

International Trade and Business Resource Guide

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This guide provides selected information resources on International Trade and Business. Included are the Mildred F. Sawyer Library subscription databases, governmental, academic, and private websites, and a brief list of print resources. For specific book and periodical titles, check the [Suffolk University Library Catalog](#).

Periodical Indexes and Full-text Databases:

The Sawyer Library subscription periodical indexes and full-text resources are available both on campus and [off campus](#).

[Economist Intelligence Unit: EIU Country Commerce](#)

Reports on the operating environment, commercial indicators, and foreign trade of nearly 60 countries. Includes investing, taxation, licensing, human resources, and trade statistics.

[Global Market Information Database \(GMID\)](#)

Produced by Euromonitor, this database provides very detailed international market research,

presented as industry, company, country, and consumer reports. Although difficult to use, users may find detailed reports on specific subsets of industries throughout the world. Three recent examples are reports on the market for fast food in Germany, the retailing of durable goods in Egypt, and products and services in the market for eye care in Taiwan.

[International Financial Statistics \(IMF\)](#)

International Financial Statistics [from the Statistics Department of the International Monetary Fund] provides "current data needed in the analysis of problems of international payments and of inflation and deflation, i.e., data on exchange rates, international liquidity, international banking, money and banking, interest rates, prices, production, international transactions, government accounts, and national accounts." Time series data is available back to 1948. Users may browse the database, select and display a series in a spreadsheet format, and download to Microsoft Excel. Print versions of this data is available in the [International Financial Statistics Yearbook](#) and the [IMF](#) also provides some information and data on its website.

[CountryWatch](#)

Provides political, economic, and social overviews on most countries. Includes macroeconomic trade, key sector data, and news about the operating climate.

[STAT-USA](#)

STAT-USA "contains the international trade information of the National Trade Data Bank (NTDB) as well as an extensive collection of domestic economic data." Features include trade opportunity leads and foreign market reports. Choose the "Globus & NTDB" section for access to the international trade information and the Country Commercial Guides. Unfortunately, the interface and search function of this database are not the best.

[LexisNexis Academic](#)

Lexis covers a wide range of business information resources, including newspapers (domestic and foreign), trade journals, wire services, and transcripts. The Country Profiles section (under Business) covers news, current business opportunities, and assessments of the potential risk of doing business in a particular country. The Company Profiles section includes international company reports, and the SEC filings section will search for SEC 20-F reports (submitted by foreign companies trading in American stock exchanges).

[S & P NetAdvantage: Global Industries](#)

The 'Industries' section of Standard & Poor's NedAdvantage (located in the top blue banner) leads to both U.S. Industry Surveys (covering 52 industries) and to Global Industry Surveys, which cover 26 industries, grouped by region (Asia, Europe, Latin America).

[Europa World](#)

This is the online version of the Europa World Year Book, which covers "political and economic information in over 250 countries and territories, from Afghanistan to Zimbabwe." Note the comparative statistics section, which allows the comparison of two or more nations in the areas of

agriculture, industry, finance, trade, and education.

[SourceOECD](#)

Self described as the "OECD's Online Library of Statistical Databases, Books and Periodicals," this is a massive resource. Journals titles include the OECD Economic Outlook and the OECD Economic Surveys; statistical sources include the National Accounts of OECD Countries and Country Statistical Profiles, which are annually updated snapshots of data selected from more than 40 statistical OECD databases.

[Political Handbook of the World](#)

The CQ Press Political Handbook of the World (grouped with other resources from CQ Press in the CQ Press Political Reference Suite) provides authoritative government and political information on countries around the world. The Political Handbook brings a mixture of facts (i.e. monetary unit, heads of government) and analysis, including: historical trends, regime changes, constitutional history; regional and global policy issues specific to each country; political parties and organizations; recent national election results; and the circulation and political affiliation of major national media, as well as television coverage and Internet usage. Finally, the Handbook also describes 120 intergovernmental organizations, such as OPEC, NATO, the WTO, world and regional banks, and the agencies of the United Nations.

[Business Source Complete](#)

Business Source Complete provides full-text for over 8,800 business sources, including "1,100 scholarly business publications." Areas of coverage include economics, finance, accounting, and international business. Publications are wide ranging; sample titles include the OECD Economic Surveys (37 countries) and the Harvard Business Review. If your search terms include the name of a country, and Ebsco has identified any articles containing significant country economic data, then those results will sort into a folder for Country Reports (i.e. trade and Iceland). Alternatively, users may also choose the Enhanced Business Searching Interface (displayed on the Ebsco 'choose databases' screen) for direct access to country report publications.

[Wall Street Journal](#)

The Wall Street Journal, the financial newspaper of record, offers coverage of national and international finance and business news. Full-text coverage extends from 1984 to the present.

[TableBase](#)

TableBase presents business information in tabular format, such as: market share, market size, capacity, production, imports, exports, sales, and product rankings. Tables are drawn from statistical annuals, brokerage reports, trade association reports, and governmental reports. The library has two licenses for simultaneous use; please "log out" when you have completed your session.

[Corporate Affiliations](#)

Use this directory to search for companies by name, location (city, zip, state, or country),

product, or SIC. For example, for a list of American owned companies operating in Iceland, search for USA as the Parent Country, and Iceland as the Country. The library has only one license for simultaneous use; please "log out" when you have completed your session.

