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**KEY=ENTERPRISES - PAOLA SYDNEE**

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## Managing Global Customers An Integrated Approach

OUP Oxford **Multinational companies need to manage their relationships with multinational customers with a globally integrated approach. This book provides a systematic framework for developing and implementing such global customer management programs. It draws on in-depth research at over 20 major U.S. and European multinational companies, such as ABB, Bechtel, BP, Bosch, British Airways, Carrefour, Daimler-Chrysler, Hewlett-Packard, HSBC, IBM, Schlumberger, Shell, Siemens, Tesco, Unilever, Vodafone, Wal-Mart, and Xerox. Readers will learn how to · think about managing global customers in the context of their overall global strategy · develop effective global customer management programs · overcome barriers to implementation and success · build better relationships with important customers · get the entire company to engage with managing global customers This book takes a strategic, total business, and not just sales approach to managing global customers. It also takes a customer as well as a supplier perspective. The book provides guidance on both strategy and implementation. Yip and Bink's Managing Global Customers takes a systematic and logic driven approach, yet provides many creative insights and practical advice. Managing Global Customers highlights the rewards of taking a step beyond global account management to create a Global Customer Management approach,**

integrating globally all aspects of the relationship between supplier and customer. The book gives a framework that guides international companies in using their relationships with global customers to their full potential. George Yip, author of the widely-praised Total Global Strategy, and Audrey Bink tackle in-depth one of the most important aspects of global strategy: How to manage global customers.

## International Accounting and Multinational Enterprises

**Wiley** Make informed decisions in today's dynamic international business environments International accounting has never been so exciting. Not only is the pace of international business, finance, and investment rapidly increasing, but we are also moving closer than ever before toward a convergence of accounting standards worldwide. Updated and revised to keep pace with these changes, this Sixth Edition of Radebaugh, Gray, and Black's International Accounting and Multinational Enterprises focuses on international business strategies and how accounting applies to these strategies. You'll learn how to use financial and accounting information across borders, and make more informed decisions in an increasingly complex international business environment. The authors also explain the key factors, including cultural differences, that influence accounting standards and practices in different countries, and how those factors impact the harmonization of standards worldwide. **New to This Edition:** \* New coauthor, Ervin L. Black of Brigham Young University. \* Updated coverage on corporate governance, Sarbanes-Oxley, the Public Company Accounting Oversight Board (PCAOB), and how these forces affect U.S.-based multinationals, as well as companies in other countries. \* Increased coverage of the efforts of the International Accounting Standards Board (IASB) to establish a uniform set of International Financial Reporting Standards (IFRS) worldwide and its interface with different national standard setters, especially the FASB. Special attention is given to the experience of the European Union and Australia in adopting IFRS in 2005. \* A web-based International Accounting Practice Problem, which helps students see how to apply IFRS to a set of transactions. \* Brief, user-oriented examples called Strategic Decision Points at the beginning of each chapter. \* Expanded end-of-chapter material, including more discussion questions and exercises. \* New cases (two per chapter) on the web. \* Accounting for foreign exchange is now covered in two chapters. One chapter focuses on accounting issues, and the other chapter, which is new, focuses on foreign exchange risk management.

# Global Account Management

## Creating Value

John Wiley & Sons If you buy a new BMW you may be surprised as much by the owner's manual as by the car itself. Thin, personalized, and containing information only on the features you have selected in the language you speak, it is the result of a year's collaboration with Xerox that has radically improved the product and decimated costs. It is just one example of the new organizational structures and processes being developed at leading companies to serve the global marketplace. As firms realize that dealing with global customers is not simply an extension of key account management, their most common response is to launch a formal global account management initiative. Done well this is powerful and effective; however without proper planning it can spell disaster. Drawing on widely accepted 'key success factors' for global account management as well as new elements revealed by their research, David Hennessy and Jean-Pierre Jeannet redefine the process global account management around the premise that sustainable value springs only from an expert understanding of the customer's industry, its structure and its strategy. The book covers all critical aspects of the topic (the planning process, account selection, team building, executive support, global IT requirements, compensation structures and more) and draws on interviews with top global account managers at leading companies including IBM, Cable and Wireless, Siemens, HP, Guinness, Cisco, and Procter & Gamble.

