



Dictionary of International Trade: Key definitions of 2000 trade terms and acronyms (International Business and International Trade)

Olegario Llamazares García-Lomas

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The Dictionary of International Trade is a point of reference for all people and companies that specialize in international business transactions: exporters and importers, transportation companies and forwarders, commercial agents, brokers, lawyers, consultants, business associations, chambers of commerce, and teachers and students of international trade courses.

The Dictionary contains 2000 key terms for international business and trade. It provides a full and precise definition of each term, and explains the context in which they are used. To aid in the understanding of these terms, links are provided to other related terms and to websites where further information can be found. The Dictionary also contains an Annex with the most common acronyms and abbreviations to be found in international trade documents.

The Dictionary of International Trade classifies the terms into eight categories encompassing the full breadth of international trade activities:

- **Banking:** Call option, confirming, documentary credit, clean collection, default, due diligence, hedging, promissory note, spot market, standby letter of credit, trade finance, etc.
- **Contracts & Law:** Act of God, affidavit, arbitration clause, common law, confidentiality agreement, force majeure, letter of intent, memorandum of understanding, retention of title, Vienna Convention, etc.
- **Customs:** Ad Valorem duty, customs clearance, drawback, dumping, forwarder, Harmonized System, Most Favoured Nation, rules of origin, tariff quotas, etc.
- **Documentation:** Airway bill, Certificate of origin, CITES, CMR transport document, Mate's receipt, packing list, proforma invoice, FBL, TIR carnet, etc.
- **Insurance:** Country risk, cover note, delay clause, Institute Cargo Clauses, insurance certificate, open policy, party at risk, particular average, premium, etc.
- **Logistics:** BAF, bulk cargo, consignment, delivery instructions, forwarder, groupage, freight prepaid, Incoterms, laytime, landed costs, TEU, THC, etc.
- **Economics:** Balance of payments, comparative advantage, countertrade, multilateral agreement, economic integration, NAFTA, safeguards, sovereign risk, triangular trade, etc.
- **Marketing:** Affiliate company, CE Mark, export entry modes, master franchise, piggyback distribution, sales representative, strategic alliance, trading company, etc.

Due to its content and the way information is accessed, the Dictionary of International Trade is an essential query and learning tool for anyone who is interested in finding out how international trade is conducted between countries and companies that operate on what are increasingly open and globalized markets.

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