiley.

## Internet Sources

## **Exchange Rates**

Information on currencies, currency derivatives, and foreign exchange rates http://www.margrabe.com/Currency.html

Information on Federal Reserve data on exchange rates, balance of payments, and trade

http://research.stlouisfed.org/fred2/categories/13

## **Exchange Rates and Trade**

Information by the Federal Reserve on inflation and exchange rates http://www.house.gov/jec/fed.htm

## **Risk Management**

Guide to risk management and information related to this subject: http://www.contingencyanalysis.com/

## CHAPTER 11

Artz, R. (1991). Punitive damages for wrongful dishonor or repudiation of a letter of credit. Uniform Commercial Code Law Journal, 24(3): 3-48.

Barnes, J. (1994). Defining good faith letter of credit practices. *Loyola of Los Angeles Law Review*, 28: 103-107.

- Cheeseright, P. (November 5, 1994). Market of Reliant in receivership. *Financial Times*, 7.
- Goldsmith, H. (1989). *Import/Export: A Guide to Growth, Profits and Market Share.* Upper Saddle River, NJ: Prentice-Hall.
- International Chamber of Commerce (ICC) (1993). Uniform Customs and Practice for Documentary Credits, No. 500. New York: ICC Publishing Co.

International Chamber of Commerce (ICC) (1995). *Uniform Rules for Collections*, No. 522. New York: ICC Publishing Co.

Kelly, J. (March 1995). Credit management. Financial Times, i-v.

Kozolchyk, B. (1996). The financial standby: A summary description of practice and related problems. Uniform Commercial Code Law Journal, 28(4): 327-374.

Macintosh, K. (1992). Letters of credit: Curbing bad faith dishonor. Uniform Commercial Code Law Journal, 25(3): 3-48.

Maggiori, H. (1992). *How to Make the World Your Market*. New York: Burning Gate Press.

- McLaughlin, G. (1989). Structuring commercial letters of credit transactions to safeguard the interests of the buyer. *Uniform Commercial Code Law Journal*, 21(3): 318-325.
- McMahon, A., Marsh, A., Klitzke, P., and Issenman, J. (1994). *The Basics of Exporting*. Austin, TX: Southern United Trade Association.
- Onkvisit, S., and Shaw, J. (1997). *International Marketing*. Upper Saddle River, NJ: Prentice-Hall.
- Reynolds, F. (2003). *Managing Exports: Navigating the Complex Rules, Controls, Barriers and Laws*. New York: Wiley.
- Rosenblith, R. (1991). Letter of credit law. *Uniform Commercial Code Law Journal*, 21(3): 171-175.
- Rubenstein, N. (1994). The issuer's rights and obligations under a letter of credit. *Uniform Commercial Code Law Journal*, 17(2): 129-174.
- Ruggiero, A. (1991). Financing International Trade. New York: UNZ and Co.
- Ryan, R. (1990). Who should be immune from the fraud in the defense in a letter of credit transaction. *Brooklyn Law Review*, 56: 119-152.
- Schmitthoff, C. (1986). Schmitthoff's Export Trade. London: Butterworths.
- Shapiro, A. (2006). Multinational Financial Management. New York: Wiley.
- Tuller, L. (1994). Exporting, Importing and Beyond. Holbrooke, MA: Bob Adams.
- Wells, F., and Dullat, K. (1991). *Exporting from Start to Finance*. New York: McGraw-Hill.

### **Internet** Sources

#### Financing Exports

Information on letters of credit

http://www.bizhelp24.com/export-import/the-letter-of-credit-2.html Articles and cases on letters of credit

http://www.allbusiness.com/periodicals/article/ 862988-1.html

International Financial Services Association on letters of credit

#### References

http://www.ifsaonline.org/ International Institute of Banking on financing exports and related topics. http:// www.iiblp.org/