# The Global Warming Combat

## Manual

## Solutions for a Sustainable World

Greenwood Publishing Group The Global Warming Combat Manual describes the practical measures that readers can take in their daily lives to reduce their carbon footprints, while showing how to link one's personal choices with the big-picture science and the big-scale campaigns to combat global warming on the political, legal, economic, and technological fronts. The emphasis throughout is on practical tips for ways in which people can help combat global warming in their everyday roles as citizens, consumers, homeowners, employees, commuters, tourists, sportsmen, business owners, or farmers. Johansen--assisted by climatologist James Hansen's foreword and appendix--gives general readers the tools they need to calculate and put into action the most rational and ethical "green" choices.

# Strategic Optimization of Medium-Sized Enterprises in the Global Market

IGI Global **To maintain a competitive edge against other businesses, companies must ensure the most effective strategies and procedures are in place. This is particularly critical in smaller business environments with fewer resources. Strategic Optimization of Medium-Sized Enterprises in the Global Market is a critical scholarly resource that highlights the optimization of management functions, such as working capital and marketing, and how to implement sustainable business management practices in the global world market. Featuring coverage on a broad range of topics such as social entrepreneurship, marketing optimization, and globalization, this book is geared towards business managers, medium-sized enterprises, policy makers, business professionals, and upper-level students seeking current research on the performances of medium-sized enterprises across the world and their broader supply chain.**

## Ebook: Managerial Accounting - Global Edition

McGraw Hill **We are pleased to present this Global Edition, which has been developed specifically to acquaint students of business with the fundamental tools of managerial accounting and to promote their understanding of the dramatic ways in which business is changing. The emphasis is on teaching students to use accounting information to best manage an organization. Each chapter is written around a realistic business or focus company that guides the reader through the topics of that chapter. There is significant coverage of contemporary topics such as activity-based costing, target costing, the value chain, customer profitability analysis, and throughput costing while also including traditional topics such as job-order costing, budgeting, and performance evaluation. Many of the real-world examples in the Management Accounting Practice boxes have been revised and updated to make them more current and several new examples have been added. This Global Edition has been adapted to meet the needs of courses outside the United States and does not align with the instructor and student resources available with the U.S. edition.**

# Global Not for Profit Organization

Bloomsbury Publishing **About the Book** The book talks about the legal structure of a foundation, governance process, delegation of authority, how to develop a business plan, how to arrange funding plan, how to set up and handle operations of these foundations including setting up financial systems, budgeting, forecasting, internal controls and risk management, human resources and information technology systems. All the systems and processes highlighted in the book have been practically implemented and are based on real life experiences of laying down strategies and execution of processes implemented. **Endorsement** The not for profit world is a large and growing segment of economic activity globally. As economies grow and wealth accumulates, the urge to make a lasting, intergenerational contribution to human welfare is a deep part of our nature. Many enter this new world without a firm grasp of the financial structures that underpin the not for profit world. Into this gaps steps Biswajeet Chatterjee, with his new book **Best Practices for a Global Not for Profit Organization**. The book describes in clear and simple terms the fundamental accounting principles and regulatory requirements of the not for profit world. **Best Practices for a Global Not for Profit Organization** offers, in one place, in clear a simple language, a badly needed guide for all those new and established in this world. Not only does the book provide an outline of what is needed financially, it also provides a clear description how to navigate through the regulatory requirements that are often much different from those of the for profit world. Biswajeet Chatterjee is uniquely qualified to write this text. He is currently the Chief Financial officer of ACCESS Health International, a not for profit organization which is active in Asia, South Asia, Europe, the Middle East and the Americas. He has written more than ten books on finance and accounting covering a wide range of topics including (International Finance Reporting Standards, Corporate Financial Reporting, Corporate Governance, risk management, financial analysis for decision making and Business Valuation, to name a few). I am pleased to recommend **Best Practices for a Global Not for Profit Organization** enthusiastically and without reservation. William A Haseltine PhD

