



Course in Foreign Trade (Classic Reprint)

By Edward Ewing Pratt

Forgotten Books, United States, 2015. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****.Excerpt from Course in Foreign Trade Personal Relations with Fellow Travelers and Customers; Making Acquaintances on Shipboard - How Courtesy Won the Day in Colombia - Politeness an Aid to Selling - So-called Anti-American Prejudice - The Salesman Is the House in the Field ; The Traveler s Reports and Working Equipment; Export Customer s Record - Credit Reports - Memoranda to Be Carried by Salesmen - Record of Freight Costs - Contracts and Agreements - Portable Typewriter - Notes of Personal Interest; Practical Traveling Hints; Clothing and Baggage - Steamer and Sample Trunks - Invoices of Samples - Passports, Funds, Traveler s Taxes - Letters of Introduction - Health Precautions; Some Problems of Sales Policy; Shipping on Consignment - Rigid or Elastic Credit Policy - Dangers in Overselling - Travelers for Joint Account - Expense Accounts - Expense Account Should Be Carefully Kept - Compensation of Export Salesman About the Publisher Forgotten Books publishes hundreds of thousands of rare and classic books. Find more at This book is a reproduction of an important historical work. Forgotten...



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