[The Conference Board](#)

The Conference Board is a non-profit, nonpartisan organization that researches, forecasts trends, and publishes reports on management and the global marketplace. The Economic Research section includes the latest indicators of regional indexes, links to issues of the StraightTalk Newsletter & Forecast, which cover topics such as Global Trade and Growth, Exchange Rates, and Global Financial Flows.

[Mergent Online](#)

Mergent Online is primarily used to find detailed financial information about publicly traded companies, however users will find an option for brief country profiles, and the advanced search may be used to identify companies operating in foreign countries. Sawyer Library has a license for three simultaneous users, therefore please "log out" when you have completed your research.

[Global Development Finance](#)

Sawyer CD-ROM Workstation

Accompanies the print title by the same name, produced by the World Bank: "Global Development Finance: Financing the Poorest Countries - country tables and analysis and summary tables."

[World Development Indicators](#)

Ebrary electronic resource, and Sawyer CD-ROM Workstation

Produced by the World Bank, World Indicators provides over 500 timeseries indicators, indexed by country, series, and year(s).

International Organizations

[World Trade Organization](#)

<http://www.wto.org/>

The World Trade Organization (WTO) was established in 1995 and has a membership of 151 countries (as of 27 July 2007). It is "the only global international organization dealing with the rules of trade between nations. At its heart are the WTO agreements, negotiated and signed by the bulk of the world's trading nations and ratified in their parliaments." Resources include [international trade statistics](#), [legal texts and documents](#), [WTO news](#), and [trade topics](#) grouped by goods, services, and intellectual property.

[International Trade Centre \(ITC\) of UNCTAD / WTO](#)

<http://www.intracen.org/>

The ITC's mandate is to help developing and transition economies "realize their full potential for developing exports and improving import operations." Resources include market development

programmes for selected [products and services](#) and [country specific](#) trade analysis for selected countries. Some material is freely available, however many reports require payment.

[OECD: Trade](#)

http://www.oecd.org/topic/0,2686,en_2649_37431_1_1_1_1_37431,00.html

The "Trade" section off of the main OECD (Organisation for Economic Co-operation and Development) website (www.oecd.org) provides copious numbers of reports and data, such as [statistics](#) on international trade in both goods and services. Many reports are freely available, however some do require payment.

[EUROPA: Gateway to the European Union](#)

http://europa.eu/index_en.htm

This is the portal site of the European Union. Users will find EU legislation, the websites of each EU institution, EU news, and statistics. Although many EU reports and publications require purchase, a good amount of content is available through the [Eurostat](#) such as long term and short term indicators, *Statistics in Focus* (summaries of statistical surveys), and working papers. In addition, information about the European currency may be found at [Information on the euro](#), (http://ec.europa.eu/economy_finance/the_euro/index_en.htm?cs_mid=2946).

[ICC: International Chamber of Commerce](#)

<http://www.iccwbo.org/>

The International Chamber of Commerce, founded in 1919, has the mission of supporting world business by "promoting trade and investment, open markets for goods and services, and the free flow of capital." Accordingly, the ICC has direct communication with the United Nations system and other intergovernmental groups such as the G8 (the major industrialized nations and Russia). The ICC has developed codes and policies in areas such as direct marketing and advertising, arbitration, and intellectual property. These policies as well as current and archived news relating to international business are available in full-text, and many documents are in both English and French.

[SICE: Foreign Trade Information System](#)

<http://www.sice.oas.org/>

SICE, "Sistema de Información al Comercio Exterior" or "Foreign Trade Information System" is "the information technology arm of the Trade Unit of the Organization of American States (OAS)." The goal of SICE is to provide access to documents on trade in the Western Hemisphere. Content includes the full-text and summaries of trade agreements, investment treaties, and dispute settlements in the Western Hemisphere.

Academic Gateways

[International Business and Economics - WWW Virtual Library](#)

<http://www.etoan.edu/vl/intlbus.html>

Edited and maintained by Wayne A. Selcher, Professor of International Studies, Department of Political Science, Elizabethtown College, Elizabethtown, PA, for the WWW Virtual Library: International Affairs Resources. A carefully selected list of gateways to International Business.

[International Business Resource Connection \(IBRC\)](http://www.ibrc.business.ku.edu/)

<http://www.ibrc.business.ku.edu/>

The IBRC is "a business outreach program of the Center for International Business Education and Research (CIBER) within the School of Business at the University of Kansas." It includes lists of [Business Resources](#) such as links to statistics and articles on trade, and [Country Resources](#).

[Everything International](http://faculty.philau.edu/russowl/russow.html)

<http://faculty.philau.edu/russowl/russow.html>

Developed and maintained by Dr. Lloyd C. Russow of Philadelphia University. Categories include: Country & Regional Data, Product Classification Systems, Company & Industry Data, International Organizations, and Market Entry (Export) Assistance.

[globalEDGE Resource Desk](http://globaledge.msu.edu/resourceDesk/)

<http://globaledge.msu.edu/resourceDesk/>

GlobalEDGE is part of Michigan State University's Center for International Business Education and Research (MSU-CIBER). The content covers topics relevant to international trade and competitiveness, such as trade tutorials, comparison of emerging markets, and a glossary of international business terms and acronyms.

