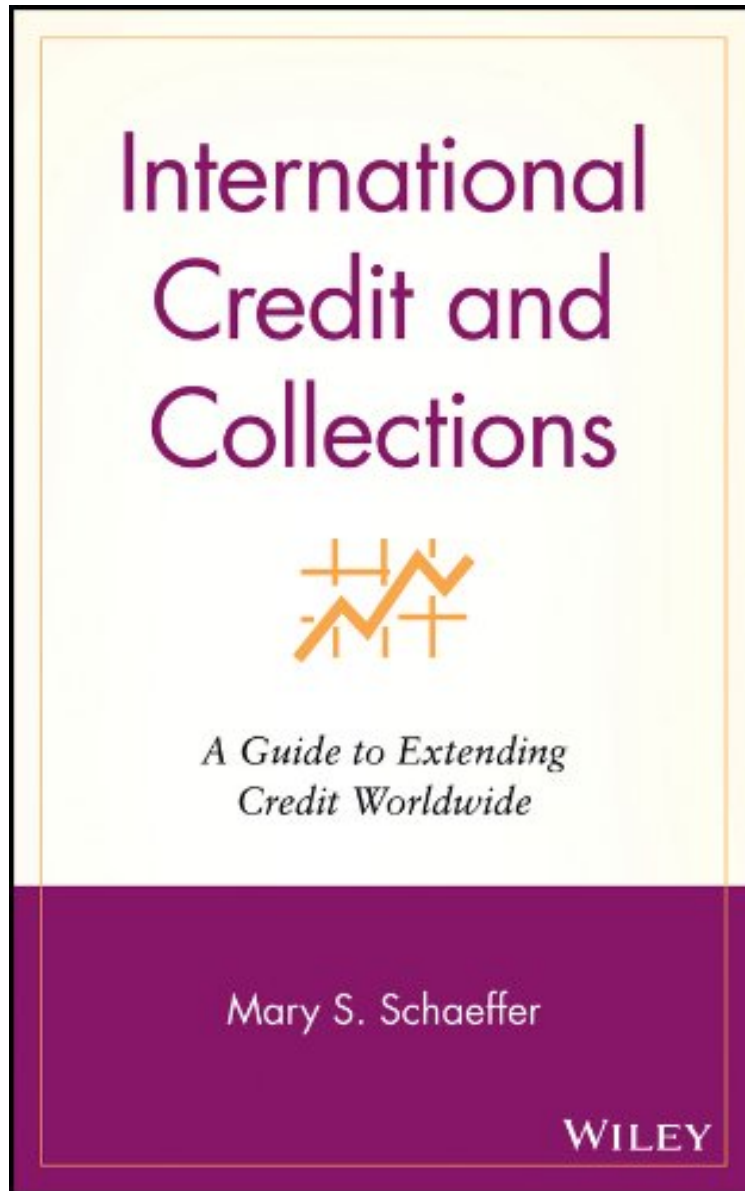


# International Credit and Collections: A Guide to Extending Credit Worldwide

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**From Wiley : International Credit and Collections: A Guide to Extending Credit Worldwide** before purchasing it in order to gage whether or not it would be worth my time, and all praised International Credit and Collections: A Guide to Extending Credit Worldwide:

All the information you need to extend your credit lines worldwide! As more and more companies expand globally, their credit managers must learn to understand and implement foreign concepts and practices while navigating different cultures and traditions. But working across borders and time zones has its pitfalls and credit managers must be well informed and up-to-date to avoid expensive mistakes and maintain their credit standards. International Credit and Collections brings together enlightening contributions from international experts to provide complete coverage of important issues and concepts, including: Country risk, credit insurance, and forfeiting Cultural differences and awareness issues: Latin America, the Pacific Rim, and Europe Collections expectations, issues, and practices Government programs Credit reporting practices: credit applications and letters of credit The Internet and new technology Whether you are new to the global marketplace, or need to stay up-to-date on new procedures and standards, International Credit and Collections will help you safely and efficiently take your credit operation global.

"Within International Credit and Collections, she [Mary Schaeffer] addresses key issues of importance to international credit managers considering credit and collections policies, which allow them to compete on a level global playing field. With contributions from 14 respected writers, including the author's husband, Hal Schaeffer, the author of Credit Risk Management, and Credit Management's own reporter Mike Barry, who covers the Data Protection Act, the book thoroughly investigates topics and practices of use to those taking their first step in international trade as well as to those who are looking to keep abreast of developments, procedures and standards."From the Publisher"Within International Credit and Collections, she [Mary Schaeffer] addresses key issues of importance to international credit managers considering credit and collections policies, which allow them to compete on a level global playing field. With contributions from 14 respected writers, including the author's husband, Hal Schaeffer, the author of Credit Risk Management, and Credit Management's own reporter Mike Barry, who covers the Data Protection Act, the book thoroughly investigates topics and practices of use to those taking their first step in international trade as well as to those who are looking to keep abreast of developments, procedures and standards."From the Inside FlapAs companies expand into the global marketplace, it is imperative that credit managers broaden their horizons to include international credit. Extending credit across international borders requires a credit manager to be well informed on issues around the world. Successful international credit managers must be able to grasp and implement foreign concepts such as country risk and forfeiting while also navigating different payment systems, legal systems, and cultures. International Credit and Collections brings together contributions from international experts to provide a comprehensive review of vital issues in international credit. Firsthand accounts, real-life examples, and case studies are included to shed light on practices that may be foreign to credit managers. The book begins with an overview of international credit that will help a manager establish credit standards for international customers that accurately reflect a company's domestic standards. Other sections feature discussion of these vital issues in the international arena: ? The basics of international collections-speeding up collections, invoice discounting, and the real-life stories of an international collection expert ? Cultural differences and awareness issues with a focus on Latin America, the Pacific Rim, and Europe ? In-depth coverage of unfamiliar concepts such as credit insurance and forfeiting ? Using bartering and countertrades ? Taking advantage of government programs ? Letters of credit, credit reporting practices, and credit applications ? Using the Internet and new technology Whether you are new to the global marketplace, or need to stay up-to-date on new procedures and standards, International Credit and Collections will provide all the information you need to be competitive around the world.