- Angelidis, J., Parsa, F., and Ibrahim, N. (2004). Countertrading with Latin American countries: A Compare analysis of attitudes of United States firms. *International Journal of Management*, 21(4): 435-444.
- Anonymous (September 14, 1996). Philbro appoints Indonesian firm to fulfill local offsets. *Countertrade and Offsets*, 5.
- Anonymous (April 14, 1997a). Dassault launches offset related aviation joint venture with Taiwan's Chenfeng. *Countertrade and Offsets*, 15(7): 5.
- Anonymous (April 14, 1997b). Russian Menatep to resume Cuban oil-for-sugar swap. *Countertrade and Offset*, 15(7): 5.
- Anonymous (April 14, 1997c). Saab, Lockheed and GE pledge offset in Hungary. *Countertrade and Offset*, 15(7): 2-3.
- Anyane-Ntow, K., and Harvey, C. (1995). A countertrade primer. *Management Accounting*, 76(10): 47-50.
- Bost, P., and Yeakel, J. (1992). Are we ignoring countrade? *Management Accounting*, 76(6): 43-47.
- Bragg, A. (January 1998). Bartering comes of age. Sales and Marketing Management, 61-63.
- Brinton, C., Christopher, J., Wolff, R., and Winks, R. (1984). A History of Civilization, vol. I. Upper Saddle River, NJ: Prentice-Hall.
- Casson, M., and Chukujama, F. (1990). Countertrade theory and evidience. In Buckley, P., and Clegg, J., eds. *Multinational Enternprises in Less Developed Countries*. pp.11-16, London: Macmillan.
- Caves, R., and Marin, D. (1992). Countertrade transactions: Theory and evidence. *Economic Journal*, 102(414): 1171-1183.
- Cole, J. (1987). Evaluating offset agreements: Achieving a balance of advantages. *Law and Policy in International Business*, 19: 765-811.
- Egan, C., and Shipley, D. (1996). Strategic orientations toward countertrade opportunities in emerging markets. *International Marketing Review*, 13: 102-120.
- Hennart, J.F. (1990). Some empirical dimensions of countertrade. Journal of International Business Studies, 21(2): 243-270.
- Hennart, J., and Anderson, E. (1993). Countertrade and the minimization of transaction costs: An empirical examination. *Journal of Law, Economics and Organization*, 9: 290-314.
- Liesch, P. (1991). *Government Mandated Countertrade: Deals of Arm Twisting*. Brookfield, VT: Gower Press.
- McVey, T. (1984). Commercial practices, legal issues and policy dilemmas. *Law and Policy in International Business*, 16: 23-26.

- Office of Management and Budget (OMB) (1986). Second Annual Report on the Impact of Offsets in Defense-Related Exports. Washington, DC: U.S. Government Printing Office.
- Roessler, F. (1985). Countertrade and the GATT legal system. Journal of World Trade Law, 19(6): 604-614.
- Schaffer, M. (1989). Winning the Countertrade War: New Export Strategies for America. New York: Wiley.
- U.S. Department of Commerce, Bureau of Industry and Security (2005). Offsets in Defense Trade. Washington, DC: U.S. Government Printing Office. www.bis. doc.gov/osies
- U.S. International Trade Commission (ITC) (1985). Assessment of the Effects of Barter and Countertrade Transactions on U.S. Industries. Washington, DC: U.S. Government Printing Office.
- Verdun, V. (1985). Are governmentally imposed countertrade requirements violations of the GATT. Yale Journal of International Law, 11: 191-215.
- Verzariu, P. (1985). Countertrade, Barter and Offsets: New Strategies for Profit in International Trade. New York: McGraw-Hill.
- Verzariu, P. (1992). Trends and developments in international countertrade. Business America, 113: 2-6.
- Welt, L. (1990). Unconventional forms of financing: Buyback/compensation/barter. Journal of International Law and Politics, 22: 461-473.

Information on global countertrade, legal and regulatory environment, and conferences pertaining to countertrade. Provides information on the American Countertrade Association.

http://www.globaloffset.org/

Information on countertrade and Incoterms, including seminars related to this subject.

http://i-b-t.net/anm/templates/trade\_article.asp?articleid=206&zoneid=3 Articles on countertrade

http://www.investopedia.com/terms/c/countertrade.asp

News and Publications on countertrade

http://www.barternews.com/countertrade.htm

### CHAPTER 13

Anonymous (1995). Increase services to small business, survey suggests. Bank Management, 71(4): 9-12.