[UCSB Library: International Trade and Business Research Guide](http://www.library.ucsb.edu/subjects/econ/intbusg.html)

<http://www.library.ucsb.edu/subjects/econ/intbusg.html>

International Trade and Business Sources compiled by the Library of the University of California, Santa Barbara. Resource categories include: 'Doing Business Abroad' (tutorials), country information, and foreign trade and economic statistics. Some resources are only available to UCSB students and faculty.

Guides to Exporting and Importing

[Breaking into the Trade Game: A Small Business Guide to Exporting; 3rd Edition](http://www.sba.gov/aboutsba/sbaprograms/internationaltrade/exportlibrary/sbge/OIT_SB_GUIDE_EXPORT_INDEX.html)

http://www.sba.gov/aboutsba/sbaprograms/internationaltrade/exportlibrary/sbge/OIT_SB_GUIDE_EXPORT_INDEX.html

An excellent guide produced by the United States Small Business Administration. Topics include: Identifying International Markets, Foreign Market Entry, the Export Transaction, Export Financing, Transporting Goods Internationally, and Strategic Alliances & Foreign Investment Opportunities.

[Export Basics](http://www.export.gov/exportbasics/index.asp)

<http://www.export.gov/exportbasics/index.asp>

The government portal to exporting, [Export.gov](http://www.export.gov) has prepared Export Basics to help potential exporters to develop an export plan, identify and sell to their market, and secure export financing. Unfortunately, access to some of this information (i.e. the market research reports) now requires registration.

[TradePort - International Trade](http://www.tradeport.org/)

<http://www.tradeport.org/>

TradePort provides information for businesses that seek to establish trade to and from California. Categories include an [export / global trade tutorial](#), an [import tutorial](#) and guides to [country profiles](#) for use in market research.

Federal Government Trade Gateways

[Export.gov](http://www.export.gov)

[http://www.export.gov/](http://www.export.gov)

Billed as the "U.S. Government Export Portal," this site is a gateway to trade information. Categories include country and industry market research, a basic export tutorial, current export news, and tips on pricing, shipping, and documentation. Until recently, all of this information was available for free; now registration (free) is required to access several areas such as the market research, and users must be affiliated with a U.S. company.

[International Trade Administration \(ITA\)](http://trade.gov/index.asp)

<http://trade.gov/index.asp>

The ITA is the primary unit for trade within the [Department of Commerce](#). Its mission is to promote U.S. exports of manufactured goods, nonagricultural commodities, and services. A good starting point for locating statistical, legal, and market access information.

[SBA Office of International Trade](http://www.sba.gov/aboutsba/sbaprograms/internationaltrade/index.html)

<http://www.sba.gov/aboutsba/sbaprograms/internationaltrade/index.html>

This site, from the U.S. Small Business Administration's Office of International Trade, offers many downloadable publications and information on all aspects of small business finance, including export finance programs.

[Business.gov: Import / Export](http://www.business.gov/guides/import-export/)

<http://www.business.gov/guides/import-export/>

International trade is one of the topics covered by the [Business.gov](#) website sponsored by the Small Business Administration. Users will find links to information on laws and regulations, trade finance, trade leads, and exporting.

Trade Statistics

Trade statistics collected and published by United States government agencies often contain detailed data on foreign countries, however this data is provided to illuminate the trade relationships of foreign countries with the United States. Locating complete trade statistics for a given country usually requires consulting the data collection sources of that country.

[WTO: International trade and tariff data](#)

http://www.wto.org/english/res_e/statis_e/statis_e.htm

This section of the WTO website includes the annual International Trade Statistics, which compiles "leading traders, trade by sector and product, regional trade, LDCs, etc." Archives are available back to 1998. In addition, there are links to a [Statistics Database](#) allowing the retrieval of up-to-date trade information as "Trade Profiles," "Tariff Profiles," or as a "Time Series on merchandise and commercial services trade," and links to the websites of [foreign national statistical offices](#) (pdf format) and other sources of trade statistics for foreign countries.

[IMF: Statistical Topics](#)

<http://www.imf.org/external/np/sta/index.htm>

Includes a link to [Country Specific](#) IMF Statistical Reports on the economic conditions of individual countries. Suffolk University students and faculty may also access the online version of the [IMF's International Financial Statistics](#).

[U.S. Census Bureau: Statistical Agencies \(International\)](#)

http://www.census.gov/main/www/stat_int.html

A list of links to the statistical agencies of 139 foreign countries, from Albania to Zambia, provided by the U.S. Census Bureau.

[Foreign Trade Statistics](#)

<http://www.census.gov/foreign-trade/statistics/index.html>

The Foreign Trade Division of the U.S. Census Bureau (which in turn is under the Department of Commerce), collects statistics on foreign trade. Data sets include: statistics by commodity classifications, country balances and top trading partners, state export data (by commodity and country for each state), and historical trade balances going back as far as 1960.

[International Trade Centre - Site Map](#)

<http://www.intracen.org/menus/sitemap.htm>

"The International Trade Centre UNCTAD/WTO (ITC) is the focal point in the United Nations system for technical cooperation with developing countries in trade promotion." Use the Site Map to locate many freely available statistics and reports, such as: [International Trade Statistics](#) (imports/exports by product group and country and by country and product group); [Countries](#) - covering 184 countries and territories; and [ITC's Market Development Section \(MDS\)](#), a section containing reports, statistics, and general information on products such as textiles, spices, organic and artisanal products. Be forewarned that while there is much valuable information here available for free, some information, such as the Market Analysis section, requires subscription.