## Digital Transformation and Global Society

First International Conference,

# DTGS 2016, St. Petersburg, Russia, June 22-24, 2016, Revised Selected Papers

Springer This book constitutes the refereed proceedings of the First International Conference on Digital Transformation and Global Society, DTGS 2016, held in St. Petersburg, Russia, in June 2016. The 43 revised full papers and 15 revised short papers, presented together with 3 poster papers and an invited paper were carefully reviewed and selected from 157 submissions. The papers are organized in topical sections on eSociety: New Social Media Studies; eSociety: eGovernment and eParticipation: Perspectives on ICTs in Public Administration and Democracy; eKnowledge: ICTs in Learning and Education Management; eCity: ICTs for Better Urban (Rural) Planning and Living; eHealth: ICTs in Healthcare; eScience: Big Data Complex Calculations.

## BoogarLists | Directory of Financial Planning Software

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## Markets for a New Millennium Field Hearing Before the Committee on Commerce, Science, and Transportation, United States Senate, One Hundred Sixth

Congress, First Session, June 19,  
1999

Multinational Finance

Evaluating Opportunities, Costs,  
and Risks of Operations

John Wiley & Sons **An in-depth treatment of the international financial arena** **Multinational Finance, Fifth Edition** assumes the viewpoint of the financial manager of a multinational corporation with investment or financial operations in more than one country. This book provides a framework for evaluating the many opportunities, costs, and risks of multinational operations in a manner that allows readers to see beyond the math and terminology surrounding this field to realize the general principles of multinational financial management. Logically organized and written in a clear, non-technical style, this book includes information on international finance topics such as foreign exchange, currency and derivatives markets, currency risk (transaction, operating, and translation) management, country risk, international taxation, capital structure, cost of capital, and international portfolio diversification. It also offers unique chapters on multinational treasury management, the rationale for hedging currency risks, options on real assets, international corporate governance, asset pricing, and portfolio management. Emphasizes the managerial aspects of multinational finance with graphs, figures, and the use of numerous real-world examples Expands on the treatment of parity disequilibria to include exchange rate expectations that differ from parity and a project's operating exposure to currency risk Provides an overview and comparison of the various derivative instruments and their use in risk hedging Contains valuable insights on valuation and management of a multinational corporation's investments If you're looking for the best way to gain a firm understanding of multinational finance, look no further than the fifth edition of this classic text.

Global Transfer Pricing Solutions

2005

WorldTrade Executive, Inc. **GLOBAL TRANSFER PRICING SOLUTIONS: 2004** covers the major transfer pricing regimes around the world with in-depth

discussion and analysis of such topics as proactive transfer pricing management of post-merger integrations, e-commerce and intellectual property. This report was prepared by members of major law and accounting firms and senior international transfer pricing professionals at the largest multinationals. It covers a wide range of tools and techniques relevant to transfer pricing in Asia, Europe, Latin America, and North America.

## Digital Business Strategies in Blockchain Ecosystems

## Transformational Design and Future of Global Business

Springer Nature This book analyzes the effects of the latest technological advances in blockchain and artificial intelligence (AI) on business operations and strategies. Adopting an interdisciplinary approach, the contributions examine new developments that change the rules of traditional management. The chapters focus mainly on blockchain technologies and digital business in the "Industry 4.0" context, covering such topics as accounting, digitalization and use of AI in business operations and cybercrime. Intended for academics, blockchain experts, students and practitioners, the book helps business strategists design a path for future opportunities.