Brewer, E., II, Genay, G., Jackson, W., III, and Worthington, P. (1996). How are small firms financed? Evidence from small business investment companies. Federal Reserve Bank of Chicago, 20: 1-18.

- Field, A., Korn, D., and Middleton, T. (1995). How to make them give you the money. *Money*, 24(6): 94-103.
- Fraser, J. (December 1996). Control those credit cards. INC., 18: 128.
- Gardner, L. (1994). Opportunities and pitfalls in financing during business growth. *Secured Lender*, 50: 39-42.
- Grimaud, A. (June 1995). The evolution of small-business financing. *Canadian Banker*, 102(3): 36-37.
- Hutchinson, R. (1995). The capital structure and investment decisions of the small owner-managed firm: Some exploratory issues. *Small Business Economics*, 7: 231-239.
- Ioannou, L. (May 1995). The trade factor. International Business, 42-45.
- Lorenz-Fife, I. (1997). *Financing Your Business*. Englewood Cliffs, NJ: Prentice-Hall.
- Ring, M. (January 1993). Innovative export financing: Factoring and forfaiting. Business America, 114(1): 10-12.
- Schleifer, A., and Vishny, R. (1992). Liquidation values and debt capacity: A market equilibrium approach. *Journal of Finance*, 47: 1343-1366.
- Silvester, J. (1995). *How to Start, Finance and Operate Your Own Business.* Seacaucus, NJ: Carol Publishing Group.
- Stulz, R. (1990). Managerial discretion and optimal financing policies. *Journal of Financial Economics*, 26: 3-15.
- Williamson, O. (1988). Corporate finance and corporate governance. *Journal of Finance*, 43: 567-591.

## **Small Business Financing**

Information on articles and links of interest to current and prospective business owners.

http://www.hrsbdc.org/links/general.html

### **Other Sites for Small Businesses**

http://www.creative-edgeonline.com (tips for entrepreneurs, web presence)

http://www.owi-com/netvalue/v1I1.htm (business sites on the web)

http://www.isquare.com (small business adviser)

http://www.fed.org (foundation for enterprise development)

http://www.sbaonline.sba.gov/oit/loans.html (trade finance programs)

http://www.usa.ft.com (information about companies, market and world economies)

## CHAPTER 14

Economic Commission for Europe (2003). *Trade Finance for Small and Medium-Sized Enterprises in CIS Countries*. New York: United Nations.

- Ex-Im Bank (1997a). *General Information*. Washington, DC: U.S. Government Printing Office.
- Ex-Im Bank (1997b). Small Business Information. Washington, DC: U.S. Government Printing Office.
- Ex-Im Bank (1997c). *Working Capital Guarantee Program*. Washington, DC: U.S. Government Printing Office.

Ex-Im Bank. www.exim.gov

- IMF (2003). International Financial Statistics. Washington, DC: IMF.
- OPIC. www.opic.gov
- PEFCO. www.pefco.com
- Reynolds, F. (2003). Managing Exports: Navigating the Complex Rules, Controls, Barriersand Laws. New York: Wiley.
- Small Business Administration (2007). Programs and services to help you start, grow, and succeed. Available at: http://www.sbaonline.sba.gov.

United States Agency for International Development (USAID) (2000). Analysis of Microfinance Supply and Demand on Russia's Market. Moscow: USAID.

- U.S. Department of Agriculture. www.usda.gov
- U.S. Department of Commerce (1990). A Basic Guide to Exporting from the United States. Lincolnwood, IL: NTC Books.
- Wells, F., and Dulat, K. (1996). *Exporting from Start to Finance*. New York: McGraw-Hill.