[International Trade Administration: Site Help](#)

<http://www.ita.doc.gov/siteindex.html>

The Site Help section of the International Trade Administration website provides access to a import/export statistical information, including selected industry sector and state export data. However, be forewarned: this area seems to be in the process of merging with Export.gov and some links may be unavailable, however enough content remains so that it is still worthwhile to browse.

[Bureau of Economic Analysis: International Economic Accounts](#)

<http://www.bea.gov/International/Index.htm>

The Bureau of Economic Analysis, under the U.S. Department of Commerce, provides current and historic reports on balance of payments, trade in goods and services, foreign direct investment in the United States, and U.S. direct investment abroad.

[Foreign Direct Investment in the U.S.: Balance of Payments and Direct Investment Position](#)

<http://www.bea.gov/international/di1fdibal.htm>

Capital flows: annual and quarterly tables, 1994-2006, 1994:I-2007:IV.

[Foreign Direct Investment in the United States: Archive of Surveys and Estimates](#)

http://www.bea.gov/bea/uguide.htm#_1_23

Backfiles of older reports, including: Benchmark Surveys (1997, 1992, 1987), and Operations of U.S. Affiliates of Foreign Companies - Estimates "shown by country and/or by industry, and by state for selected items," 1977-2001.

[U.S. Direct Investment Abroad: Balance of Payments and Direct Investment Position Data](#)

<http://www.bea.gov/international/di1usdbal.htm>

Capital flows: annual and quarterly tables, 1994-2004, 1994:I-2005:II.

[U.S. Direct Investment Abroad: Archive of Surveys and Estimates](#)

http://www.bea.gov/bea/uguide.htm#_1_24

Includes Benchmark surveys 1999, 1994, 1989, and Operations of U.S. Parent Companies and Their Foreign Affiliates "shown by country and/or by industry," 1983-2002.

Country Analysis

Sawyer Library Help and Research Guide: Country Resource Guide

The Country Resource Guide provides selected information resources on countries, including the Sawyer Library databases and print resources, and websites of the U. S. government, international organizations, and think tanks.

[Country Market Research \(Trade Compliance Center\)](#)

http://tcc.export.gov/Country_Market_Research/index.asp

The Trade Compliance Center (TCC), part of the International Trade Administration, "provides access to commercial and economic information to help U.S. exporters understand and evaluate opportunities created by trade agreements the United States has negotiated." The freely available market access reports include the [National Trade Estimate Reports on Foreign Trade Barriers](#), (an annual series that surveys significant foreign barriers to U.S. exports) and the WTO [Trade Policy Review Summaries](#), which provide information on the foreign trade policies and regulations of specific countries. Choose [List All Reports](#) to browse a list of country reports.

[IMF Country Reports](#)

http://www.imf.org/external/pubs/cat/scr1_sp.cfm?s_year=1997&e_year=2005&brtype=default

Country Specific IMF reports on the economic conditions of individual countries. These lengthy reports are organized by date, 1997-2005, (they may also be sorted by title), and are available as full-text PDF files. A wider range of [IMF Country information](#), is available at <http://www.imf.org/external/country/index.htm>.

[Countries - International Trade Centre \(UNCTAD/WTO\)](#)

<http://www.intracen.org/menus/countries.htm>

This section of the ITC website "provides links to national trade support institutions and country-specific business information. In addition, it presents trade and market profiles, Country Map, based on trade statistics which benchmark national trade performance and provide indicators on export supply and import demand." When viewing the options for a given country, choose the links marked "table" or "imports / exports" for data on that country. Other useful areas of the ITC website include the [Web Index](#) (for trade information sources, searchable by country) and links to [Online Trade Journals](#), grouped by country, region, and product.

[Doing Business: Comparing Business Regulations](#)

<http://www.doingbusiness.org/>

"The Doing Business database provides indicators of the cost of doing business by identifying specific regulations that enhance or constrain business investment, productivity, and growth. The indicators are developed by the Finance and Private Sector Vice Presidency of the World Bank Group." The database includes 178 countries, and covers the topics of licenses, employing workers, registering property, protecting investors, and taxes.

[Country Profiles from World Trade Press](#)

<http://www.tradeport.org/countries/index.html>

"Through an exclusive arrangement with World Trade Press, TradePort [California's Gateway to Global Trade] offers data on 175 countries, free of charge. World Trade Press publishes a wide variety of in-depth travel and trade information products in print and online." The profiles provide brief overviews (with statistics) of the geography, demographics, economics and trade of each country.

[Economist Country Briefings](#)

<http://www.economist.com/countries/>

The Country Briefings section of the Economist.com website, the online version of *The Economist*, provides a variety of content specific to individual countries: economic structure and recent data, political structure, links to countries' economic and news sources, and recent selected articles from *The Economist* print version (articles that are not free are marked with a symbol for premium content).

[Economist Special Reports: Countries and Regions](#)

<http://www.economist.com/specialreports/specialreportslist.cfm?category=455021>

Although much of the content on the Economist.com website is designated as premium content and requires subscription, the country and regional special reports are freely available. The articles offer little in the way of statistics and overview, but they are well written essays of covering a specific topic in a given country.

