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LL Leslie



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E-Commerce For Dummies Don Jones, Mark D. Scott, Richard Villars, 2001-08-29 E commerce Some businesses have enjoyed tremendous success while others that have been in it a while wonder why it s not working as well as they had anticipated Some businesses think they should be in it but don t know where to start Others think all you need is a URL and a Web site and you re in business E commerce encompasses all aspects of buying and selling online That necessitates several Internet technologies including enterprise resource planning electronic procurement and payment transaction processing Web site design EDI and XML networking protocols and security E commerce is where sales and marketing and IT meet Each group needs to know something about the other s side of the business to do business online successfully E Commerce For Dummies helps bridge the gap between technical and sales with Explanations of both business strategy and technology A comprehensive overview of the diverse areas of e commerce including business to business B2B and business to consumer B2C Case studies that show real world examples of what strategies are succeeding and what strategies are failing The authors include Greg Holden the e Marketplace columnist for CNET and bestselling author of Starting an Online Business For Dummies and two prominent analysts from the e commerce division of IDC one of the premier technology and business forecasting companies in the world They provide guidance to help businesses just entering the e commerce and companies that want to boost their e commerce sales including information on Marketing and competing in Cyberspace Planning your storefront Processing and fulfilling online transactions Dealing with the back office including managing the supply chain and setting up distribution and fulfillment systems With online sales increasing at a phenomenal rate established brick and mortar firms as well as entrepreneurs are realizing that e commerce represents a tremendous opportunity E Commerce For Dummies helps businesses seize that opportunity and get down to business online business fast

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Transnational Business Law Rumu Sarkar,2003 In developing countries because of economic development pressures that deeply pervade all aspects of enterprise international business transactions give rise to crucial issues that practitioners cannot afford to ignore In this new book Rumu Sarkar whose Development Law and International Finance has quickly taken its place as the preeminent theoretical analysis of the new legal discipline of development law at last gives busy lawyers engaged in international business as practical a text as they could desire Transnational Business Law shows that the

decisions and strategies of lawyers involved in the hectic daily routines of creating and executing cross border transactions can serve the best interests not only of their businesses but of economic development as well In essence this is a classic international business transactions handbook with the overarching dimension of development law added It offers detailed principles for structuring transactions negotiating the underlying finance and related documents and navigating dispute resolution mechanisms It provides annotated forms negotiating exercises hypothetical examples and actual case summaries and analyses It presents economic development issues as they arise in such areas of activity as the following cross border financing of goods and services technology transfers and intellectual capital structuring cross border transactions through private equity corporate debt and multilateral development bank financing managing commercial risks negotiating debt work outs for non performing loans mitigating non commercial risks through credit enhancement strategies such as obtaining political risk insurance and contracting for arbitration or other dispute resolution methods Important factors such as long arm U S law international legal regulation of business conduct and relevant underlying local law and local legal traditions are all brought to bear on the issues when appropriate Transnational Business Law will be especially useful to practitioners in developing countries whose legal decisions in relation to cross border transactions often involve critical economic and political ramifications Through her detailed exploration of how international transactions unfold within the context of economic development Professor Sarkar greatly enhances the growth of a commitment among the international business community to achieve mutually constructive ways to conduct business between developed and developing countries

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