## CHAPTER 20 INTERNATIONAL TRADE FINANCE ANSWERS & SOLUTIONS TO END-OF-CHAPTER QUESTIONS AND PROBLEMS

#### QUESTIONS

 Discuss some of the reasons why international trade is more difficult and risky from the exporter's perspective than is domestic trade.

Answer. International trade is more difficult and risky for a firm than is domestic trade. In foreign trade, the exporter may not be familiar with the buyer, and thus not know if the importer is creditworthy. If merchandise is exported abroad and the buyer does not pay, it may prove difficult, if not impossible, for the exporter to have any legal recourse. Additionally, political instability makes it risky to ship merchandise abroad to certain parts of the world.

What three basic documents are necessary to conduct a typical foreign commerce trade?Briefly discuss the purpose of each.

Answer: The three basic documents necessary to conduct a typical foreign commerce trade are: letter of credit, time draft, and a bill of lading. A letter of credit (L/C) is a guarantee from the importer's bank that it will act on behalf of the importer and pay the exporter for the merchandise if all relevant documents specified in the L/C are presented according to the terms of L/C. A time draft is a written order instructing the importer or his agent, the importer's bank, to pay the amount specified on its face on a certain date. A bill of lading (B/L) is a document issued by the common carrier specifying that it has received the goods for shipment; it can serve as title to the goods.

3. How does a time draft become a banker's acceptance?

Answer: When the goods are shipped by the exporter via common carrier, the exporter's bank presents the shipping documents and the time draft to the importer's bank. After taking title to the goods via the bill of lading, the importer's bank accepts the time draft, creating at this point a banker's acceptance (B/A). A B/A is a money market instrument for which a secondary market exists.

# **Eun International Financial Management Answers**

**Guillaume Favre** 

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#### **Table of Contents Eun International Financial Management Answers**

- 1. Understanding the eBook Eun International Financial Management Answers
  - The Rise of Digital Reading Eun International Financial Management Answers
  - Advantages of eBooks Over Traditional Books
- 2. Identifying Eun International Financial Management Answers
  - Exploring Different Genres
  - Considering Fiction vs. Non-Fiction
  - Determining Your Reading Goals
- 3. Choosing the Right eBook Platform
  - Popular eBook Platforms
  - Features to Look for in an Eun International Financial Management Answers
  - User-Friendly Interface
- 4. Exploring eBook Recommendations from Eun International Financial Management Answers

- Personalized Recommendations
- Eun International Financial Management Answers User Reviews and Ratings
- Eun International Financial Management Answers and Bestseller Lists
- 5. Accessing Eun International Financial Management Answers Free and Paid eBooks
  - Eun International Financial Management Answers Public Domain eBooks
  - Eun International Financial Management Answers eBook Subscription Services
  - Eun International Financial Management Answers Budget-Friendly Options
- 6. Navigating Eun International Financial Management Answers eBook Formats
  - o ePub, PDF, MOBI, and More
  - Eun International Financial Management Answers Compatibility with Devices
  - Eun International Financial Management Answers Enhanced eBook Features
- 7. Enhancing Your Reading Experience
  - Adjustable Fonts and Text Sizes of Eun International Financial Management Answers
  - Highlighting and Note-Taking Eun International Financial Management Answers
  - Interactive Elements Eun International Financial Management Answers
- 8. Staying Engaged with Eun International Financial Management Answers
  - o Joining Online Reading Communities
  - Participating in Virtual Book Clubs
  - Following Authors and Publishers Eun International Financial Management Answers
- 9. Balancing eBooks and Physical Books Eun International Financial Management Answers
  - Benefits of a Digital Library
  - Creating a Diverse Reading Collection Eun International Financial Management Answers
- 10. Overcoming Reading Challenges
  - Dealing with Digital Eye Strain
  - Minimizing Distractions
  - Managing Screen Time
- 11. Cultivating a Reading Routine Eun International Financial Management Answers
  - Setting Reading Goals Eun International Financial Management Answers
  - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Eun International Financial Management Answers

- Fact-Checking eBook Content of Eun International Financial Management Answers
- Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
  - Utilizing eBooks for Skill Development
  - Exploring Educational eBooks
- 14. Embracing eBook Trends
  - Integration of Multimedia Elements
  - Interactive and Gamified eBooks

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