[Development Gateway: Country Profiles](#)

<http://old.developmentgateway.org/countryprofile/intermediary>

This section of the [Development Gateway](#) website provides information on "business opportunities, information on development projects, publications, and statistics -- organized by country." The Development Gateway Foundation is a not-for-profit organization, with the mission to "reduce poverty and support sustainable development through the use of information and communication technologies (ICT)."

[U.S. Census Bureau: Statistical Agencies \(International\)](#)

http://www.census.gov/main/www/stat_int.html

A list of links to the statistical agencies of 139 foreign countries, from Albania to Zambia, provided by the U.S. Census Bureau.

[Cultural Profiles Project](#)

<http://www.settlement.org/cp/english/>

The Canadian Government's Citizenship and Immigration agency (in association with the AMNI Centre of Social Work, at the University of Toronto) has created this large collection of reports on the people and culture of many lands. Each cultural profile provides an overview of life and customs in the profiled country. This is the kind of information not readily available elsewhere.

[Commanding Heights: Country Reports](#)

<http://www.pbs.org/wgbh/commandingheights/lo/countries/index.html>

The Country Reports make up a section of the accompanying website for WGBH's *Commanding Heights: The Battle for the World Economy* television series. The Country Reports "summarize the economic development of each nation from 1910 to the present and can be explored by category and by year." 41 Countries are included.

[The Full Universal Currency Converter](#)

<http://www.xe.com/ucc/full.shtml>

"This 'full' version of the Universal Currency Converter contains every known world currency:

over 180 currencies in over 250 geographical locations."

[Competitive Alternatives](#)

<http://www.competitivealternatives.com/default.html>

Competitive Alternatives, produced by KPMG International (a Swiss cooperative that serves as the coordinating entity for a network of independent firms specializing in audit, tax and advisory services) "represents KPMG's guide to comparing business costs in North America, Europe and Asia Pacific. This report measures the combined impact of 27 cost components that are most likely to vary by location, as applied to specific industries and business operations. The eight-month research program covered 128 cities in nine industrialized countries: Canada, France, Germany, Italy, Japan, the Netherlands, Singapore, the United Kingdom, and the United States."

Selected Industry / Commodity Profiles and Statistics

[ITA - Trade Development - Manufacturing and Services](#)

http://www.ita.doc.gov/td/td_home/tdhome.html

Choose one of 16 industry sectors for referral to selected industry sector information and trade statistics. Available information will vary by industry. For example, users can find the top 25 export destinations for cutlery (found under Consumer Goods - Housewares).

[International Trade Statistics by Product Group: Exports](#)

<http://www.intracen.org/tradstat/sitc3-3d/indexpe.htm>

[International Trade Statistics by Product Group: Imports](#)

<http://www.intracen.org/tradstat/sitc3-3d/indexpi.htm>

The International Trade Centre provides five years worth of statistics on trade organized by product group. For example, under the product group "035 - Fish,Dried/Salted/Smoked," the user will find that Norway, Iceland, and Denmark were the top three exporters in this category from 2001-2005.

[Competitive Alternatives: Industries](#)

<http://www.competitivealternatives.com/industries/default.html>

This section of the Competitive Alternatives website (a guide to international business costs produced by KPMG, a network of audit and tax services firms) provides "industry-specific results summaries" for 17 industries from four sectors, including manufacturing, research & development, software, and corporate services. Costs are compared across 128 cities in nine industrialized countries: Canada, France, Germany, Italy, Japan, the Netherlands, Singapore, the United Kingdom, and the United States.

[Web Index to Internet Trade Information.](#)

<http://www.intracen.org/menus/sitemap.htm>

An index to "Internet trade information sources providing references and direct links to a selection of websites covering various aspects of international trade," searchable by product/service.

Tariffs, Taxes, Product Classification, and Harmonized System (HS) numbers

[Tariff and Import Fee Information](http://www.export.gov/logistics/exp_001015.asp)

http://www.export.gov/logistics/exp_001015.asp

A guide to determine tariffs and taxes levied on U.S. products and services exported to other countries. Includes information on how to identify Harmonized System (Schedule B) numbers for your product.

[Product Classification Systems](http://faculty.philau.edu/russowl/product.html)

<http://faculty.philau.edu/russowl/product.html>

Developed and maintained by Lloyd C. Russow, Philadelphia University. Includes links to information on the NAICS-to-SIC or SIC-to-NAICS concordance, Harmonized Tariff Schedule, Classification of Products by Activity (European Union), and the Common Procurement Vocabulary (European Union).

[FAQ: What's the difference between the Schedule B codes \(for exports\) and the Harmonized Tariff Schedule \(HTS\) codes \(for imports\)?](http://www.census.gov/foreign-trade/faq/sb/sb0008.html)

<http://www.census.gov/foreign-trade/faq/sb/sb0008.html>

Includes links to both the exports codes (which the U.S. calls Schedule B, and which are administered by the U.S. Census Bureau), and import codes, (which are administered by the U.S. International Trade Commission, USITC).

International Market Research

[Global Trade Tutorial: Researching Your Markets](http://www.tradeport.org/tutorial/researching/index.html)

<http://www.tradeport.org/tutorial/researching/index.html>

A portion of the TradePort website, this section discusses how to classify your product and how to identify and evaluate potential markets.