## EBOOK: Management Information Systems - Global edition

McGraw Hill The benchmark text for the syllabus organised by technology (a week on databases, a week on networks, a week on systems development, etc.) taught from a managerial perspective. O'Brien's Management Information Systems defines technology and then explains how companies use the technology to improve performance. Real world cases finalise the explanation

## Solutions Manual to Accompany Managerial Accounting

# Tools for Business Decision Making

Wiley

## Multinational Business Finance

## Contemporary Authors

A Bio-bibliographical Guide to  
Current Writers in Fiction, General  
Nonfiction, Poetry, Journalism,  
Drama, Motion Pictures, Television  
and Other Fields

## The British National Bibliography

## Global Enterprise Transitions

## Managing the Process

IGI Global "This book discusses the process of transitioning an organization to a global one based on Information and Communication Technologies (ICT) including careful planning, execution and monitoring of the organization as it moves into the global market place"--Provided by publisher.

## Accounting and the Global Economy After Sarbanes-Oxley

Routledge This book is essential for students and practitioners in accounting, international business, finance, and economics. In a straightforward and readable style, it focuses on the changing accounting and auditing standards in national and global economies in the post-Enron/Arthur Andersen era. The authors clarify the reasons behind and consequences of the accounting profession's failure in auditing and self-

regulation, as most firms placed consulting profits ahead of public audit duties. They show how Sarbanes-Oxley solutions, while not perfect, are major contributors to the profession's redemption, and have enabled it to rise to new heights of service and revenue. The book offers a detailed examination of accounting practitioners' past challenges and future prospects. It provides a realistic analysis of specific issues facing accounting and auditing firms today, including the growing problem of independence; the need for one set of international accounting standards and one set of auditing standards; adjustments facing the global financial system; and the impact of the Internet and communication systems on accounting firms.

## Global Business: Concepts, Methodologies, Tools and Applications

## Concepts, Methodologies, Tools and Applications

IGI Global "This multi-volume reference examines critical issues and emerging trends in global business, with topics ranging from managing new information technology in global business operations to ethics and communication strategies"--Provided by publisher.

## Enterprise Resource Planning for Global Economies: Managerial Issues and Challenges

## Managerial Issues and Challenges

IGI Global Local functional systems that create inefficient islands of information are being replaced by expensive enterprise-wide applications that unify the functional areas; however, while we have not yet been able to completely and seamlessly integrate across functions, we find that the new islands of information are no longer functional but political, cultural, linguistic, and geographical. The global village is a reality and enterprise resource planning (ERP) implementations face new issues and challenges. Enterprise Resource Planning for Global Economies: Managerial Issues and

**Challenges provides authoritative research on the theoretical frameworks and pragmatic discussions on global implementations of information systems, particularly ERP systems. This book offers professionals, managers, and researchers, who want to improve their understanding of the issues and challenges that arise when information systems cross national boundaries, with an authoritative, essential research resource.**

## Prentice-Hall Accounting Faculty Directory

**Report of the Global Solutions  
Forum: Acting together to end child  
labour in agriculture**

**Concrete experiences and  
successful practices shared on 2-3  
November 2021**

**Food & Agriculture Org. On 2-3 November 2021, to mobilize global action and highlight concrete solutions to eradicate child labour in agriculture, FAO, in close collaboration with the International Labour Organization (ILO) and in partnership with the International Partnership for Cooperation on Child Labour in Agriculture (IPCCLA) and the Alliance 8.7, organized a high-level virtual event: the Global Solutions Forum (GSF). The objectives of the GSF were to raise the voices and commitment of agricultural stakeholders, share game-changing solutions, and identify ways to step up concerted action to prevent and end child labour in all agricultural subsectors. The outcomes of the event are expected to inform the V Global Conference on Child Labour in 2022, along with other global initiatives such as the United Nations Decade of Family Farming.**

**Enterprise Resource Planning:  
Global Opportunities and**

# Challenges

## Global Opportunities and Challenges

IGI Global **Enterprise Resource Planning (ERP)** refers to large commercial software packages that promise a seamless integration of information flow through an organization by combining various sources of information into a single software application and a single database. The outcome of ERP itself is still a mystery, but the trends and issues it has created will be the enigma that future generations will have to solve. Traditionally, separate units were created within an organization to carry out various tasks, and these functional areas would create their own information systems thereby giving rise to systems that were not integrated. ERP strives to provide a solution to these problems. **Enterprise Resource Planning Solutions and Management** examines the issues that need to be further studied and better understood to ensure successful implementation and deployment of ERP systems.

