



INTERNATIONAL BUSINESS AND FOREIGN TRADE

Which sources will give me basic information about a country?

International Financial Statistics Ref HG3881 .I626
Data for over 140 countries.

Europa Yearbook Ref JN3 .E8 Ready Reference
Detailed overview of countries worldwide, with statistics.

National Accounts Statistics: Main Aggregates and Detailed Tables, [year] Part I & II.
Ref HC79 .I5 N386 In two parts to cover all countries, countries arranged alphabetically.

ODEC Economic Surveys Ref HC... Business Reference
Economic backgrounds and data for over 30 industrial (izing) countries.

Yearbook of Labor Statistics (UN ILO) Ref HD4826 .I63
Employment, unemployment, wages, labor costs, consumer prices, and etc.,

..., a country study, e.g. *Brazil, a Country Study*
For more than 100 countries, **Title** option, **Library Catalog**;
Internet: <http://lcweb2.loc.gov/frd/cs/cshome.html>

About international business or foreign commerce there?

Doing Business in..., e.g. *Doing Business in Italy*
From PricewaterhouseCoopers; accounting and taxes, **Title** option, **Library Catalog**

National Trade Estimate on Foreign Trade Barriers Ref HF1456 .U53a [year]). Also *NTDB*
http://ustr.gov/Document_Library/Reports_Publications/2008/2008_NTE_Report/Section_Index.html

For trade between countries worldwide?

International Trade Statistics Yearbook UN Ref HF91 .U473 [year]
V.1 Trade by Country"; V.2 "Trade by Commodity" Usually two to three years behind.

World Trade Annual UN Ref HF53 .W6
In five volumes by commodity. Usually two to three years behind.

Market Data for countries?

European Marketing Data and Statistics Ref HA1107 .E87 Business Reference
International Marketing Data and Statistics Ref HA42 .I56 Business Reference
Essential data on the markets of countries outside the US.

EIU ViewsWire Database
Reports on the market news and other developments in 195 countries.

Which sources have U.S. import tariff schedules and regulations?

Harmonized Tariff Schedule of the United States Ref KF6654.599 .U55
Internet: <http://www.usitc.gov/tata/hts/bychapter/index.htm>

Which source has U.S. export regulations?

Export Administration Regulations Ref KF1987 .A329 045 <http://www.access.gpo.gov/bis/>
Kept current by *Export Administration Bulletin* section.

Where are importers and exporters listed?

Directory of United States Exporters Ref HF3011 .D63 Business Reference
Directory of United States Importers Ref HF3012 .D54 Business Reference

Where are directories of foreign and multinational companies?

Lexis/Nexis® Corporate Affiliations™ “Who owns Whom” Ref HG4057 .A22 Business Reference
Multination Companies, including *International Public and Private Companies* volumes.

Which indexes can I use to find articles and reports? (Consult *Business Subjects Databases* guide)

NATIONAL TRADE DATA BANK (NTDB) via *STAT-USA/Internet: NTDB* provides access to **full-text** documents, including reports on countries, market reports, and foreign trade statistics.

Searching tips: On the GLOBUS & NTDB page, scroll down. See “Market and Country Research” for research papers. Open and select country or topic from *Country Commercial Guides, Best Market Research Reports BMR’s), Industry Sector Analysis Reports*, etc.

USA TRADE Online Database

Foreign trade statistics: Retrieve by commodity or by country, trade to and from USA.

OxResearch Database

Full-text reports on industries and political-economic matters for countries worldwide. Reports from faculty at Oxford University and other top universities. Search by key words or open “Publications Search” tab at top to browse subjects; open subjects link for country reports.

Mergent Online Database

See “Industry Reports” tab at top. Industries **worldwide** (select a region of the world, North America, Europe, Asia Pacific) going back to 2003. Also: **Foreign Companies that trade on US exchanges!**

Which INTERNET sites concern International business?

Websites by Subject From University Library Home Page; select "International Business and Trade" from “Subjects A-Z” listing. <http://www.csupomona.edu/~library/websites/intlbus.html>
Note also the cross referenced pages at top to Countries, Political Risk, and other allied topics.

It is vital I know international business etiquette; where do I look?

Culturgrams GT1 .C847 Reserve, Second Floor A succinct four pages each, over 100 countries.
Culture Shock various call numbers, **Title** option, **Library Catalog**; . Some 45 countries.

To find books on foreign business etiquette: **Library Catalog**; Select the **Subject <S>** option; Enter separately **business etiquette, corporate culture**.

How can I contact local trade representatives from foreign countries?

Refer to the Los Angeles Central White Pages phone book under Consulates.