[Trade Compliance Center: Country Market Research](http://tcc.export.gov/Country_Market_Research/index.asp)

http://tcc.export.gov/Country_Market_Research/index.asp

"Fully searchable market access reports with information on foreign trade policies and regulations." Users may search for a report by country and keyword, or browse an alphabetical listing of 'trade policy review' reports for 124 countries. The reports range from 1995 to 2004.

[Export.gov: Market Research](http://www.export.gov/mrktresearch/index.asp)

<http://www.export.gov/mrktresearch/index.asp>

Part of the Export.gov website. Resources include the U.S. Commercial Service Market Research Library, which contains "more than 100,000 industry and country-specific market reports, authored by our specialists working in overseas posts." This information had been freely available, but now users are required to register and either be a researcher or associated with a U.

S.company.

[Market Potential Index for Emerging Markets - 2008](#)

<http://globaledge.msu.edu/resourceDesk/mpi/>

An indexing study done in 2008 by Michigan State University's globalEDGE site, with the goal of "ranking the market potential of 24 countries identified as "Emerging Markets" by *The Economist*." Archives of earlier studies, 1996-2007, are also available.

Trade Laws, Regulations, and Policy

[Office of the Chief Counsel for International Commerce](#)

<http://www.osec.doc.gov/ogc/occic/>

The U.S. Department of Commerce's Office of the Chief Counsel for International Commerce (OCC-IC) "is responsible for legal matters related to the promotion of U.S. trade and investment and the competitiveness of domestic firms abroad." Therefore, this site contains materials on international trade and investment law with a focus on export issues.

[Juris International](#)

<http://www.jurisint.org/pub/>

The result of a partnership between the International Trade Centre UNCTAD/WTO, LexUM of the Center for Research in Public Law at the University of Montreal, Canada, and Juripole from the University of Nancy, France, Juris International is a multilingual collection (English, Spanish, and French) of legal information on international trade. Content includes full-text of various conventions, model laws, standards and customs of international trade, a collection of sample contracts, and key provisions of the WTO agreements and explanatory texts especially intended for the business community.

[Lex Mercatoria](#)

<http://www.jus.uio.no/lm/>

Lex Mercatoria, the international trade and commercial law monitor, is a source of international law links and materials (free of charge) relating to areas such as tax and financial regulation, transport and maritime law, and international environmental law.

[Bureau of Industry and Security \(BIS\)](#)

<http://www.bis.doc.gov/>

The BIS is yet another government agency under the direction of the U.S. Department of Commerce. The BIS's activities include regulating the export of sensitive goods and technologies; enforcing export control; and cooperating with and assisting other countries on export control and strategic trade issues. Certain types of items, such as high performance computers and electronic components, are subject to export restrictions and may require a license from the Bureau of Industry and Security. This site provides access to the regulations, and lists of restricted items.

[United States Trade Representative](http://www.ustr.gov/index.html)

<http://www.ustr.gov/index.html>

"The U.S. Trade Representative is America's chief trade negotiator and the principal trade policy advisor to the President." The content of this site includes U.S. trade policy and preferences, information on trade disputes, and trade in specific sectors.

Selected Print Resources

General

[Worldmark Encyclopedia of National Economies](#) 4 vols.

REF HC15 .W67 2002

[Online full-text via Gale's Virtual Reference Library](#)

This four volume set presents a "comprehensive overview of the economic structure and current climate of 198 countries and territories." The signed entries include data and analysis on economic conditions and their relationship to social and political factors. Use the print version in the Sawyer Library's reference section, or the online version from the link above or the link in the online catalog.

[Oxford Encyclopedia of Economic History](#) 5 vols.

REF HC15 .O94 2003

[Online full-text via Oxford Reference Online](#)

"A comprehensive, international, interdisciplinary reference work that includes approximately 900 articles on all aspects of economic history from prehistoric times to the present." Essay topics include the effect of labor unions on laborer's living standards, and the question of whether high taxation leads to economic decline.

[Consumer International](#)

REF DESK HC79.C6 C636 2006/07

A "compendium of consumer market information on 28 major non-European markets," published by Euromonitor, with an emphasis on consumer goods.

[World Consumer Lifestyles Databook](#)

REF DESK HF5415.3 .W67x 2007

"Detailed statistics on the lifestyles of consumers in 71 countries across the world," published by Euromonitor.

[OECD Economic Outlook](#)

Sawyer Periodicals, v.9- 1971-

Biannual periodical issued by the Department of Economics and Statistics, Organisation for Economic Co-operation and Development. Also covered in multiple periodical databases, from

1989 to the present.

[Development, Trade, and the WTO : a Handbook](#)

REF HF1385 .D48 2002

Statistics

[International Monetary Fund \(IMF\) Statistical Publications](#)

[Balance of Payments Statistics Yearbook](#)

REF HF 1014 .B3

Contains balance of payment data for 160 countries and international investment position data for 40 countries.

[Direction of Trade Statistics Yearbook](#)

REF HF 91 .I65

Provides the value of imports and exports for 184 countries.

[Government Finance Statistics Yearbook](#)

REF HJ 101 .G68

Provides data on revenue and expenditures of central governments.