## Transnational Corporations

United Nations **Transnational Corporations** is a policy-oriented journal for the publication of research on the activities of transnational corporations and their implication for economic development. Articles accepted for publication in this issue report on the following research themes:  
international tax

## Global Tax Fairness

Oxford University Press **This book addresses sixteen different reform proposals that are urgently needed to correct the fault lines in the international tax system as it exists today, and which deprive both developing and developed countries of critical tax resources. It offers clear and concrete ideas on how the reforms can be achieved and why they are important for a more just and equitable global system to prevail. The key to reducing the tax gap and consequent human rights deficit in poor countries is global financial transparency. Such transparency is essential to curbing illicit financial flows that drain less developed countries of capital and tax revenues, and are an impediment to sustainable development. A major break-through for financial transparency is now within reach. The policy reforms outlined in this book not only advance tax justice but also protect human rights by curtailing illegal activity and making available more resources for development. While the reforms are realistic they**

require both political and an informed and engaged civil society that can put pressure on governments and policy makers to act.

# Moody's International Manual

## Thunderbird on Global Business Strategy

John Wiley & Sons **THUNDERBIRD on Global Business Strategy** No matter what line of business you are in, produce or biotech, apparel or semiconductors-you can be sure that right now an ambitious management team in some distant part of the globe is devising a strategy to undermine your position and steal away your hard-won customer base. Only a decade ago, that might have seemed like an idle threat. But when you consider the awesome power of the Internet to connect foreign competitors with suppliers and markets anywhere in the world with a keystroke not to mention the precipitous toppling of political barriers to free trade over the past decade it becomes clear that your company's competitive future now depends on your ability to think and act globally. For more than fifty years, Thunderbird, the American Graduate School of International Management, has been preparing students to take their places as international business leaders. The only business school in North America to focus exclusively on global business, Thunderbird has been ranked number one in graduate international management education by U.S. News & World Report every year since 1995. Now, Thunderbird on Global Business Strategy brings together the best thinking in the field from the experts at Thunderbird. Written by an all-star team of past and present Thunderbird faculty members, each a well-known expert in his or her area of specialization, the book not only alerts you to both the dangers and opportunities inherent in today's global business environment, but also arms you with the knowledge, skills, and tools you need to meet those challenges and seize those opportunities. Packed with case studies chronicling the experiences of management at top international companies worldwide, it fills you in on what you must know about managing global crises; forming and managing global alliances; cross-cultural management; managing global supply chains; navigating various legal systems; exploiting international financial markets; the role of the Internet in global business; protecting intellectual property; and much more. Read Thunderbird on Global Business Strategy and find out what it takes to survive and thrive in today's hypercompetitive global business environment. With campuses in Glendale, Arizona, Archamps, France, and Tokyo, Japan, THUNDERBIRD, THE AMERICAN GRADUATE SCHOOL OF INTERNATIONAL MANAGEMENT, is North America's leading graduate school for global business. The first institution to offer an international management degree, it has been training international

business leaders since 1946. All the Best Thinking from the Leading Lights in Global Strategy In the twenty-first century, every business is a global business. That means that your competitive future depends on acquiring as complete a picture as possible of both the challenges posed by today's borderless business environment as well as the opportunities for increased profits it presents. Now this book gives it to you. Written by the world-renowned experts at Thunderbird, the American Graduate School of International Management, this is your one-stop guide to running a global business. Over the course of more than a dozen chapters, liberally illustrated with fascinating case studies, you'll be armed with the understanding and skills you need to:

- \* Form and manage global alliances \*
- Manage global business crises \*
- Manage a global supply chain \*
- Develop global IT strategies \*
- Exploit international financial markets \*
- Protect intellectual property

