



Chapter 1 A Brief Introduction To International Trade

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1.1 Reasons for International trade

1.2 Forms of International trade

1.3 Problems in International trade



1.1 Reasons for International trade

- I. Resource Acquisition**
- II. Benefits Acquisition**
- III. Comparative advantage**
- IV. Diversification**
- V. Expand Sales**



1.1 Reasons for International trade

Resource Acquisition





1.1 Reasons for International trade

Benefits Acquisition





1.1 Reasons for International trade

Comparative advantage





1.1 Reasons for International trade

Diversification





1.1 Reasons for International trade

Expand Sales





1.2 Forms of International trade

I. Dealing

II. Agency

III. Consignment

IV. Auction

V. Trade fair

VI. Invitation to Tender and Submission of Tender

VII. Counter-trade

VIII. Futures



1.2 Forms of International trade

Dealing

1

Sole Distribution

2

General Distribution



1.2 Forms of International trade

Agency

1

Exclusive Agency

2

Common Agency

3

General Agency



1.2 Forms of International trade

Consignment

Goods that are difficult to price are suitable for consignment.





1.2 Forms of International trade

Auction



**Ascending
-Price
Auction**

**Dutch
Auction**

**Sealed-bid
Auction**



1.2 Forms of International trade

Trade fair
Invitation to Tender
Counter-trade
Futures





1.3 Problems In International trade

I. Cultural Difference

II. Monetary Conversion

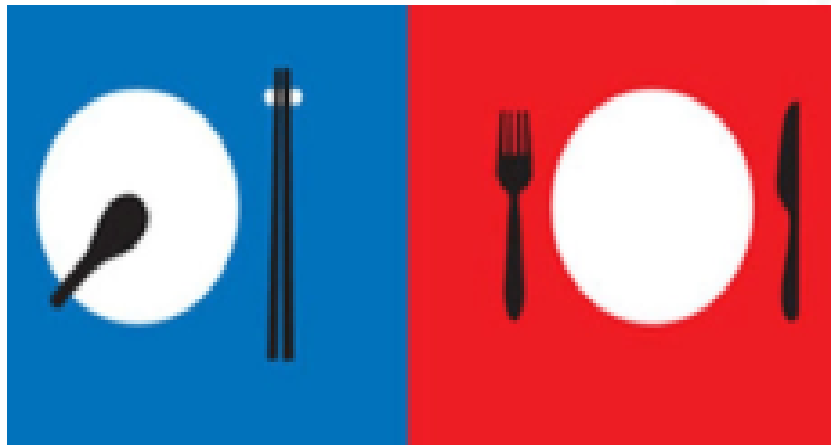
III. Trade Barriers

- a. To correct a balanced-of payment deficit.**
- b. In view of national security.**
- c. To protect their own industries against the competition of foreign goods.**



1.3 Problems In International trade

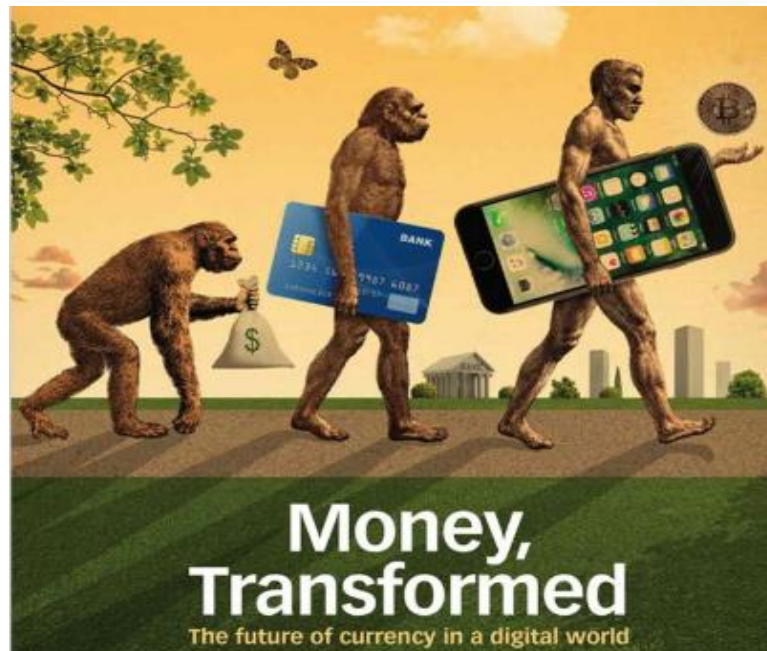
Cultural Difference





1.3 Problems In International trade

Monetary Conversion





1.3 Problems In International trade

Trade Barriers

- a. To correct a balanced-of payment deficit.
- b. In view of national security.
- c. To protect their own industries against the competition of foreign goods.

