



International Credit and Collections: A Guide to Extending Credit Worldwide

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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.

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