[International Financial Statistics Yearbook](#)

REF HG 61 .I57

Online database: [International Financial Statistics \(IMF\)](#)

Provides statistics on all aspects of international and domestic finance, such as data on exchange rates, international liquidity, international banking, interest rates, prices, production, and international transactions.

[World Economic Outlook](#)

REF HC 10. W7979

International Monetary Fund (IMF) report on the economic developments and policies of member countries, developments in international financial markets, and the global economic system. Includes tables, charts, and a statistical appendix.

[United States Foreign Trade Highlights](#)

REF HF3000 .U63 2005

This volume gathers a wide range of detailed government data relevant to U.S. international trade. Coverage includes: U.S. international transactions data; U.S. trade balances in good and services; U.S. commodity trade - by geographic area, trading partner, and product category; and exports by individual U.S. states.

[The World Economic Factbook](#)

REF DESK HC59.15 .W675 2007

Euromonitor's "unique compilation of hard-to-get political and economic information on 204 countries of the world." Each country is treated with a textual overview and statistical information.

[OECD Factbook: Economic, Environmental and Social Statistics](#)

REF DESK HA155 .O32 2007

Topics include: population and migration, macroeconomic trends, prices, public policy, and quality of life.

[International Marketing Data and Statistics](#)

REF DESK HA42 .I56 2007

"A compendium of statistical information on the countries of the Americas, Asia, Africa and Oceania," with the goal of providing "statistical information relevant to international market planning."

[European Marketing Data and Statistics](#)

REF DESK HA1107 .E87 2007

Provides statistical data on demographic trends and forecasts for eastern and western European countries.

[Global Competitiveness Report](#)

REF DESK HF1414 .G559 2007-08

A publication of the World Economic Forum and Oxford University Press. Includes competitiveness indexes, regional analyses, country profiles, and data tables with country rankings.

[Statistical Yearbook](#)

REF HA 12.5 U63

United Nations publication that provides data at the world, regional and national levels "on the world economy, its structure, major trends and current performance, as well as on issues such as population and social statistics, economic activity and international economic relations."

[World Economic and Social Survey](#)

REF HC 59. A169

Annual survey published by the United Nations. "Covers current trends and policies in the world economy. Part I contains the forecasts of short-term global and regional growth and trade and finance trends. Part II provides a broad discussion of vulnerabilities, such as in trade and finance, that hinder the catch-up modernization process of many developing countries and economies in transition."

[UNCTAD Handbook of Statistics](#)

REF HF 1016. U54a

A complete basic compilation of statistical data relevant to the analysis of world trade and development, produced by the United Nations Conference on Trade and Development (UNCTAD).

[Year Book of Labour Statistics](#)

REF HD 4826 .I63

A trilingual (English, French and Spanish) annual publication of the International Labour Office. "This annual resource provides the principal labour statistics for over 190 countries, areas and territories, with tables providing detailed data from the last ten years." Topics include "the economically active population, employment, unemployment, hours of work, wages, labour costs, consumer prices, occupational injuries, and strikes and lockouts."

[World Development Report](#)

REF HC 59.7. W659

The World Development Report series, published annually by the World Bank, provides scholarship on the economic and social state of the world.

[Foreign Trade of the United States](#)

REF HF3000 .U62 2001

[United States Foreign Trade Highlights: Trends in the Global Market](#)

REF HF3000 .U63 2007

"Provides comprehensive statistical information about U.S. imports and exports of both goods and services; a complete accounting of U.S. international transactions," with data going back to 1960. Includes state and metro area export data.

[Business Statistics of the United States](#)

REF HC 101 .A13122 2007

Provides information on GDP, employment, production, prices, productivity, international trade, money supply, and interest rates. Most data tables present 30 years of annual data and four years of monthly data.

[Trade and Development Report](#)

REF HC 59.7 .U5

Analysis of trends and outlooks for the world economy produced by the Secretariat of the United Nations Conference on Trade and Development (UNCTAD). In addition to analysis and trends, each volume focuses on specific issues. The Trade and Development Report 2007 regional cooperation.

[CRB Commodity Yearbook](#)

REF HF 1041 .C56

The CRB Commodity Yearbook provides information on the "worldwide supply/demand and production/consumption data for all the basic commodities and futures markets—from A (aluminum) to Z(inc), including all the major markets in interest rates, currencies, energy, grains

and stock index futures."

Company Information

[Hoover's Handbook of World Business](#)

REF HG4009 .H66 2008

This volume provides "facts on 300 of the world's most influential companies based outside of the United States." Includes profiles of 300 major global companies, as well as lists of "the largest, fastest-growing, and most valuable companies of global importance."

[Mergent \(Formerly: Moody's\) International Manual](#)

REF HG 4961 .M7 I8

[Moody's International Manual](#)

REF HG 4961 .M7 I8

A "comprehensive business and financial reference detailing 9,000 significant non-U.S. based companies in over 100 countries. Coverage includes: history, business, properties and subsidiaries, officers and directors, long-term debt and Moody's® rating, income statements, and balance sheets." Company information is grouped by country; country profiles precede corporate listings. The Sawyer Library also subscribes to an online version of this series, [Mergent Online](#), and an electronic archive of the printed manuals, [Mergent WebReports \(Moody's Manual Archive\)](#). In the Mergent Online product, use the advanced search to identify companies operating in foreign countries. Sawyer Library has a license for three simultaneous users, therefore please "log out" when you have completed your research.