## Global Air Transport Management and Reshaping Business Models for the New Era

IGI Global The air transport industry is highly vulnerable to environmental changes as was seen when the recent COVID-19 pandemic caused most airline operations to cease. However, for decades airlines have been collapsing around the globe as the business of managing airline operations has become stressed due to price competition. This is detrimental to air carriers since air transport products and services are the same. Moreover, it impacts other industries such as tourism, hotels, and restaurants, which contribute to the derailment of economic and social activities. Thus, it is essential to determine new practices and strategies that can allow air transport management to be enriched and to flourish. **Global Air Transport Management and Reshaping Business Models for the New Era** provides a comprehensive collection of knowledge on the new era of business management on air transport. It provides strategies, technologies, and tools used in the reshaping of the air transport business model. Covering topics such as customer experience, robotic process automation, and airline alliances, this major reference work is an essential resource for airline managers, supply chain specialists, air transport managers, students and faculty of higher education, libraries, researchers, economists, government officials, and academicians.

## Growth Poles of the Global

# Economy: Emergence, Changes and Future Perspectives

**Springer** The book presents the best contributions from the international scientific conference "Growth Poles of the Global Economy: Emergence, Changes and Future," which was organized by the Institute of Scientific Communications (Volgograd, Russia) together with the universities of Kyrgyzstan and various other cities in Russia. The 143 papers selected, focus on spatial and sectorial structures of the modern global economy according to the theory of growth poles. It is intended for representatives of the academic community: university and college staff developing study guides on socio-humanitarian disciplines in connection with the theory of growth poles, researchers, and undergraduates, masters, and postgraduates who are interested in the recent inventions and developments in the field. It is also a valuable resource for expert practitioners managing entrepreneurial structures in the existing and prospective growth poles of the global economy as well as those at international institutes that regulate growth poles. The first part of the book investigates the factors and conditions affecting the emergence of the growth poles of the modern global economy. The second part then discusses transformation processes in the traditional growth poles of the global economy under the influence of the technological progress. The third part examines how social factors affect the formation of new growth poles of the modern global economy. Lastly, the fourth part offers perspectives on the future growth of the global economy on the basis of the digital economy and Industry 4.0.

## International Trade Law

**Routledge** "International Trade Law offers comprehensive analysis of international sale transactions through case law, policy documents, legislation, international conventions and rules adopted by international organisations such as the ICC."--

## Mergent International Manual

## Multiple Perspectives in Risk and Risk Management

# ERRN 8th European Risk Conference 2018, Katowice, Poland, September 20-21

**Springer** This proceedings book presents a multidisciplinary perspective on risk and risk management. Featuring selected papers presented at the European Risk Research Network (ERRN) 8th European Risk Conference “Multiple Perspectives in Risk and Risk Management” held in Katowice, Poland, it explores topics such as risk management systems, risk behaviors, risk culture, big data and risk reporting and regulation. The contributors adopt a wide variety of theoretical approaches and either qualitative or quantitative methodologies. Contemporary companies operate in a highly dynamic environment, accompanied by the constant development of the information technology, making decision-making processes highly complex and increasing the risk related to company performance. The European Risk Research Network (ERRN) was established in 2006 with the aim of stimulating cross-disciplinary research in the area of risk management. The network includes academics and industry experts from the fields of accounting, auditing, financial economics and mathematical finance. To keep the network lively and fruitful, regular “European Risk Conferences” are organized to present papers from a broad spectrum of risk and risk management areas. Featuring contributions for Italy, South Africa, Germany and Poland, this proceedings book is a valuable reference resource for students, academics, and practitioners in risk and risk management