### **Internet Sources**

- http://www.sba.gov/INV/forentre.html (Small Business Program For Private Companies)
- http://www.sbaonline.sba.gov (Small Business Administration home page)

http://www.exim.gov (Export-Import Bank of the US-programs, projects fees etc.) http://web.ita.doc.gov/ticwebsite/tic.nsf/037197a7338428ca852566330051710b/

e597ece099a283948525663300711c40!OpenDocument (Exporting Finance Program Guide)

- Anonymous (January 28, 1995). \$24.8 million penalty paid by Lockheed. *The New York Times*, Section 1, 35.
- Atkinson, K., and Tillen, J. (September-October 2005). The Foreign Corrupt Practices Act: Compliance issues in the tax and customs area. *The Tax Executive*, 446-454.
- Chou, W. (2005). The \$4 billion question: An analysis of congressional responses to the FSC/ET. *Northwestern Journal of International Law*, 25(2): 415-451.
- Clausing, K. (2005). Tax holidays (and other escapes) in the American Jobs Creation Act. *National Tax Journal*, 331-354.
- Export Administration Regulations (EAR). Parts 734, 736, 740, 748, 750, 754, 760, 762, and 774.

- GATT (1977). *Basic Instruments and Selected Documents*. Geneva: GATT (DOC L/4422).
- Gleich, O., and Woodward, R. (2005). Foreign Corrupt Practices Act. American Criminal Law Review, 42: 545-571.
- Gravelle, J. (2005). The 2004 corporate tax revisions as a spaghetti Western: Good, bad and ugly. *National Tax Journal*, 58(3): 347-365.
- Hall, C. (1994). Foreign Corrupt Practices Act: A Competitive disadvantage, but for how long? *Tulane Journal of International and Comparative Law*, 2: 300-315.
- Impert, J. (1990). A program for compliance with the Foreign Corrupt Practices Act and foreign restrictions on the use of sales agents. *The International Lawyer*, 24(4): 45-66.
- Johns, R. (1988). *Colonial Trade and International Exchange*. London. Pinter publishers.
- Levin, M. (2004). Tax changes in the American Jobs Creation Act of 2004. *The CPA Journal*, 54-55.
- Lipman, J. (February 12, 1990). Young and Rubicam pleads guilty to settle Jamaica case. *The Wall Street Journal*, 5.
- Loizeau, J. (July-August, 2004). IC-DISCs may benefit S corporation and LLC exporters. *Business Entities*, 18-27.
- Moskowitz, D. (1996). Lingering Cold War Legacies. *International Business*, 9(7): 40-41.
- Shenefield, J., and Stelzer, I. (1993). *The Antitrust Laws*. Washington, DC: The American Enterprise Institute.
- Stein, H., and Foss, M. (1992). An Illustrated Guide to the US Economy. Washington, DC: The America Enterprise Institute.
- Stenger, G. (1984). The Development of American Export Control Legislation. Wisconsin International Law Journal, 6(1): 1-5.
- Walsh, K. (2002). US Export Controls and Commercial Technology Transfers to China. US-China Security Review Commission: Hearing on export controls and China. Washington, DC: USGPO.

Bureau of Export Administration http://www.bis.doc.gov Export Administration Regulations http://www.access.gpo.gov/bis/ The Foreign Corrupt Practices Act (FCPA) http://www.usdoj.gov/criminal/fraud/fcpa/dojdocb.htm http://www.usdoj.gov/criminal/fraud/fcpa/fcpastat.htm Convention on Combating Bribery of Foreign Officials http://www.oecd.org/dataoecd/7/35/35109576.pdf U.S. Antitrust Law/Policy http://www.usdoj.gov/ Antitrust Enforcement http://www.usdoj.gov/atr/public/div\_stats/211491.htm U.S. Tax Reform and Opportunities for Exporters http://www.taxpolicycenter.org http://www.swlearning.com/tax/wft/ FAS programs http://www.fas.usda.gov/fasprograms.html

### **CHAPTER 16**

Rossides, E. (1986). *US Import Trade Regulation*. Washington, DC: The Bureau of National Affairs.

Serko, D. (1985). Import Practice. New York: Practicing Law Institute.

- U.S. Department of Commerce (1998). A Basic Guide to Exporting. Lincolnwood, IL: NTC Books.
- U.S. Department of Commerce (2003). *Importing Into the United States*. Rocklin, CA: Prima Publishing.

U.S. Federal Regulations, CFR 19.