[Directory of American Firms Operating in Foreign Countries](#)

REF HG4538.A1 D5 2007

In four volumes, organized in alphabetical order by country.

[Directory of Foreign Firms Operating in the United States](#)

REF HG4538 .A21943 2008

A single volume. Companies are grouped by country. Includes a company name index and a listing of American affiliates.

Country Information

[Handbook of Country Risk](#)

REF DESK HG 4538 .R57 2007-08

In addition to a country-by-country risk assessment, this volume offers essays of analysis for region and an outlook for the world economy and trade.

[The Global Competitiveness Report](#)

REF DESK HF1414 .G559 2007-08

A nice feature of this volume is the country profile section, which neatly lists each country's advantages and disadvantages in several areas: macroeconomic and microeconomic factors, technology, public institutions, and other indicators.

[Handbook of Markets and Economies : East Asia, Southeast Asia, Australia, New Zealand](#)

REF HF5415.33.A78 H36 2006

This volume discusses the politics, economics, social systems, and market conditions of the following countries: Australia, Brunei Darussalam, Cambodia, China and Hong Kong, East Timor, Indonesia, Japan, Korea (both North and South), Laos, Malaysia, Myanmar, New Zealand, Papua New Guinea, the Philippines, Singapore, Taiwan, Thailand, and Vietnam.

[Doing Business With ...](#)

REF HG 4538...

Each volume, published by Kogan Page, is an individual report on doing business in a particular country. For an historic perspective see the *Doing Business in...* titles from Ernst & Young and Price Waterhouse.

[Asia Yearbook](#)

REF HC411 .F19 2002

A publication of the *Far Eastern Economic Review*, "the Asia Yearbook (2002) examines the business, political and financial events of the last year across 37 Asian countries and territories." Subjects range from currencies and stock markets to technology and telecommunications.

[American Business in China](#)

REF HF3128 .A6 2003-04

In addition to providing a directory of U.S. firms operating in China and Hong Kong, this book also discusses marketing and advertising in China, China's major cities for foreign investment, and the special administration region of Hong Kong.

[Statistical Abstract of Latin America](#)

REF HA 935 .S79 V.38 2002

Provides statistical series on the social, economic, and political factors of Latin America.

[Japan Economic Almanac](#)

REF HC461 .J29 2002

"The Japan Economic Almanac forecasts direction in business, finance and consumption in the coming year." The Japan Economic Almanac derives its information from the resources of Nihon Keizai Shimbun, Inc. (the Nikkei).

[Africa](#)

REF HG4538 .A37 2003

A "guide to Africa and its 53 nations..."

[Regional Handbooks of Economic Development](#)

The following volumes discuss key issues affecting the economies of developing countries and regions.

[The China Handbook](#)

REF HC 427.92 .C566 2000

[The Southeast Asia Handbook](#)

REF HC 441 .S687 2001x

[The Japan Handbook](#)

REF HC 462.9 .J3195 1998

[The India Handbook](#)

REF HC 435.2 .I5327 1997

[The European Union Handbook](#)

REF HC 241 .E8685 2002

[The Central and Eastern Europe Handbook](#)

REF HC244 .C3695 1999

[Central and South-Eastern Europe](#)

REF HC 244.A1 E29 2000

[Eastern Europe, Russia and Central Asia](#)

REF HC 244.A1 E293 2000

[The CIS Handbook](#) The Commonwealth of Independent States (Former Soviet republics)

REF HC 336.27 .C58 1999

Import/Export Guides

[Guide to Export-Import Basics](#)

REF HF1416 .G85 2003

[Export/Import Procedures and Documentation](#)

REF HF1416.5 .J64 2002

[Managing Exports: Navigating the Complex Rules, Controls, Barriers, and Laws](#)

REF HF1414.4 .R49 2003

Micellaneous

[Global Development Finance](#)

REF HJ8899 .W672 2004

Two volumes (Country Tables and Analysis and Summary Tables) plus a CD-ROM. Follow the link in the online catalog to retrieve this publication as a PDF file from the World Bank website.

[Encyclopedia of Global Industries](#)

REF DESK HD2324 .E53 2003

[Online full-text via Gale's Virtual Reference Library](#)

[A to Z of International Trade](#)

REF HF 1373 .R49 2002

[World Market Share Reporter](#)

REF DESK HF 5410 .W67 2001-02

Compiles global market share data (corporate, brand, product, service, and commodity) derived from newspapers and trade periodicals.

[World Chamber of Commerce Directory](#)

REF HF 294. W75 2005

Listing of American and foreign chambers of commerce, both in the U.S. and abroad.

[Kiss, Bow, or Shake Hands : the bestselling guide to doing business in more than 60 countries](#)

REF HF5389 .M67 2006

[Do's and Taboos...](#)

A series of five books on cultural sensitivity in the international business world.

[The Global Etiquette Guide to Africa and the Middle East](#)

REF HF5389 .F669 2002

[The Global Etiquette Guide to Mexico and Latin America](#)

REF HF5389 .F673 2002

[International Business Etiquette: Europe](#)

REF HF5389.3.E85 S23 1999

[International Business Etiquette: Latin America](#)

REF HF5389.3.L3 S22 2000