## Economics of Global Business

**MIT Press** A textbook with innovative real-world macroeconomic analyses of timely policy issues, with case studies and examples from more than fifty countries. This timely and refreshingly real-world focused textbook examines some of the world's most critical policy issues through a macroeconomics lens. After presenting analytical foundations, modeling tools, and theoretical perspectives, Economics of Global Business goes a step further than most other texts, with a practical look at the local and multinational tradeoffs facing economic policymakers in more than fifty countries. Topics range from income equality and the financial crisis to GDP, inflation and unemployment, and, notably, one of the first macroeconomic examinations of climate change. Written by a globetrotting economist who teaches and consults on three continents, Economics of Global Business aims not for definitive answers but rather to provide a better understanding of the context-dependent rationales, constraints, and

consequences of economic policy decisions. The book covers long-run and short-run growth (with examples from the United States, China, the European Union, South Korea, Japan, Latin America, Africa, Australia, and Vietnam); financial crises and central banks; monetary and fiscal policies; government budgets; currency regimes; climate change and macroeconomics; income inequality; and globalization. All chapters rely on recent and historical examples of economic policy in action. The book is particularly suitable for use as an introduction to macroeconomics for business students.

## Handbook of Research on Strategic Supply Chain Management in the Retail Industry

IGI Global Customer satisfaction is a pivotal component to any business that provides goods or services to the public. By effectively managing the flow of products, business can adapt to the growing demands of consumers and deliver successful customer service. The Handbook of Research on Strategic Supply Chain Management in the Retail Industry is an authoritative reference source for the latest scholarly research on properly managing business processes in order to satisfy end-user requirements and increase competitive advantage in the retail marketplace. Highlighting concepts relating to field applications, customer relationships, and current trends in logistics management, this book is ideally designed for business professionals, managers, upper-level students, and researchers interested in innovative strategies and best practices in modern supply chains.

## Technology Management in Financial Services

Springer Over \$5 trillion will be spent on technology in the financial services sector in the next three years. While there are many books covering purely technical issues, this is one of the very few that look at the challenge of how to manage financial services technology in an area that under-pins almost every part of our global civilisation.

## International Business Law and Its

# Environment

Cengage Learning Today most people agree that no business is purely domestic and that even the smallest local firms are affected by global competition and world events. **INTERNATIONAL BUSINESS AND ITS LEGAL ENVIRONMENT** is designed to deliver comprehensive, yet accessible, coverage of the legal implications and ramifications of doing business internationally, along with the related cultural, political, economic, and ethical issues faced by global business managers. Focusing on trade, the licensing of intellectual property, and foreign direct investment, the authors present the three major forms of doing business in a foreign country through real-world examples, precedent-setting cases, managerial implications, and ethical considerations. From the legal relationship between parties in an international business transaction to managing risk to learning the special challenges of doing business in emerging economies, the 9th Edition helps students understand the most common practices and critical issues in global business law. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version.

## The Future of the Profit Split Method

Kluwer Law International B.V. **The Future of the Profit Split Method** Edited by Robert Danon, Guglielmo Maisto, Vikram Chand & Gabriella Cappelleri Among the various transfer pricing methods, the profit split method (PSM) is under the spotlight after the OECD's Base Erosion and Profit Shifting (BEPS) project. However, both expert analysis and experience indicate that this method is not straightforward either for taxpayers to apply or for tax administrations to evaluate. In this thorough and detailed commentary - the first book to analyse this increasingly adopted transfer pricing method - notable scholars and practitioners working in the international tax community express their views on the method, answering some unresolved questions and highlighting issues that are still open and pending, especially in light of the digitalization of the economy. Crucial issues covered by the contributors include the following: choice of the appropriate splitting factors, their relative weights, and valuation of the contributions; uncertainties and outcomes potentially not aligned with the arm's-length standard; possible role of assessments made by the European Commission on State aid; nexus with the work done by the EU Joint Transfer Pricing Forum; impact of profit split on indirect taxes (VAT/customs tax/excise tax); and application to digital business models and, in general, to the digitalized economy. Moreover, relevant experience of applying this method in France, Germany, Italy, Spain, Switzerland, the

**United Kingdom, and the United States is provided. A concluding chapter also deals with selected industry experiences. Due to a high level of uncertainty in alignment with international guidance in the application of the PSM - and to the underdeveloped nature of current literature on the subject - there is a need for this book because both tax administrations and taxpayers, going forward, will apply the PSM extensively. The book is highly relevant for policymakers, tax administrations, practitioners and academics engaged in the areas of international taxation, transfer pricing and tax policy.**