### **Internet Sources**

Information on Foreign Trade Zones http://www.cbp.gov/xp/cgov/import/cargo\_control/ftz/about\_ftz.xml http://ia.ita.doc.gov/ftzpage/tic.html http://trade.gov/index.asp Federal Regulations on Customs Tariffs http://www.lawdog.com/transport/export/custom2.htm Information on U.S. Customs and Border Protection—Importing, Exporting, NAFTA, and Information on the Harmonized Tariff Schedule. http://www.customs.ustreas.gov/

Information on the U.S. Generalized System of Preferences

http://www.itds.treas.gov/gsp.html

- Buzzanell, P., and Lipton, K. (September/December 1995). Whether a pinch or a dash, it adds up to a growing U.S. spice market. *Food Review*, 18(3): 1-5.
- Deyak, T., Sawyer, W., and Sprinkle, R. (1993). A comparison of demand for imports and exports in Japan and the United States. *Journal of World Trade*, 27: 63-73.
- Ghymn, K. (1983). The relative importance of import decision variables. *Journal of the Academy of Marketing Science*, 11: 304-312.
- Lindert, P., and Pugel, T. (1996). International Economics. Chicago: Irwin.

- Lutz, J. (1994). To import or to protect? Industrialized countries and manufactured products. *Journal of World Trade*, 28(4): 123-145.
- Nelson, C. (2000). *Import Export: How to Get Started in International Trade*. New York: McGraw-Hill.
- Reinhart, C. (1995). Devaluation, relative prices, and international trade: Evidence from developing countries. *IMF Staff Papers*, 42: 290-312.
- Sarmad, K. (1989). The determinants of import demand in Pakistan. World Development, 17: 1619-1625.
- Shippen, B. (1999). Labor market effects of import competition: Theory and evidence from the textile and apparel industries. *Atlantic Economic Journal*, 27(2): 193-200.
- Warner, D., and Kreinin, M. (1983). Determinants of international trade flows. *Review of Economics and Statistics*, 65(1): 19-104.
- Weiss, K. (1987). *Building an Import Export Business*. New York: John Wiley and Sons.

### **Finding Your Partners**

Information on trade opportunities and partnerships http://www.firstgov.gov/Business/Trade.shtml

### Learn How to Trade

U.S. Customs guide to importation and planning for growth. http://www.unzco.com/basicguide/c2.html http://www.cbp.gov/xp/cgov/import/

### **Trade Shows**

Information on international trade shows and conferences. http://www.biztradeshows.com/ http://www.globalsources.com/TRADESHW/TRDSHFRM.HTM

## CHAPTER 18

Bovard, J. (September 1998). Your partner: The customs service. World Trade, 48-49.

Buonafina, M., and Haar, J. (1989). *Import Marketing*. Lexington, MA: Lexington Books.

Code of Federal Regulations (19 CFR, 1304).

Rossides, E. (1986). *US Import Trade Regulation*. Washington, DC: The Bureau of national Affairs.

Serko, D. (1985). Import Practice. New York: The Practising Law Institute.

U.S. Department of Commerce (2003). *Importing into the United States*. Rocklin, CA: Prima Publishing.

### **Import Regulations**

Information on the importation of goods to the United States/ U.S. Customs rules and regulations.

http://www.cbp.gov/xp/cgov/import/infrequent\_importer\_info/internet\_purchases. xml

http://cbp.customs.gov/linkhandler/cgov/toolbox/publications/trade/iius.ctt/iius.pdf

Site provides information on tariffs and related matters, including the U.S. Harmonized Tariff Schedule

http://www.usitc.gov/

Publications of the U.S. Customs: Entry of goods, classification, and valuation of merchandise.

http://www.customs.ustreas.gov/xp/cgov/toolbox/publications/

## CHAPTER 19

- Czako, J., Human, J., and Miranda, J. (2003). A Handbook on Antidumping Investigations. New York: Cambridge University Press.
- Folsom, R., Gordon, M., and Spanogle, J. (2005). *International Business Transactions and Economic Relations*. St. Paul, MN: Thomson.
- Trebilcock, M., and Howse, R. (2005). *The Regulation of International Trade*. New York: Taylor & Francis.
- United States Code ss. 1337; 1677; 1862; 2436
- U.S. Department of State (2005). *Trade and Economies*. (http://usinfo.state.gov/ei/ Archive/2005/May/02-478072.html (accessed June 28, 2006).
- U.S. International Trade Commission (USITC) (November 1996a). *Antidumping and Countervailing Duty Handbook*. Washington, DC: U.S. Government Printing Office.
- U.S. International Trade Commission (USITC) (January 1996b). *Summary of Statutory Provisions Related to Import Relief.* Washington, DC: U.S. Government Printing Office.
- U.S. International Trade Commission (1997). *Annual Report*. Washington, DC: U.S. Government Printing Office.
- U.S. Trade Representative (USTR) (2004). *Foreign Trade Barriers*. Washington, DC: U.S. Government Printing Office.
- U.S. Trade Representative (USTR) (2005). *Foreign Trade Barriers*. Washington, DC: U.S. Government Printing Office.

### **Internet** Sources

Information provided by the U.S. International Trade Commission on antidumping and countervailing.

http://www.usitc.gov/trade\_remedy/731\_ad\_701\_cvd/index.htm

Abstract of the Judicial review of International Trade Commission determinations.

http://www.questia.com/PM.qst?a=o&d=5000248716

The Heritage Foundation antidumping laws

http://www.heritage.org/Research/TradeandForeignAid/BG906.cfm

Fact sheets on Special 301 and Title VII.

http://hongkong.usconsulate.gov/usinfo/ustr/2000/0501.htmII)

## CHAPTER 20

- Ashton, T. (1988). The Industrial Revolution. London: Oxford University Press.
- Bird, R. (2006). Defending intellectual property rights in the BRIC economies. *American Business Law Journal*, 43(2): 317-363.
- Chiang, E. (2004). Determinants of cross-border intellectual property rights enforcement: The role of trade sanctions. *Southern Economic Journal*, 7(2): 424-440.
- Gad, M. (2003). Impact of multinational enterprises on the multilateral rule-making: The pharmaceutical industry and the TRIPs Uruguay Round negotiations. *Law & Business Review of the Americas*, IX(4): 667-674.
- Gadbaw, M., and Richards, T. (1998). *Intellectual Property Rights*. Boulder, CO: Westview Press.
- Hannah, D. (2006). Keeping trade secrets secret. *MIT Sloan Management Review*, 47(3): 17-20.
- Kinter, E., and Lahr, J. (1983). An Intellectual Property Law Primer. New York: Clark Boardman.
- Ladas, S. (1975). Patents, Trademarks and Related Rights: National and International Protection. Cambridge, MA: Harvard University Press.
- Linek, E., and Iwanicki, J. (2006). International efforts are achieving credible IP enforcement even amid chronic abuse. *Intellectual Property & Technology Law Journal*, 18(3): 4-7.
- Seyoum, B. (1993). Property rights versus public welfare in the protection of trade secrets in developing countries. *The International Trade Journal*, 3, 341-359.
- United States Trade Representative (2006). *Foreign Trade Barriers*. Washington, DC: GPO.
- Williams, L. (1983). Transfer of technology to developing countries. *Federal Bar News and Journal*, 30: 266-267.
- Wolfhard, E. (1991). International trade in intellectual property: The emerging GATT regime. *University of Toronto Faculty of Law Review*, 49: 106-151.

## **Internet** Sources

### Patents and Intellectual Property

http://members.tripod.com/~patents2/ http://iipa.com/rbi/2005 Intellectual property mall http://www.ipmall.fplc.edu/

## Intellectual Property: Copyrights, Trademarks, and Patents

http://www.brint.com/IntellP.htm A FREE TRADE AREA FOR THE AMERICAS: Intellectual property http://www.cptech.org/pharm/belopaper.htm News on patent, trademark, design and copyright from Japan http://www.okuyama.com/index-2.html US intellectual property for non-lawyers http://www.fplc.edu/tfield/ipbasics.htm